



Elevator Installation, Maintenance, Repair, and Related Services

Executive Summary

Lead Agency: City of Long Beach, CA

RFP#: CE-25-603

RFP Posting Date: April 22nd, 2025

Preproposal Date: May 6th, 2025

Response Due Date: June 5th, 2025

Number of Responses: 4

Awarded to: Specialized Elevator Corp.

Procurement Agent: Tommy Ryan

Project Description:

The City of Long Beach, acting as lead agency for Axia Cooperative, issued RFP # CE-25-603 on April 22nd, 2025, to seek proposals from qualified firms and establish a comprehensive national cooperative contract for Elevator Installation, Maintenance, Repair, and Related Services.

The solicitation included cooperative purchasing language in the Summary and Opportunity sections:

Summary

The resulting contract(s) ("Master Agreement(s)") is/are made available to other public agencies nationally for "piggybacking" through the Axia Cooperative purchasing program and authorized by various joint powers authority statutes, rules and regulations within each state and local jurisdiction.

1.3 Axia Cooperative

Axia Coop LLC ("Axia Cooperative" or "Axia") is a national public sector cooperative purchasing organization. Axia works with respected leaders from the public procurement community to offer a growing portfolio of master agreements that leverage national volume to deliver savings, efficiency, and innovation for non-federal public sector agencies. Each agreement is publicly solicited by a lead agency utilizing the strictest of procurement standards. The resulting awards address the dynamic needs of today's evolving market while providing both value and cutting-edge solutions. For more information about the contracting process, please visit axiacoop.org/contracting-process.

The City of Long Beach has entered into an agreement with Axia Cooperative to facilitate the Request For Proposals (RFP) and act as the primary contracting authority for the term of the resulting contract(s). Resulting contract(s) is/are made available to other public agencies nationally for "piggybacking" through the Axia Cooperative purchasing program and authorized by various joint powers authority statutes, rules and regulations within each state and local jurisdiction.

Notice of the solicitation was publicly posted on the City of Long Beach's website and emailed to all registered vendors who have indicated that email is their preferred delivery method. The solicitation was also advertised in the following:

- Axia Cooperative website & social media
- USA Today, nationwide
- Arizona Business Gazette, AZ
- Albany Times Union
- New Jersey Herald
- Desert Sun, Palm Springs, CA
- Daily Journal of Commerce, OR
- Deseret News, UT
- Seattle Daily Journal of Commerce, WA

Proposals were received from the following:

- Fujitec America, Inc.
- Nouveau Enterprises, Inc.
- Specialized Elevator Corp.
- Amtech Elevator Services (Subsidiary of Otis Elevator Company)

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter negotiations with **Specialized Elevator Corp.** and proceed to contract award upon successful completion of negotiations.

The City of Long Beach, Axia Cooperative and **Specialized Elevator Corp.** successfully negotiated a contract, which was executed with a contract effective date of October 1st, 2025.

Term:

The term of the Contract shall commence upon award and shall remain in effect for a period of two (2) years, unless terminated, canceled, or extended as otherwise provided. The City of Long Beach shall have the right, at its sole option, to renew the Contract for three (3) additional one-year periods or portions thereof.

Specialized Elevator Corp. pricing is located at <https://www.axiacoop.org/contracts/>

Axia Cooperative Landing Pages: <https://www.axiacoop.org>