



Interoffice Memorandum

January 25, 2018

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM: Carrie Woodell, Manager, Procurement Division

CONTACT: Bryce Edwards, Environmental Specialist II, Environmental Protection
Division
407-836-1483

SUBJECT: Award of Invitation for Bids Y17-1096-MV, Provision, Installation & Repairs
of Stormwater Inlet Baskets

ACTION REQUESTED:

Approval to award Invitation for Bids Y17-1096-MV, Provision, Installation & Repairs of Stormwater Inlet Baskets, to the low responsive and responsible bidder, Ecosense International, Inc., in the estimated contract award amount of \$473,261 for a 1-year term. Further, request authorization for the Procurement Division to renew the contract for four additional 1-year terms.

PROCUREMENT:

To provide, install and repair stormwater inlet baskets throughout the county.

FUNDING:

Funding will be available in accounts 1097 068 2430 3197, 1070 068 2430 3197, 1062 068 2438 3197, 1061 068 2430 3197, 1064 068 2430 3197, 1168 068 2430 3197, 1199 068 2430 3197, 1095 068 2430 3197, 1096 068 2435 3197, 1185 068 2430 3197, 0001 068 2430 3197.

APPROVALS:

The Environmental Protection and Business Development Divisions concur with this recommendation.

REMARKS:

One bid was received in response to this Invitation for Bids and was evaluated for responsiveness, responsibility and price reasonableness. The low bidder, Ecosense International, Inc., has the necessary manpower and equipment to perform this contract.

The scope of work for this solicitation requires that the bidder provide labor for investigating and installing stormwater baskets at new locations. Many companies which produce stormwater inlet baskets do not provide labor for installing the products, and vice versa. Prospective bidders usually coordinate efforts between a labor supplier and stormwater inlet basket producer.

In order to obtain competitive pricing, negotiation was conducted with Ecosense International, Inc., resulting in savings of \$135,040 through unit price decreases and volume discounts. Staff has determined the bid prices of Ecosense International, Inc. are reasonable, based on comparison to previous contract prices decreasing the total contract amount by 36.61%. The low bidder, Ecosense International, Inc., meets all specifications and other requirements of the solicitation. Therefore, recommendation for award is made to Ecosense International, Inc.

To ensure an open and competitive bid process, the Invitation for Bids was posted on the Orange County website. A query from staff to potential bidders that declined to compete on this project resulted in the following findings:

- Cathcart Construction Company – Florida, LLC. – Not interested in bidding on the contract.
- Florida Allied Products – Did not have the manpower or resources required for this project.
- Ferguson Waterworks – Did not provide a bid due to a miscommunication with the stormwater inlet basket supplier they were working with.

Bid tabulation is as follows:

| | |
|------------------------------|------------|
| Ecosense International, Inc. | \$ 473,261 |
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Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

July 12, 2017

TO: Melisa Vergara, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y17-1096-MV, Provision, Installation & Repair of Stormwater Inlet Baskets**

The Business Development Division evaluated the **1 bid** submitted for this project and found that **the bidder is not an** Orange County Certified Minority Women Business Enterprises. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division

