




Interoffice Memorandum

April 5, 2021

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

 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 Y21-115-MV, Thompson Pumps, Parts and Repairs

ACTION REQUESTED:

Approval to award Invitation for Bids Y21-115-MV, Thompson Pumps, Parts and Repairs, to the sole responsive and responsible bidder, United Rentals (North America, Inc.), in the estimated contract award amount of \$1,086,735 for a three-year term. Further request authorization for the Procurement Division to renew the contract for two additional one-year terms.

PROCUREMENT:

This contract will provide parts and repair support for county-owned Thompson pumps.

FUNDING:

Funding is available in account numbers 5530-043-2035-4164 and 4410-038-1025-3820.

APPROVALS:

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

REMARKS:

One bid was received in response to this Invitation for Bids (IFB) and was evaluated for responsiveness, responsibility, and price reasonableness. To ensure an open and competitive bid process, the IFB was posted on the Orange County website. A query to known potential bidders that declined to participate in the bidding opportunity resulted in the following findings:

Award of Invitation for Bids Y21-115-MV, Thompson Pumps, Parts and Repairs

- Thompson Pump and Manufacturing Company: In 2019, all Thompson Pump and Manufacturing Company's rental assets were purchased by the United Rentals - Fluid Solutions Division. Thompson Pump and Manufacturing Company cannot legally rent the equipment they manufacture.
- Summit Aerospace – did not respond to the inquiry.
- Southern Sewer Equipment Sales - did not respond to the inquiry.
- Macnaught USA - did not respond to the inquiry.
- McKenna Brytan Industries - do not carry the Thompson line.

The Procurement Ordinance authorizes negotiations in an IFB process when there is a sole bidder. As such, United Rentals (North America, Inc.) was contacted to negotiate the warranty and the indemnification provision provided by the bidder and the bidder agreed to a warranty period of 90 days or 100 hours, whichever occurs first. The indemnification provision provided by the bidder was reviewed by Risk Management and approved. Mark-down for parts was confirmed with the bidder at a 10% from Manufacturer's List Price. Staff determined that bid prices are reasonable based upon comparison to current and past County contracts for similar services. United Rentals (North America, Inc.) meets all specifications and requirements of the IFB. Therefore, recommendation for award is made to United Rentals (North America, Inc.).

Bid tabulation is as follows:

BIDDER	ANNUAL TOTAL	EXTENDED THREE-YEAR TOTAL
United Rentals (North America, Inc.)	\$362,245	\$1,086,735




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

March 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 #Y21-115-MV, Thompson Pumps, Parts and Repairs**

The Business Development Division evaluated the **one bid** submitted for this project. **The bidder** is not an Orange County Certified Minority/Women Business Enterprise (M/WBE) firm. At the time of bid openings there were at least two firms 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