



Interoffice Memorandum

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: Iulia Siemen, P.E., Manager II, Water Division
407-254-9844

Subject: Award of Invitation for Bids Y23-187-MV, Hydrofluosilicic Acid

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-187-MV, Hydrofluosilicic Acid, to the sole responsive and responsible bidder, Univar Solutions USA, Inc., in the estimated contract award amount of \$247,875 for a one-year term contract. Further request authorization for the Procurement Division to renew the contract for four additional one-year terms.

PROCUREMENT:

This contract will procure hydrofluosilicic acid (fluoride) which is added to drinking water as a public health benefit to assist in the prevention of tooth decay.

FUNDING:

Funds are available in account number 4420-038-1324-4150.

APPROVALS:

The Water Division and Business Development Division concur with this recommendation.

DISCUSSION:

One bid was received in response to this Invitation for Bids and was evaluated for responsiveness, responsibility, and price reasonableness. Univar Solutions USA, Inc. has confirmed their bid price, and it is considered reasonable, when compared with Hillsborough County and Orlando Utilities Commission contracts. Univar Solutions USA, Inc. has a satisfactory record of performance with resources, equipment, and work force to meet the requirements of this contract.

Hydrofluosilicic acid has primarily one benefit to its use within the potable water supply. The product is a dental health additive that over the past few decades, was formally requested by the Florida Department of Health Department dentists. The Board approved the addition of this product into our water supply following the recommendation of the Florida Department of Health guidelines for handling and dosages.

The vendors, who over a decade ago were experiencing growth in the use of this product, were bidding to supply the volume required. The rules of application have changed in volume, reducing the growth factor of the product for use in potable water supplies. The storage tanks at our facilities that had much larger capacity in the past

have been reduced to a capacity that makes the product more expensive to deliver. Several companies have reduced or eliminated their storage of the product.

To ensure an open and competitive bid process, the Invitation for Bids was posted on the County's e-procurement portal. A query from staff to potential bidders that declined to compete on this project resulted in the following findings:

- Harcros Chemicals, Inc. – due to market supply conditions at the time, they were unable to bid.
- Allied Universal – don't sell or handle that product.

Therefore, recommendation is made for award to Univar Solutions USA, Inc. The bid tabulation is as follows:

Bid Received

Univar Solutions USA, Inc

Estimated Annual Bid

\$245,875



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

April 10, 2023

TO: Melisa Vergara, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y23-187-MV, Hydrofluosilicic Acid

The Business Development Division evaluated the **one bid** submitted for this project. **The bidder is not** an Orange County Certified Minority/Women Business Enterprise (M/WBE) firm. 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.

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

c: Sheena Ferguson, Manager, Business Development Division

VaSantha Raysor, BDD Administrator

4/10/2023