



Swimming Pool Supplies, Including Chemicals, Equipment and Related Services & Materials  
Executive Summary

**Lead Agency:** City of Tucson, AZ

**Solicitation:** 192051

**RFP Issued:** December 17, 2018

**Pre-Proposal Date:** January 8, 2019

**Response Due Date:** January 16, 2019

**Proposals Received:** 2

**Awarded to:** Leslie's Poolmart, Inc.

The City of Tucson, AZ Business Services Department, Shared Services Procurement and Procurement Operations issued RFP #192051 on December 17, 2018, to establish a national cooperative contract for Swimming Pool Supplies, Including Chemicals, Equipment and Related Services & Materials.

The solicitation included cooperative purchasing language in the Introduction, Scope or Work, Special Terms and Conditions Sections:

The City of Tucson as the Principal Procurement Agency, as defined in Attachment A, has partnered with the National Intergovernmental Purchasing Alliance Company ("National IPA") to make the resultant contract (also known as the "Master Agreement" in materials distributed by National IPA) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through National IPA's cooperative purchasing program. The City is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA's cooperative purchasing program. Attachment A contains additional information on National IPA and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Tucson, AZ website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT

- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On January 8, 2019 proposals were received from the following offerors:

- Hill Brothers
- Leslie's Poolmart, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Leslie's Poolmart, Inc. and proceeding with contract award upon successful completion of negotiations.

The City of Tucson, AZ, OMNIA Partners, Public Sector and Leslie's Poolmart, Inc. successfully negotiated a contract, and the City of Tucson, AZ executed the agreement with a contract effective date of July 25, 2019.

Contract includes:

Complete offering of Swimming Pool Products including chemicals, parts and equipment. Purchase over the counter from a Leslie's store location, online or by phone.

Term:

Initial one-year agreement from July 25, 2019 through July 24, 2020 with the option to renew for four (4) additional one-year periods through July 24, 2024.

Pricing/Discount:

- Market basket of frequently purchased products 15-60% off
- Minimum catalog discount of 10% off

OMNIA Partners, Public Sector Web Landing Pages:

<https://www.omniapartners.com/publicsector/contracts/supplier-contracts/leslies-poolmart>