



Interoffice Memorandum

January 22, 2021

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

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

CONTACT: Troy Layton, Manager, Field Services Division, Utilities Department
(407) 254-9794

SUBJECT: Award of Invitation for Bids Y21-112-WA, Sewer Pipe and Fittings

ACTION REQUESTED:

Approval to award Invitation for Bids Y21-112-WA, Sewer Pipe and Fittings, to the responsive and responsible M/WBE bidder, The Pipe Nipple & Supply Company, Inc., in the estimated contract amount of \$3,426,661.32 for a three-year term. Further, request authorization for the Procurement Division to renew the contract for two additional one-year terms.

PROCUREMENT:

This contract will provide sewer pipes and fittings to be ordered on an as-needed basis for various projects throughout the County.

FUNDING:

Funds are available in account number 4420-038-1536-3843.

APPROVALS:

The Utilities Department and Business Development Division concur with this recommendation.

REMARKS:

Two bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Although Ferguson Enterprises LLC submitted the low responsive, responsible bid, award is recommended to The Pipe Nipple & Supply Company, Inc. This recommendation is in accordance with Orange County's M/WBE Ordinance, Section 17-324. The M/WBE provision for this solicitation allows award to an M/WBE certified firm if the bidder is within 4% of the low bidder. The price for these services is considered fair and reasonable and consistent with the previous cost for this service. The Pipe Nipple & Supply Company, Inc. has the necessary manpower and equipment to perform this contract. Therefore, award is recommended to The Pipe Nipple & Supply Company, Inc.

Bid tabulation is as follows:

BIDDERS	1-YEAR TOTAL AMOUNT	3-YEAR TOTAL AMOUNT
The Pipe Nipple & Supply Company, Inc.	\$1,142,220.44	\$3,426,661.32
Ferguson Enterprises LLC	\$1,113,883.50	\$3,341,650.50



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

February 10, 2021

TO: William Arce, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y21-112-WA, Sewer Pipes and Fittings

The Business Development Division evaluated the **two bids** submitted for this project and found that this contract may be awarded to **The Pipe Nipple & Supply Company, Inc.** a Certified Minority/Women Business Enterprise firm. At the time of bid opening at least three firms were certified at the prime level in the scope of service. The Orange County Certified Minority Business Enterprise firm did not exceed the low bid by more than 4% on contract awards from \$2,000,000.01 to \$5,000,000. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can be applied.

c: Sheena Ferguson, Manager, Business Development Division

BID COMPARISON

Y21-112-WA, Sewer Pipes and Fittings

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Ferguson Enterprises LLC	\$3,341,650.50				
2nd Low	The Pipe Nipple & Supply Company, Inc. (WF)	\$3,426,661.32	\$85,011	2.54%		