



Interoffice Memorandum

May 24, 2022

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

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

CONTACT: Humberto Castillero, P.E, PTOE, Manager, Traffic Engineering  
Division  
(407) 836-7803

SUBJECT: Award of Invitation for Bids Y22-176-MM, Galvanized Steel Sign  
Posts and Related Items

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-176-MM, Galvanized Steel Sign Posts and Related Items, to the low responsive and responsible bidder, Xcessories Squared Development & Manufacturing, Inc., in the estimated contract award amount of \$320,575 for a one-year term. Further request authorization for the Procurement Division to renew the contract for four additional one-year terms.

PROCUREMENT:

The purpose of this procurement is to establish a contract to procure sign posts and related items on an as-needed basis to meet operational needs.

FUNDING:

Funding is available in account number 1002-072-2712-4160.

APPROVALS:

The Traffic Engineering 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 price, responsiveness, and responsibility. Vulcan, Inc. was deemed non-responsible, as they did not submit the required references. USA Protek was deemed non-responsive because they failed to submit the required bid packet documents. Based upon past performance and experience with Xcessories Squared Development and Manufacturing, Inc., the Traffic Engineering Division can

confirm that the vendor has provided prompt service and has addressed any concerns regarding their products. Furthermore, the reference checks confirm they are responsible. Therefore, award is recommended to Xcessories Squared Development & Manufacturing, Inc.

Bid tabulation is as follows:

<u>Bidder</u>	<u>Estimated Total Bid Amount</u>
Xcessories Squared Development & Manufacturing, Inc.	\$320,575
Vulcan, Inc., DBA Vulcan Sign	Non-Responsible
Protek, USA	Non-Responsive



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

April 25, 2022

**TO:** Megan Miller, Contracting Agent  
Procurement Division

**FROM:** Kesi Warren, Senior Contract Administrator  
Business Development Division

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** **IFB #Y22-176-MM, Galvanized Steel Sign Posts and Related Items**

The Business Development Division evaluated the **two bids** submitted for this project. **None of the bidders** are 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