



April 11, 2019

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

From: *Cm* Carrie Mathes, Manager, Procurement Division

Contact: Marc Cannata, Manager, Orange County Convention Center Capital
Planning Division
(407) 685-5953

Subject: Award of Invitation for Bids Y19-726-JS, Orange County Convention Center
North/South Building Automation System (BAS) Upgrade

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-726-JS, Orange County Convention Center North/South Building Automation System (BAS) Upgrade, to the low responsive and responsible bidder, Johnson Controls, Inc., in the total contract award amount of \$2,400,000.

PROCUREMENT:

The project consists of the upgrade of the existing BAS at the Orange County Convention Center North/South complex and includes all controllers, cabling, raceways, and programming. This project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0965-15-6210.

APPROVALS:

The Convention Center Capital Planning Division and Business Development Division concur with this recommendation.

REMARKS:

Three bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Johnson Controls, Inc. has a satisfactory record of performance and is considered responsible. Therefore, award is recommended to Johnson Controls, Inc.

Honeywell, Inc. was determined to be non-responsive based on submission of additional terms and conditions and inclusion of an additive that was not a part of the original solicitation.

Award of Invitation for Bids Y19-726-JS, Orange County Convention Center North/South
Building Automation System (BAS) Upgrade
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A protest was filed by Honeywell, Inc., a protest review was conducted by the Procurement Manager, and the protest was denied. No appeal was received as a result of the decision.

Bid tabulation as follows:

BIDDERS:

Johnson Controls, Inc.
MC2 Incorporation
Honeywell, Inc.

BID AMOUNT:

\$2,400,000
\$3,065,400
Non-Responsive



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

February 26, 2019

TO: Jacqueta Scott, Senior Contract Administrator
Procurement Division

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

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y19-726-JS / Orange County Convention Center North/South Building
Automation System (BAS) Upgrade**

The Business Development Division evaluated the 2 bids submitted for this project and found that the apparent low bidder Johnson Controls, Inc. did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

The second low bid submitted by MC2 Incorporated did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

None of the bids were within the MWBE 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 IFB'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

Sheena Ferguson

BID COMPARISON**Y19-726-JS / Orange County Convention Center North/South Building Automation System (BAS) Upgrade**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO % M / W
Low Bid	Johnson Controls, Inc.	\$2,400,000	\$0	0.00%	no					0/0
2nd Low	MC2 Incorporated	\$3,065,400	\$0	0.00%	no	\$665,400	27.73%			29/17