



Interoffice Memorandum

July 20, 2020

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

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

CONTACT: John Westmoreland, Acting Division Chief, Fire Rescue Department
407-836-7473

SUBJECT: Award of Invitation for Bids, Y20-1047-KB, Fire Rescue Apparel

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1047-KB, Fire Rescue Apparel, to the low responsive and responsible bidder, Galls, LLC, for an estimated contract award amount of \$2,770,807.10 for a two-year term. Further request authorization for the Procurement Division to renew the contract for three additional one-year terms.

PROCUREMENT:

This contract will provide work uniforms including shirts, pants, t-shirts, shoes, logos, and embroidery for Fire Rescue personnel.

FUNDING

Funding is available in account number 1009-034-0687-4175.

APPROVALS:

The Fire Rescue Department and Business Development Division concur with this recommendation.

REMARKS:

Three bids were received in response to the Invitation to Bids and were evaluated for price, responsiveness, and responsibility. Price reasonableness has been established based on a price analysis of current contracted rates and the County's estimated cost based on these prices. The bids submitted by Galls, LLC and North American Fire Equipment Co. contained a price calculation error and was corrected. Galls, LLC has the necessary qualifications, resources, and references that will support the acceptance of this award. Therefore, award is recommended to Galls, LLC.

Award of Invitation for Bids, Y20-1047-KB, Fire Rescue Apparel

<u>Bid tabulation follows:</u>	<u>Annual Total</u>	<u>Extended 2 Year Total</u>
Galls, LLC	\$1,385,403.55	\$2,770,807.10
North American Fire Equipment Co.	\$1,389,361.47	\$2,778,722.94
Designlab Inc.	\$1,426,515.13	\$2,853,030.26



BUSINESS DEVELOPMENT DIVISION

July 16, 2020

TO: Kathy Bozeman, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y20-1047-KB, Fire Rescue Apparel

The Business Development Division evaluated the **three bids** submitted for this project. **None of the bidders** are Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening, there was no M/WBE availability. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division