



April 10, 2023

To: Mayor Jerry L. Demings  
-AND-  
County Commissioners

From: Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II,  
Procurement Division

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

Subject: Award of Invitation for Bids Y23-749-CC, Corrections  
Uninterrupted Power Supply Systems Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-749-CC, Corrections Uninterrupted Power Supply Systems Replacement, to the low responsive and responsible bidder, Echo ED Corp., in the total contract award amount of \$782,000.

In the event the bidder recommended above fails to achieve timely compliance with pre-award deliverables, as defined in the Invitation for Bids, including, but not limited to, M/WBE participation sub-contract agreements, State Division of Corporations registration, E-verify, insurance and bonds, further request authorization for the Procurement Division to award to the next low responsive and responsible bidder as listed in the bid tabulation herein, to the extent practicable and advantageous to the County.

PROCUREMENT:

Work under this contract includes the replacement of the outdated Uninterrupted Power Supply System at Orange County Corrections' Cassady, Sector IV, and Video Visitation buildings. The project is located in District 6.

FUNDING:

Funding is available in account number 1023-043-2073-3810.

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 from Echo

Award Invitation for Bids Y23-749-CC, Corrections Uninterrupted Power Supply  
(UPS) Systems Replacement  
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ED Corp. is considered reasonable based on estimate and current market factors. References provided were satisfactory for this type of work and Echo ED Corp. has been determined to be responsible. Therefore, award is recommended to Echo ED Corp.

The bid tabulation is as follows:

<b>Bidder</b>	<b>Total Bid Amount</b>
Echo ED Corp.	\$782,000
Café Construction & Development, Inc.	\$998,040



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

April 10, 2023

TO: Corie Cummings, Contracting Agent  
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: Y23-749-CC / Corrections Uninterrupted Power Supply (UPS) Systems Replacement**

The Business Development Division evaluated the two bids submitted for this project. The Business Development Division completed a M/WBE Availability Analysis. The scope of services for this project had limited M/WBE availability. As a result, the M/WBE goal was reduced from 25% to 1%. At the time of bid opening; at least 30 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Orange County MBE firm Echo ED Corp, is bidding as a Prime contractor. Therefore, Echo ED Corp, is required to self-perform no less than 51 % of the contract per Sec. 17-321 per the M/WBE Ordinance. In the event this requirement is not achieved, other M/WBE's will have to be included to achieve the 1% M/WBE goal. Echo ED Corp reported self-performing 100% with 0% subcontractor's participation. They met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-HM	Echo ED Corp	\$782,000
<b>Total MWBE Participation</b>		<b>\$782,000 (100%)</b>

*Sheena Ferguson*

**Interoffice Memorandum**

The second low bid, submitted by Orange County MBE firm Café Construction & Development, Inc., is bidding as a Prime contractor. Therefore, Café Construction & Development, Inc. is required to self-perform no less than 51 % of the contract per Sec. 17-321 per the M/WBE Ordinance. In the event this requirement is not achieved, other M/WBE's will have to be included to achieve the 1% M/WBE goal. Café Construction & Development, Inc. reported self-performing 77.41% with 21.67% subcontractor's participation. They met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-HM	Café Construction & Development, Inc.	\$216,284.33
MBE-HM	M & M Electric of Central Florida	\$772,615.67
<b>Total MWBE Participation</b>		<b>\$988,900 (99.08%)</b>

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. 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.

Also, I confirm my recommendation is free of conflicts of interest

cc: Sheena Ferguson, Manager, Business Development Division

BID COMPARISON									
Y23-749-CC / Corrections Uninterrupted Power Supply (UPS) Systems Replacement									
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 1%)	Total MWBE %	GFE	EEO % M / W
Low Bid	Echo ED Corp	\$782,000.00	\$782,000.00	\$0.00	100.00%	0.00%	100.00%	N/A	88 / 0 %
2nd Low	Café Construction & Development, Inc.	\$998,040.00	\$216,284.33	\$772,615.67	21.67%	77.41%	99.08%	N/A	100 / 0 %