



Interoffice Memorandum

December 29, 2020

To: Mayor Jerry L. Demings
-AND
County Commissioners

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

Contact: Richard Steiger, FMA, Manager, Facilities Management Division
407-836-7473

Subject: Approval of Purchase Order M103194, Parks Warehouse Roofing
System Sealant

ACTION REQUESTED:

Approval of Purchase Order M103194, Parks Warehouse Roofing System Sealant, with Everseal, LLC, in the total amount of \$136,084.

PROCUREMENT:

This purchase order provides for the supply and installation of a new roof system at the Parks Warehouse, located at 1651 North Orange Blossom Trail. The system will create a durable, glossy, seamless roof barrier able to withstand ponding water, harsh ultraviolet rays and extreme weather conditions and provides a 50-year leak-proof warranty. The project is located in District 5.

FUNDING:

Funding is available in account number 1023-043-2052-3810.

APPROVALS:

The Facilities Management Division concurs with this recommendation.

REMARKS:

To ensure an open and competitive process, a Notice of Intent to Sole Source was posted on the Orange County website for a period of ten business days. Several timely responses were received, however staff analysis confirmed that the product offering either did not conform to the specification requirements to be considered as an acceptable alternate, or the requested information was not provided to facilitate a comprehensive analysis of the product offering.

Everseal, LLC uses non-sacrificial (silicone) materials that are registered with the Energy Star roof products program and specializes exclusively in flat roof sealing. Their process permanently seals the roof with a seamless, weather-proof barrier with a 50-year labor and materials warranty.

Price reasonableness was determined based on the comparison of companies that provide the same services in other states and the data showed that the pricing was comparable or lower than the square foot average. This roofing system sealant will eliminate the need for further roofing projects, resulting in a cost avoidance of approximately \$230,902. Additionally, staff successfully negotiated a reduction in the cost per square footage in the amount of \$14,969.24.

Everseal, LLC has a satisfactory record of performance for this type of work and has been determined to be responsible.