



San Francisco Office of the City Administrator
City Administrator Carmen Chu

Electrical Supplies Contract (TC77550)

File 24-0674

Office of Contract Administration

Board of Supervisors' Budget and Finance Committee

July 17, 2024

Contract Summary

- **PeopleSoft Contract ID:** 1000032452
- **Covered goods:** Electrical supplies for all city departments to use.
- **Awarded contractor:** Rexel USA, Inc. (“Rexel USA”), selected through an Invitation for Bids (“IFB”, Sourcing Event ID 0000008573) issued by the Office of Contract Administration (OCA) in January 2024.
- **Initial contract not-to-exceed amount and duration:** \$26,200,000, commencing on August 1, 2024 and ending on July 31, 2027, with the option to extend the term for four additional years through July 31, 2031.

Background

- Between 2018 and 2023, City departments encumbered approx. \$34.7 million dollars for the procurement of electric supplies (**an average \$5.8 million dollars per year**).
- The primary users of electrical supplies are the **San Francisco Public Utilities Commission (“PUC”)** and **San Francisco International Airport (“AIR”)**.
- The bulk of these purchase (nearly 70%) is associated with Term Contracts established through OCA, **making OCA’s contracts for electrical supplies essential to maintaining City operations.**

Sourcing Event 0000008573

- OCA issued an **Invitation for Bids on January 12, 2024** under Sourcing Event 0000008573.
- Sourcing Event 0000008573 **consisted of three Aggregates**. Aggregates 1 and 2 were based on all items carried by certain named manufacturers. Aggregate 3 was for 258 individual products which the City uses regularly and frequently.
- Awards were **based on a Bidder meeting the Minimum Qualifications and being the lowest responsive Bidder** based on price.
- **Rexel USA was deemed the lowest responsive Bidder for all three Aggregates.**

Contract Pricing Structure

- **Aggregates 1 and 2:** Award based on the Bidder(s) offering the greatest discount off of the Manufacturer List Price (“MLP”).
 - Rexel’s discounts off of MLP for the manufacturers identified in Aggregate 1 range from 8% to 73%.
 - Rexel’s discounts off of MLP for the manufacturers identified in Aggregate 2 range from 10% to 85%.
- **Aggregate 3:** Award based on specific pricing for 258 individual items. Pricing for these items can be adjusted annually.

Conclusion

- OCA's contracts for electrical supplies essential to maintaining City operations.
- Contract ID 1000032452 with Rexel USA will provide these essential items to City departments for a duration of up to 7 years.
- OCA respectfully requests that the Board approve this contract to allow City departments (and particularly PUC and SFO) to continue procuring electrical supplies, thereby ensuring uninterrupted continuation of their operations.

Reference materials

Table 1: Total Purchase Order Encumbrances by City Department between 2018-2023 for Electrical Supplies

Department	Grand Total	Annual Average
PUC	\$ 18,162,809	\$ 3,027,135
AIR	\$ 8,841,225	\$ 1,473,537
MTA	\$ 1,782,252	\$ 297,042
DPW	\$ 1,778,382	\$ 296,397
DT	\$ 945,810	\$ 157,635
REC	\$ 726,569	\$ 121,095
DPH	\$ 575,565	\$ 95,928
PRT	\$ 561,708	\$ 93,618
LIB	\$ 525,898	\$ 87,650
ADM	\$ 462,459	\$ 77,076
OTHER	\$ 295,110	\$ 49,185
	\$ 34,657,786	\$ 5,776,298

Table 2: Total Purchase Order Encumbrances by City Departments between 2018-2023 for Electrical Supplies Using OCA Term Contracts

Procurement Type	Sum of Total PO Amount	% of Total
OCA Term Contracts	\$ 24,437,295	71%
Department Contract/Stand-Alone POs	\$ 10,220,490	29%
Grand Total	\$ 34,657,786	100%

Table 3: Summary of Sourcing Event 0000008573 Aggregate 1 Manufacturer Group

	Manufacturer	Awarded Contractors	Aggregate Description	Bidders
1	ABB INSTALLATION PRODUCTS, INC	<ol style="list-style-type: none"> 1. Rexel USA, Inc. 2. Alameda Electrical Distributors, Inc. 	<p>Aggregate 1 consists of twelve (12) individual electrical supplies manufacturers which the City uses the most.</p> <p>Aggregate 1 was awarded <u>as a single aggregate</u> to the two (2) lowest responsive Bidders.</p>	<ol style="list-style-type: none"> 1. Rexel USA, Inc. 2. Alameda Electrical Distributors, Inc.
2	OLDCASTLE INFRASTRUCTURE INC			
3	ACUITY BRANDS LIGHTING			
4	FLUKE CORP			
5	SQUARE D			
6	COOPER B-LINE			
7	ENCORE WIRE CORP.			
8	SIEMENS INDUSTRY, INC.			
9	LUTRON ELECTRONICS CO			
10	RAB LIGHTING			
11	HUBBELL WIRING DEVIC - KELLEMS			
12	COOPER LIGHTING			

Table 4: Summary of Sourcing Event 000008573 Aggregate 2 Manufacturer Group

	Manufacturer	Awarded Contractors	Aggregate Description	Bidders
1	HELICORE, LLC	Rexel USA, Inc.	Aggregate 2 consists of seven (7) individual electrical supplies manufacturers which City uses regularly and one (1) "Miscellaneous Manufacturer Group" that consists of various manufacturers which the City uses the least.	<ol style="list-style-type: none"> 1. Rexel USA, Inc. 2. Alameda Electrical Distributors, Inc.
2	COOPER POWER SYSTEMS, LLC	Rexel USA, Inc.		
3	HOLOPHANE - ACUITY BRANDS	Rexel USA, Inc.		
4	3M DKY5714	Rexel USA, Inc.		
5	ANIXTER	Rexel USA, Inc.		
6	MRC GLOBAL	Rexel USA, Inc.		
7	ABB INDUSTRIAL SOLUTIONS	Rexel USA, Inc.		
8	MISCELLANEOUS GROUP (297 Mfrs)	Rexel USA, Inc.	Aggregate 2 was awarded <u>per line item</u> to the lowest responsive Bidder.	

Table 5: Summary of Sourcing Event 0000008573 Aggregate 3 Individual Items

	Items	Awarded Contractors	Aggregate Description	Bidders
1	258 Individual Items	Rexel USA, Inc.	<p>Aggregate 3 consists of 258 individual products which the City uses regularly and frequently.</p> <p>Aggregate 3 was awarded as a <u>single aggregate</u> to the lowest responsive Bidder.</p>	<ol style="list-style-type: none"> 1. Rexel USA, Inc. 2. Alameda Electrical Distributors, Inc.