



March 31, 2020

To: Mayor Jerry L. Demings
and the Board of County Commissioners

From: *Carrie* Carrie Mathes, CFCM, CPPO, C.P.M., Manager, Procurement
Division

Contact: Sara Flynn-Kramer, Manager, Capital Projects Division
(407) 836-0048

Subject: Award of Invitation for Bids Y20-713-RC, Orange County
Corrections 5th and 6th Floor Door Control Upgrade

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-713-RC, Orange County Corrections 5th and 6th Floor Door Control Upgrade, to the low responsive and responsible bidder, Southern Automated Systems, Inc. in the total contract award amount of \$194,000.

PROCUREMENT:

The project includes construction services to upgrade existing door control panels in Building E 5th and 6th floor, to touch screen control systems. The project is located in District 6.

FUNDING:

Funding is available in account number 1023-043-1760-6210.

APPROVALS:

The Capital Projects and Business Development Divisions concur with this recommendation.

REMARKS:

Two bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bid submitted from Southern Automated Systems, Inc. is considered reasonable based on comparison to the engineer's estimate. References provided were satisfactory for this type of work and Southern Automated Systems, Inc. has been determined to be responsible. Therefore, award is recommended to Southern Automated Systems, Inc.

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Award of Invitation for Bids Y20-713-RC, Orange County Corrections 5th and 6th Floor Door Control Upgrade

Bid tabulation is as follows:

Bidder	Total Bid Amount
Southern Automated Systems, Inc.	\$194,000
Café Construction & Development, Inc.	\$235,000



BUSINESS DEVELOPMENT DIVISION

April 8, 2020

TO: Rochelle Chambers, Senior Contract Administrator
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator
Business Development Division *DW*

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y20-713-RC / Orange County Corrections 5th and 6th Floor Door Control Upgrade**

The Business Development Division evaluated the two bids submitted for this project. One of the bidders was an Orange County certified Minority/Women Business Enterprise. The scope of services for this project had Minority/Women Business Enterprise availability. At the time of bid opening, at least 19 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bidder, Southern Automated Systems, Inc., did not achieve good faith effort documentation and reported 0% M/WBE participation in their bid.

The second low bid, submitted by Orange County Minority/Women Business Enterprise firm Café Construction & Development, Inc. is bidding as a prime. Therefore, Café Construction & Development, Inc. is required to self-perform no less than 51% of the contract per Sec. 17-321 in the M/WBE Ordinance. In the event this requirement is not achieved, other M/WBE's will have to be included to achieve the 25% M/WBE goal. Café Construction & Development, Inc. reported self-performing 53.05%. They reported 0% other M/WBE participation in their bid and met the M/WBE participation goal. The bid was not within the M/WBE sliding scale range to be awarded this contract over the low bidder.

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. If the low bidder is not chosen, please let us know so that we may obtain Letters of Intent to confirm the participation.

Attached is a spreadsheet reconciling the bidders' compliance with the Invitation for Bid's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

c: Sheena Ferguson, Manager, Business Development Division

BID COMPARISON**Y20-713-RC / Orange County Corrections 5th and 6th Floor Door Control Upgrade**

Rank	Bidder	Bid Amount	Prime MWBE \$'s in the Bid	Sub-contractor M/WBE \$'s in Bid	% Prime MWBE self- performing (Goal 51%)	% Sub- contractor M/WBE (Goal 25%)	Total MWBE %	GFE	\$ Over Low Bid	% Difference From Low Bid (7%)	EEO % M / W
Low Bid	Southern Automated Systems, Inc.	\$194,000	\$0	\$0	0.00%	0%	0.00%	no			0/28
2nd Low	Café Construction & Development, Inc. [mbe-hm]	\$235,000	\$124,675	\$0	53.05%	0%	53.05%	na	\$41,000	21.13%	50/0