



CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING

#17-1365

TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Lee R. Feldman, ICMA-CM, City Manager

DATE: December 5, 2017

TITLE: Motion to Approve Revenue Contract for Auctioneer Services with
Royal Auction Group, Inc.

Recommendation

It is recommended that the City Commission approve a three-year revenue contract, in substantially the form attached, for auctioneer services from Royal Auction Group, Inc. and authorize the City Manager to approve two one-year renewal options.

Background

The City of Fort Lauderdale solicited a Request for Proposals (RFP) from qualified professional firms to provide both public absolute (live) auction services for serviceable cars and trucks as well as on-line (internet) based auction services for small goods, surplus equipment for vehicles and trucks, accident-damaged/unserviceable vehicles and equipment and other miscellaneous property. There will be no negative fiscal impact to the City by the recommended auctioneer service. Any and all costs will be absorbed by the purchaser of the item in the form of a percentage over and above the amount of their purchase (commonly referred to as a "buyer's premium").

The background of the solicitation process includes the following:

- July 13, 2017 – RFP 875-12011 was issued for Public Works Department, Fleet Services Program.
- August 3, 2017 – The RFP closed with a total of five firms submitting proposals.
- October 3, 2017 - The evaluation committee consisting of three committee members – Sandy Leonard, Fleet Program Manager for Public Works Sustainability Division; Glen Hadwen, Sustainability Manager for Public Works Sustainability Division; and Gregory May, Battalion Chief for Fire Rescue Department - met with Laurie Platkin, Procurement Specialist II, to evaluate and rank the firms based on the following evaluation criteria:

<u>ABILITY TO MEET OBJECTIVES</u>	
Understands the scope of the project	10%

Meets technical specifications	10%
<u>QUALIFICATIONS</u>	
Skill, experience, expertise, and quality services/performances demonstrated by the Proposer in performing the same type of services as those sought by the City;	20%
Responses of the client references. References will be verified and evaluated based on the quality of work previous and currently being performed;	15%
Facilities and resources: layout of web page; Safeguards / security of website; check-out, reporting capabilities, Number of registered bidders in database; percentage of 'regular' buyers; Average number of website 'hits' per month. Demonstrates the ability to auction classes of vehicles with the highest resale market.	15%
COMMISSION STRUCTURE AND FEES	30%
TOTAL PERCENT AVAILABLE:	100%

The following firms were deemed responsive and it was determined that all would give oral presentations for their respective categories of Public Absolute (PA) and or On-Line Auctions (OLA).

- | | |
|---|------------|
| 1. Fisher Auction Co, Inc. – (FAC) | PA |
| 2. JJ Kane Associates – (JKA) | PA |
| 3. Rene Bates Auctioneers, Inc. – (RBI) | OLA |
| 4. Royal Auction Group, Inc. – (RAG) | PA and OLA |

- On October 19, 2017 the firms provided presentations to the review committee.
- Final scoring was then performed. Including all evaluation criteria, the final tabulation ranked the three firms as follows:

Public Absolute:

1. RAG
2. FAC
3. JKA

On-Line Auctions:

1. RAG
2. RBI

RAG has met all requirements of the RFP specifications and has been deemed the responsive and responsible proposer recommended for award of this contract.

The defined costs and fees will be as follows:

At No Cost to the City of Fort Lauderdale

- Transportation costs to Royal Auction Group of all auction-able items included
- De-indemnification of the vehicle - remove decals and logos.
- Light detail - wash and clean inside.

Fees to the Buyer(s) that go to RAG

- 10% Buyer's Premium - Public Absolute

- 12% Buyer's Premium - On-Line
- Title: \$100
- Administration Fee: \$50
- 3% Credit Card Fee

Resource Impact

There will be a positive fiscal impact to the City in the estimated annual amount of \$1,000,000 generated from numerous departmental assets.

Strategic Connections

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative, included within Internal Support Cylinder of Excellence, specifically advancing:

- Goal 12: Be a leading government organization, managing our resources wisely and sustainably.
 - Objective 1: Ensure sound fiscal management.

This item advances the *Fast Forward Fort Lauderdale 2035 Vision Plan: We Are Ready*.

Attachments

Exhibit 1 – Solicitation
Exhibit 2 – Final Rankings
Exhibit 3 – Fisher Auction Co. Proposal
Exhibit 4 – GovDeals.com Proposal
Exhibit 5 – JJ Kane Auctioneers Proposal
Exhibit 6 – Rene Bates Proposal
Exhibit 7 – Royal Auction Group Inc Proposal
Exhibit 8 - Contract

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