



Interoffice Memorandum

July 2, 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, Utilities Field Services Division
407-254-9794

SUBJECT: Award of Invitation for Bids Y21-170-MV, ABS and Flygt Pumps, Parts and Repairs

ACTION REQUESTED:

Approval to award Invitation to Bids Y21-170-MV, ABS and Flygt Pumps, Parts and Repairs, Lot B, to the sole responsive and responsible bidder by Lot, Hydra Service (S), Inc. in the estimated contract award amount of \$1,383,570 for a three-year term.

Further request authorization for the Procurement Division to renew the contract for two additional one-year terms.

PROCUREMENT:

ABS and Flygt submersible pumps are used in County wastewater pumping stations. This contract provides timely access to ABS pumps parts and repairs.

FUNDING:

Funds are available in account number 4420-038-1347-3820.

APPROVALS:

The Utilities Field Services and Business Development Divisions concur with this recommendation.

REMARKS:

Two bids were received in response to Invitation for Bids Y21-170-MV and were evaluated for responsiveness, responsibility, and price reasonableness. Hydra Service (S) Inc.'s bid is considered reasonable and realistic for the services to be performed. The proposed bid is lower than the original estimate.

Award of Invitation for Bids Y21-170-MV, ABS and Flygt Pumps, Parts and Repairs

The bid received by Xylem Water Solutions, Inc. was deemed non-responsive for Lot A as a result of qualifying their bid with additional terms and conditions. Lot A will be resolicited and awarded at a later date.

ABS and Flygt pumps comprise approximately 20% and 80% respectively of the pumps currently in use in County wastewater pumping stations. The standardization of ABS and Flygt submersible pumps was approved by the Procurement Division on November 23, 2010. Hydra Service (S), Inc. is the sole distributor for Sulzer, formerly ABS, submersible pumps equipment in the state of Florida.

To ensure an open and competitive procurement process, the Invitation for Bids (IFB) was posted on the Orange County website. A query from staff to the only other known sources that declined to participate in this IFB resulted in the following findings:

1. McKenna Brytan Industries, LLC. was unable to submit an IFB due to the lack of vendor relationship in place to provide the services and parts required.
2. Reliable Engineering and Equipment do not carry the equipment, parts or service.
3. Malla Group does not provide the services required.
4. Headhunter, Inc. is not a distributor for the manufacturers.
5. Panorama Consulting, Inc. is no longer providing parts and service.

Award is recommended to Hydra Service (S), Inc. for Lot B.

The bid tabulation is provided below.

LOT A – Flygt Pumps, Parts and Repairs

<u>Bidder:</u>	<u>Estimated Annual Bid</u>	<u>Three Year Bid</u>
Hydra Service (S), Inc.	No Bid	No Bid
Xylem Water Solutions USA, Inc.	Non-Responsive	Non-Responsive

LOT B – ABS Pumps, Parts and Repairs

<u>Bidder:</u>	<u>Estimated Annual Bid</u>	<u>Three Year Bid</u>
Hydra Service (S), Inc.	\$461,190	\$1,383,570
Xylem Water Solutions USA, Inc.	No Bid	No Bid



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

June 18, 2021

TO: Melisa Vergara, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y21-170-MV, ABS and FLYGT Pumps, Parts and Repairs

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) 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

Sheena Ferguson