



CITY OF EL PASO

2024-0193 Collection Services Various City Facilities

K. Nicole Cote – Managing Director

Nicholas Ybarra - Director

Collection Services Contract

- **160** – City Facilities
 - City Admin. Facilities
 - Park Recreation Centers
 - Police Stations
 - Fire Stations
 - Airport
 - Libraries
 - Sun Metro
 - Other Facilities
-
- **265 collections weekly**



New to Scope

- Recycling Collection
- Roll-off Container Collection
 - Earth Day
 - Great American Clean-up
 - Neighborhood Clean-ups
- Weekly/Monthly Reports
- Pictures/Reporting for non-collections



Best Value Bid Process

Section 252.043 (b) of the State of Texas

Local Government Code

- Selection is based on a combination of qualifications/quality and price.
- P&SS, in conjunction with the User Department, shall select the factors applicable to best value bids.
- Factors that may be considered include:
 1. Purchase price
 2. Reputation of bidder
 3. Quality of bidder's services
 4. Extent to which bidder's services fit City's needs
 5. Past relationship with the City
 6. Impact on owner to comply with laws & rules relating to Historically Underutilized Businesses (HUB's) and nonprofit organizations that employ persons with disabilities
 7. Long-term costs to owner (Cost of Ownership)
 8. Employee Medical Benefits
 9. Any other relevant factor.
- No single evaluation factor shall have a numerical value greater than price. Price alone shall not be weighted to result in de-facto low-bid.
- Price shall not have a numerical value exceeding 35 out of 100 points.

Procurement Process

Collections Services - Timeline

- 2018 - Contract Awarded for Collection Services (Best Value)
- 2023 - User department updated scope of work and updated evaluation criteria
- Advertised - July 4, 2023
- 1st Bid Opening - August 16, 2023
- Bids expired on December 13, 2023

Best Value Bid Process

1st Solicitation



BID TABULATION FORM



BID TITLE: COLLECTION SERVICES - VARIOUS CITY FACILITIES

BID NO: 2023-0387

BID DATE: AUGUST 16, 2023

DEPARTMENT: ENVIRONMENTAL SERVICES

				Waste Connections Management Services, Inc. dba El Paso Disposal, LP The Woodlands, TX Bidder 1 of 2			Heist Disposal, Inc. El Paso, TX Bidder 2 of 2		
Item No.	Description	Container Size	Annual Approximate / Estimate Pickup Quantity (A)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)
1	Scheduled Pickup	4 Cubic Yard	8500	\$ 14.39	\$ 122,315.00	\$ 366,945.00	\$ 13.60	\$ 115,600.00	\$ 346,800.00
2	Scheduled Pickup	6 Cubic Yard	9000	\$ 22.11	\$ 198,990.00	\$ 596,970.00	\$ 20.40	\$ 183,600.00	\$ 550,800.00
3	Scheduled Pickup	8 Cubic Yard	500	\$ 28.56	\$ 14,280.00	\$ 42,840.00	\$ 27.20	\$ 13,600.00	\$ 40,800.00
4	Un-Scheduled Pickup	4 Cubic Yard	30	\$ 25.00	\$ 750.00	\$ 2,250.00	\$ 70.00	\$ 2,100.00	\$ 6,300.00
5	Un-Scheduled Pickup	6 Cubic Yard	30	\$ 25.00	\$ 750.00	\$ 2,250.00	\$ 75.00	\$ 2,250.00	\$ 6,750.00
6	Un-Scheduled Pickup	8 Cubic Yard	5	\$ 25.00	\$ 125.00	\$ 375.00	\$ 85.00	\$ 425.00	\$ 1,275.00
7	Un-Scheduled Pickup	22 to 30 Yard Dumpster	50	\$ 350.00	\$ 17,500.00	\$ 52,500.00	\$ -	\$ -	\$ -
							* HEIST DISPOSAL OFFERS 20, 30 AND 40 YARD ROLL-OFFS* 20YD - \$325.00 PER PICK UP 30YD - \$400.00 PER PICK UP 40YD - \$500 PER PICK UP		
Total					\$ 354,710.00	\$ 1,064,130.00		\$ 317,575.00	\$ 952,725.00

