



Pre-Solicitation Briefing for Management of Towing Services

City Council B Session
February 10, 2021

Presented by William McManus, Chief of Police
& Rick Riley, Assistant Director

Current Towing Contract Background

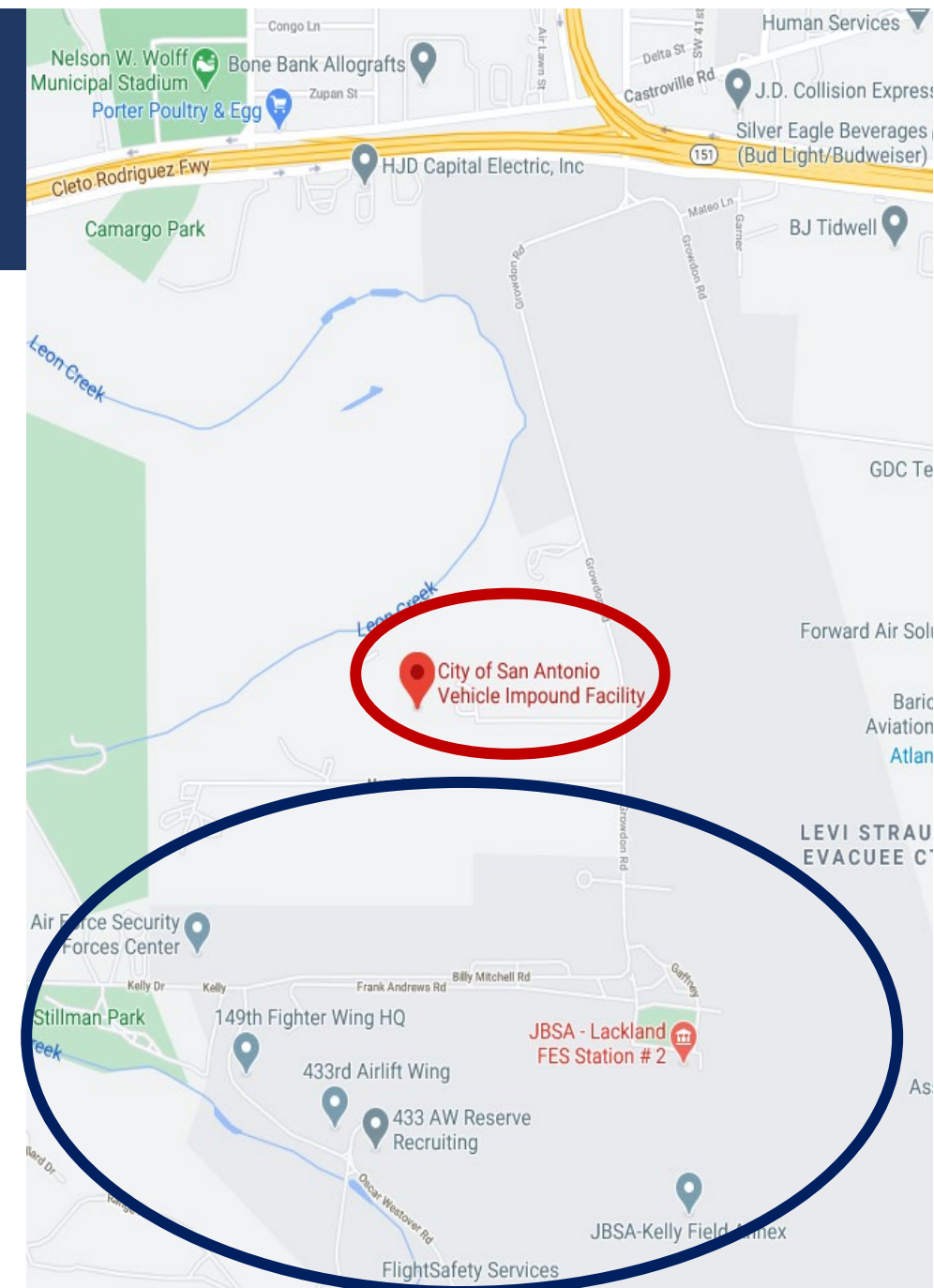
- Contract with United Road Vehicle Management Solutions (URVMS)
- Provides police-directed towing management services for SAPD
- 4-year term with one additional two-year term
- Contract began in December 2015 and expires November 30, 2021
- URVMS subcontracts with four towing companies and dispatch company:
 - Richard's Towing
 - Texas Towing Corp
 - Mission Wrecker Service
 - Texas Roadside Services
 - CAARS, Inc. (Dispatch Company)

