



Pinellas County

Staff Report

File #: 16-1520A, Version: 1

Subject:

Ranking of firms and agreement with GovDeals, Inc. for online auction services of miscellaneous surplus items for the Tampa Bay Area Purchasing Cooperative and other assorted participants.

Recommended Action:

Approve the ranking of firms and final agreement with GovDeals, Inc. for online auction services of miscellaneous surplus items for the Tampa Bay Area Purchasing Cooperative (Cooperative) and other assorted participants.

Contract no. 156-0227-R(RG); for revenue amount not to exceed \$12,368,090.00; effective for sixty (60) months upon approval.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

Summary:

This is a revenue-based Cooperative contract for online auction services of miscellaneous surplus items such as computers, monitors, printers, tools, copiers, furniture, rolling stock, etc. The surplus and sale of tangible personal property is conducted as required by Florida Statute 274.05, Surplus Property.

Background Information:

On April 14, 2016, the Purchasing Department, on behalf of the Real Estate Management Department, released a Request for Proposal (RFP) for the above referenced services resulting in eight (8) responses.

The contract is administered by Pinellas County and includes the requirements of the following municipalities, authorities or agencies:

- City of Clearwater
- City of Dunedin
- City of Gainesville
- City of Jacksonville
- City of Tarpon Springs
- Miami Dade County
- Pasco County Schools
- Pinellas County Board of County Commissioners
- Pinellas Suncoast Transit Authority (PSTA)
- Polk County
- Tampa Bay Water
- Tampa International Airport

The contract is based on a buyer's fee of 12.5%; Cooperative participants pay no additional fees or charges for services provided which may include marketing efforts, training, software upgrades, on-site consultation and support.

In an effort to increase County revenue, the RFP contained an option to provide additional revenue to the County, as the lead agency of this Cooperative contract.

As a result, the County will receive two percent (2%) of the Contractor's gross profit for each transaction initiated by Cooperative members. Based on transactional estimates by Cooperative members, the County anticipates an additional \$5,886.00 in annual revenue for being the lead agency of this contract.

Fiscal Impact:

Estimated County twelve (12) month revenue:	\$ 118,886.00
• Online auctions \$113,000.00	
• Estimated annual rebate \$5,886.00	
Estimated sixty (60) month revenue for the County:	\$ 594,430.00
Estimated twelve (12) month Cooperative member revenue:	\$ 2,354,732.00
Estimated sixty (60) month Cooperative member revenue:	\$11,773,660.00
Total estimated sixty (60) month revenue:	\$12,368,090.00

Revenues from County auction sales will be deposited into the General Fund. Revenues from other municipalities, authorities or agencies will be deposited in their respective accounts.

Staff Member Responsible:

Andrew W. Pupke, Director, Real Estate Management Department
Joe Lauro, Director, Purchasing Department

Partners:

Miami-Dade County
Polk County
City of Clearwater
City of Dunedin
City of Gainesville
City of Jacksonville
City of Tarpon Springs
Pasco County Schools
Pinellas Suncoast Transit Authority (PSTA)
Tampa Bay Water
Tampa International Airport

Attachments:

Final ranking of firms
Agreement