

## Value in Procurement of Large Scale Services

### CITY OF PHOENIX, ARIZONA

#### Material Recovery Facility (MRF) Services



The City of Phoenix Public Works Department owns two facilities used to produce single stream recyclable material. The City partnered with ASU to re-compete the contract for facility operation services with the intent of improving performance and increasing revenues.

The City found the Best Value interview process to be highly successful in identifying the expertise of bidders. Each team brought operations personnel for individual interviews and answered questions regarding their planned operation approach and risk minimization strategies.

The Value Added portion of the RFP process allowed the bidders to propose additional scope and services that would benefit the City. Due to this process, the awarded vendor was able to offer capital improvements valued at \$2.3 million to upgrade certain processing equipment.

**Cost Impact:** increased to \$80M net revenues

**Value Added Impact:** \$2.3M capital improvements

**Type:** Services

**Vendor:** ReCommunity

**Location:** Phoenix, Arizona

**Contract:** \$48,707,806

**Start Date:** December 2012

**Duration:** 10 years

**REFERENCE:** Chuck Hamstra, City of Phoenix | [chuck.hamstra@phoenix.gov](mailto:chuck.hamstra@phoenix.gov)