Current Towing Contract Background

- City Contracts with URVMS-approved towing companies take vehicles to Growdon Impound Facility
 - Vehicles belonging to arrested drivers
 - Vehicles damaged in accidents
 - Vehicles seized by SAPD as evidence
- City contracts with Alanis Wrecker Service (different contract expires 2023) for impound
 - Intake, storage, and release of impounded vehicles
 - Weekly auction process for abandoned vehicles
 - Maintenance of property, environmental compliance, and security
 - Contract expires September 2023

Growdon Impound Facility

- JBSA is interested on City-owned Property
- City is conducting a feasibility study to relocate Impound facility to be completed in Summer
- Cost of new facility and relocation have not been identified



Towing Contract: Pre-Solicitation Overview

City seeks a contractor to provide management of towing services to include a towing management system to properly oversee and manage police-initiated towing and recovery services:

- Dispatch
- Records and Reports
- Audits
- Performance of multiple experienced, State licensed local tow companies
- Maintaining established reduced Response Times which will ensure roadways clear faster and increase officer and citizen safety

Towing Contract: Pre-Solicitation Overview

Solicitation Type

- Request for Proposal (RFP)

Proposed Term

- 4 years
- with 1, 2-year renewal option

Estimated Value (4 years)

- \$45,383,974 (Gross receipts to contractor)
- \$ 1,677,732 (Revenue to City)

Current Contract Status

- Expires November 30, 2021

Management of Towing Services

Administrative oversight of specialized recovery services required in traffic incident management and hazmat clean-up

Management of Five local sub-contractors

Biannual Inspections of 80+ tow trucks and specialized equipment

Keep Cost of Tows under the City Ordinance maximum of \$177 with a City commission of \$7 per tow

SAPD Towing Response Time Requirements

- Dispatch closest truck with a required Estimated Time of Arrival (ETA) within 20 - 25 minutes on Streets and Highways.
- Current, overall annual average ETAs

Location	Required ETA	Annual Average ETA
Highway	20 mins	14 mins
City Streets	25 mins	12 mins
Heavy Duty	45 mins	29 mins

Solicitation Overview

Outreach

NIGP Codes Identified	96890 Towing Services 95841 Fleet Management 99031 Dispatching Fire, Police & Medical Services
Number of Vendors to be Notified	Central Vendor Registry: 53 Veteran-Owned Small Business (SBA/SCTRA): 123 Targeted Vendor Outreach: 3
Advertising	TVSA Channel 21 COSA Building & Contracting Opportunities website Express News

Evaluation Voting Members

María Villagómez, Deputy City Manager
William McManus, Chief of Police, SAPD
James Flavin, Assistant Chief, SAPD
Gus Guzman, Deputy Chief of Police, SAPD
Hector Salas, Acting Deputy Chief, SAPD
Richard Riley, Assistant Police Director, SAPD
Kevin Goodwin, Chief Technology Officer/Deputy Director, ITSD
Russell Huff, Assistant Director, Finance
Dale Picha, Traffic Operations Manager, Texas Department of Transportation

Solicitation Requirements



Evaluation Criteria

Experience, Background, Qualifications: **30 points**
Proposed Plan: **25 points**
Pricing: **20 points**
SBEDA Program: **10 points** (SBE – 5 points; M/WBE – 5 points)
Local Preference Program: **10 points**
Veteran Owned Small Business Preference Program: **5 points**

Additional Requirements

SBEDA Subcontracting Requirements: 34% SBE; 26% M/WBE
Audited Financial Statements: Required

Goal Setting Committee Members

Nikki Ramos, Goal Setting Committee Chair
Richard Riley, Assistant Police Director, SAPD
Norbert Dziuk, Assistant Director, Finance
Shuchi Nagpal, EDD Administrator, Economic Development
Linda Lopez-George, Citizen Member

Project Timeline

Pre-Solicitation

Goal Setting Committee:

- February 2, 2021

B Session Pre-Solicitation Briefing:

- February 10, 2021

Release Date:

- March 1, 2021

Solicitation

Pre-Submittal Conference:

- March 17, 2021

Deadline for Questions:

- March 26, 2021

Due Date:

- April 16, 2021

Post Solicitation

Evaluation Complete:

- May 17, 2021

Contract Negotiated:

- May/June 2021

Council Post-Solicitation Briefing:

- June 9, 2021

Finalization

City Council Consideration:

- August 5, 2021

Contract Start Date:

- December 1, 2021



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