



Interoffice Memorandum

August 23, 2023

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

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

Contact: Eduardo Avellaneda, M.S., P.E., Manager II, Roads and Drainage Division
407-836-7875

Subject: Award of Invitation for Bids Y23-1039-CR, Stormwater Pipe Video Inspection,
Cleaning, Sealing and Related Services

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-1039-CR, Stormwater Pipe Video Inspection, Cleaning, Sealing and Related Services, to the low responsive and responsible bidder, Flotech Environmental, LLC, in the estimated contract award amount of \$2,360,972 for the base year. Further request authorization for the Procurement Division to exercise contract option years one and two.

In the event the bidder recommended above fails to achieve timely compliance with pre-award deliverables, as defined in the Invitation for Bids, including, but not limited to, M/WBE participation sub-contract agreements, State Division of Corporations registration, E-verify, insurance and bonds, further request authorization for the Procurement Division to award to the next low responsive and responsible bidder as listed in the bid tabulation herein, to the extent practicable and advantageous to the County.

PROCUREMENT:

Work under this contract will consist of providing all labor, materials, equipment, and incidentals necessary to inspect, clean, and seal existing stormwater lines, manholes, catch basins, etc. and detect and fill voids. This is intended to alleviate flooding and ensure positive water flow during rain events. Work shall be issued on an as needed basis throughout Orange County.

FUNDING:

Funding is available in account number 1002-072-2906-3816.

APPROVALS:

The Roads and Drainage and Business Development Divisions concur with this recommendation.

REMARKS:

Four bids were received in response to this Invitation for Bids and were evaluated for responsiveness and responsibility. National Water Main Cleaning Company was deemed non-responsive by the Procurement Division, based on the analysis provided by the Business Development Division, which identified that the M/WBE participation goal was not achieved, and sufficient good faith effort documentation was not provided. USA Services of Florida, LLC was deemed non-responsible based on the technical evaluation, due to not providing sufficient references to meet similar project requirements. Flotech Environmental, LLC has a satisfactory record of performance for this type of work and has been determined to be responsible. Therefore, award is recommended to Flotech Environmental, LLC.

The bid tabulation is as follows:

Flotech Environmental, LLC	Base Year: \$2,360,972 Option Year 1: \$2,360,872 Option Year 2: <u>\$2,360,872</u> Total Bid: \$7,082,716
EnviroWaste Services Group	Base Year: \$2,485,802 Option Year 1: \$2,485,702 Option Year 2: <u>\$2,610,012</u> Total Bid: \$7,581,516
National Water Main Cleaning Company	Non-Responsive
USA Services of Florida, LLC	Non-Responsible



BUSINESS DEVELOPMENT DIVISION

August 11, 2023

TO: Cassandra Reyes, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: Y23-1039-CR, Stormwater Pipe Video Inspection,
Cleaning, Sealing and Related Services**

The Business Development Division evaluated the **three bids** submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had limited M/WBE availability. As a result, the M/WBE goal is 10%. At the time of bid opening, at least 13 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Flotech Environmental, LLC reported .25% in M/WBE participation and did not meet the Orange County M/WBE participation goal of 10% **per the Ordinance**. However, GFE documentation was achieved. Please note the following certified M/WBE participation:

WBE- WMNO	Flash-Rite, Inc.	\$6,000
MBE-HM	La Costa Sod LLC	\$12,000
Total MWBE Participation		\$18,000

Sheena Ferguson

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The apparent second low bid, submitted by Envirowaste Services Group reported M/WBE participation, but the Contract and Sub-contract Goal Participation Schedule form was incorrect.

Business Development issued a submittal of clarification email request on July 19, 2023; for the apparent second low bidder to submit:

- The total dollar amount of the bid was incorrect on the Contract and Sub-contract Goal Participation Schedule.

On July 20, 2023, the apparent second low bidder responded and submitted:

- A corrected Contract and Sub-contract Goal Participation Schedule including the total dollar amount of the bid.

The apparent second low bid, submitted by Envirowaste Services Group reported 10.31% in M/WBE participation and met the Orange County M/WBE participation goal of 10% **per Ordinance**. The bidder indicated in their bid that they have historically performed various scopes of services listed in the bid form on pages 11-29. Per the Ordinance, Sec. 17-321, the prime contractor is not required to subcontract out work that it has historically and consistently performed with its own workforce. Good Faith Effort (GFE) documentation was achieved.

Please note the following certified M/WBE participation:

MBE-HM	Ambient Technologies, Inc. dba GeoView, Inc. & ATI Companies, LLC	\$255,000
MBE-HM	Montalvo Mejia Construction	\$528,800
Total MWBE Participation		\$781,800

The apparent third low bid, submitted by National Water Main Cleaning Company reported 1.34% in M/WBE participation and did not meet the Orange County M/WBE participation goal of 10% **per Ordinance**.

Business Development issued a submittal of clarification email request on July 21, 2023; for the apparent third low bidder to submit:

- Good Faith Effort Action 2,4 & 5 documentation that was not attached as well as #1 missing information.

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As of July 25, 2023, the apparent third low bidder has not responded. The bidder did not meet the Orange County M/WBE participation goal of 10% **per Ordinance**. Good Faith Effort (GFE) documentation was not achieved **per the Ordinance when the M/WBE goal is not achieved**.

Please note the following certified M/WBE participation:

MBE-HM	La Costa Sod	\$22,976
MBE-HM	Ambient Technologies, Inc. dba GeoView, Inc. & ATI Companies, LLC	\$85,000
Total MWBE Participation		\$107,976

Our evaluation of these bids was based on the participation listed on the Contract and Sub-Contract Goal Participation Schedules. Attached is a spreadsheet reconciling the bidders' compliance with the Invitation for Bid's M/WBE requirements, including the percentage breakdown for the bidder and a comparison of the relative bid versus participation percentages.

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

c: contract file

BID COMPARISON**IFB-Y23-1039-CR, Stormwater Pipe Video Inspection, Cleaning, Sealing and Related Services**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 10%)	GFE	\$ Over Low Bid	Difference From Low Bid	\$ Over 2nd Low Bid	Difference From 2nd Low Bid	EEO M / W
Low Bid	Flotech Environmental, LLC	\$7,082,716	\$18,000	0.25%	Yes					96%/7%
2nd Low	Environmental Services Group	\$7,581,516	\$781,800	10.31%	N/A	\$498,800	7.04%			72%/17%
3rd Low	National Water Main Cleaning Company	\$8,048,687.80	\$107,976	1.34%	No	\$965,972	13.64%	\$467,172	6.16%	71%/8%