Procurement Process

Collections Services – Timeline

2nd Solicitation

Update to the Bid Form to clarify roll-off container size

- Advertised – October 31, 2023
- 2nd Bid Opening – November 29, 2023
- City Council Agenda – January 30, 2024

Best Value Bid Process

2nd Solicitation

				Waste Connections Management Services, Inc. dba El Paso Disposal, LP The Woodlands, TX BIDDER 1 OF 2			Heist Disposal, Inc. El Paso, TX BIDDER 2 OF 2		
Item No.	Description	Container Size	Approximate Estimate Quantity (A)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)	Price (B)	Yearly Total (C = A X B) (C)	3 Year Total (D = C X 3) (D)
1	Scheduled Pickup	4 Cubic Yard	8500	\$ 12.68	\$ 107,780.00	\$ 323,340.00	\$ 13.60	\$ 115,600.00	\$ 346,800.00
2	Scheduled Pickup	6 Cubic Yard	9000	\$ 19.02	\$ 171,180.00	\$ 513,540.00	\$ 20.40	\$ 183,600.00	\$ 550,800.00
3	Scheduled Pickup	8 Cubic Yard	500	\$ 25.36	\$ 12,680.00	\$ 38,040.00	\$ 27.20	\$ 13,600.00	\$ 40,800.00
4	Un-Scheduled Pickup	4 Cubic Yard	30	\$ 25.00	\$ 750.00	\$ 2,250.00	\$ 60.00	\$ 1,800.00	\$ 5,400.00
5	Un-Scheduled Pickup	6 Cubic Yard	30	\$ 25.00	\$ 750.00	\$ 2,250.00	\$ 70.00	\$ 2,100.00	\$ 6,300.00
6	Un-Scheduled Pickup	8 Cubic Yard	5	\$ 25.00	\$ 125.00	\$ 375.00	\$ 80.00	\$ 400.00	\$ 1,200.00
7	Un-Scheduled Pickup	20 yard dumpster	17	\$ 250.00	\$ 4,250.00	\$ 12,750.00	\$ 320.00	\$ 5,440.00	\$ 16,320.00
8	Un-Scheduled Pickup	30 yard dumpster	17	\$ 350.00	\$ 5,950.00	\$ 17,850.00	\$ 390.00	\$ 6,630.00	\$ 19,890.00
9	Un-Scheduled Pickup	40 yard dumpster	17	\$ 400.00	\$ 6,800.00	\$ 20,400.00	\$ 490.00	\$ 8,330.00	\$ 24,990.00
Total					\$ 310,265.00	\$ 930,795.00		\$ 337,500.00	\$ 1,012,500.00

Best Value Evaluation Factors

2nd Solicitation

CITY OF EL PASO BEST VALUE SCORING SHEET

PROJECT: 2024-0193 Collection Services - Various City Facilities

Evaluation of Submittal

Waste Connections Management
Services, Inc. dba El Paso Disposal,
LP

The Woodlands, TX

Heist Disposal, LP

El Paso, TX

MAX POINTS

Factor A - Price

	30	\$ 930,795.00	\$ 1,012,500.00
		30.00	27.58

Factor B - Experience – Comparable Contracts

	30	30.00	29.67
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Factor C - References

	30	30.00	28.00
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Factor D - Employee Medical Benefit and Incentives

	10	8.00	10.00
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TOTAL SCORE

	100	98.00	95.25
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Rank		1	2
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MISSION



Deliver exceptional services to support a high quality of life and place for our community.

VISION



Develop a vibrant regional economy, safe and beautiful neighborhoods and exceptional recreational, cultural and educational opportunities powered by a high performing government.



VALUES

Integrity, **R**espect, **E**xcellence,
Accountability, **P**eople

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MISIÓN



Brindar servicios excepcionales
para respaldar una vida y un
lugar de alta calidad para
nuestra comunidad

VISIÓN



Desarrollar una economía regional
vibrante, vecindarios seguros y
hermosos y oportunidades
recreativas, culturales y educativas
excepcionales impulsadas por un
gobierno de alto desempeño



VALORES

Integridad, Respeto, Excelencia,
Responsabilidad, Personas

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