



Interoffice Memorandum

June 21, 2021

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

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

CONTACT: Bryan Lucas, Manager, Fleet Management Division
407-836-8202

SUBJECT: Award of Invitation for Bids Y21-168-MV, Heavy Equipment Parts and Labor

ACTION REQUESTED:

Approval to award Invitation for Bids Y21-168-MV, Heavy Equipment Parts and Labor, to the low responsive and responsible bidders by Lot, Bobcat of Orlando, LLC in the estimated contract award amount of \$1,111,950 for Lot 1, Cummins, Inc. in the estimated contract award amount of \$2,773,140 for Lot 2, Xylem Dewatering Solutions, Inc in the estimated contract award amount of \$1,741,575 for Lot 3, and Trail Saw & Mower Service, Inc. in the estimated contract award amount of \$1,414,125 for Lot 7 for three-year terms.

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

PROCUREMENT:

These contracts will provide heavy equipment parts which are used by the Fleet Management Division to perform repairs on county-owned heavy equipment. Labor associated with repairs performed by the local dealer may be performed either at the dealer's business location or in the field as required. The Solid Waste Division also uses the contract.

FUNDING:

Funds are available in account numbers 5530-043-2035-4164 and 4410-038-1025-3820.

APPROVALS:

The Fleet Management and Business Development Divisions concur with this recommendation.

Award of Invitation for Bids Y21-168-MV, Heavy Equipment Parts and Labor

REMARKS:

Four bids were received in response to Invitation for Bids Y21-168-MV and were evaluated for responsiveness, responsibility, and the percentage discount from the manufacturer's published list price for the parts. The total award per lot is based on annual usage and estimated projections. The percentage discounts range from 0% to 10%. The bid response form submitted by Bobcat of Orlando, LLC was corrected due to math errors.

Award is recommended to all bidders because they represent different manufacturers. The primary benefit of these contracts is timely access to heavy equipment parts, facilitating reduced downtime for heavy equipment. Labor hours are included in the solicitation to allow for expedited repairs that are not performed by the County.

The bid tabulation is provided below.

<u>Bidder:</u>	<u>Estimated Annual Bid</u>	<u>Three Year Bid</u>
Bobcat of Orlando, LLC	\$370,650	\$1,111,950
Cummins, Inc.	\$924,380	\$2,773,140
Trail Saw & Mower Service, Inc.	\$471,375	\$1,414,125
Xylem Dewatering Solutions, Inc.	\$580,525	\$1,741,575

The percentage discount tabulation is provided below.

Lot Number	Manufacturer	Discount from Published List Price	Vendor
1	Bobcat	0%	Bobcat of Orlando, LLC
2	Cummins	4%	Cummins, Inc.
3	Godwin Pumps	10%	Xylem Dewatering Solutions, Inc.
4	John Deere Agricultural	No Bid	
5	Kawasaki Mule	No Bid	
6	Komatsu	No Bid	
7	Kubota	10%	Trail Saw & Mower Service, Inc.
8	Massey Ferguson	No Bid	



BUSINESS DEVELOPMENT DIVISION

June 3, 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 #Y21-168-MV, Heavy Equipment Parts and Labor

The Business Development Division evaluated the **four bids** submitted for this project. **None of the bidders** were an Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid openings there were at least one firm certified at the prime level for the scope of service. 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