



Interoffice Memorandum

July 27, 2020

TO: Mayor Jerry L. Demings
and the Board of County Commissioners

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

CONTACT: Frank Yokiel, Traffic Operations Supervisor, Public Works
407-836-8073

SUBJECT: Award of Invitation for Bids Y20-164-FH, Term Contract for Orange County
Traffic Signs Installation Services

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-164-FH, Term Contract for Orange County Traffic Signs Installation Services, to the low responsive and responsible bidder, AWP, Inc., dba Area Wide Protective, in the estimated contract award amount of \$629,655 for the base year. Further, request authorization for the Procurement Division to renew the contract for option years one and two.

PROCUREMENT:

Work under this contract consists of, but is not limited to, providing all labor, equipment, maintenance of traffic, and incidentals (including mobilization/demobilization) necessary to install, remove, or relocate traffic signs and to install, remove, or relocate sign panels as directed by Orange County.

FUNDING:

Funding is available in account number 1002-072-5088-3816.

APPROVALS:

The Traffic Engineering Division and Business Development Division concur with this recommendation.

REMARKS:

Two bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility and price reasonableness. AWP, Inc., dba Area Wide Protective's references rated their quality of work and overall performance for related services as very good and excellent. In regards to the value of prices, both bid submittals are acceptable according to the current industry installation prices. Therefore, recommendation for award is made to AWP, Inc., dba Area Wide Protective.

Award of Invitation for Bids Y20-164-FH, Term Contract for Orange County Traffic Signs Installation Services

Bid tabulation is as follows:

Bidder:

Bid Total:

AWP, Inc., dba Area Wide
Protective

Base Year	\$629,655.00
Option Year 1	\$642,248.10
Option Year 2	\$654,841.20

Total Estimated Bid	\$1,926,744.30
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Fausnight Stripe and Line, Inc.

Base Year	\$698,750.00
Option Year 1	\$698,750.00
Option Year 2	\$698,750.00

Total Estimated Bid	\$2,096,250.00
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Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

June 9, 2020

TO: Fabio Henao, Senior Contract Administrator
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y20-164-FH, Orange County Traffic Signs Installation Services

The Business Development Division evaluated the two bids submitted for this project and found that at the time of bid opening, there were at least three firms certified at the sub level in the scope of service. The apparent low bidder AWP, Inc., dba Area Wide Protective met the Orange County M/WBE participation goal of 25%. They reported 25% M/WBE participation in their bid. Please note the following certified M/WBE participation:

WF	Walker Miller Equipment Company, Inc.	\$81,000
WF	Angco, Inc.	\$400,000
Total MWBE Participation		\$481,000 (25%)

The second low bid submitted by Fausnight Stripe and Line, Inc. did not meet the Orange County M/WBE participation goal of 25%. They reported 0% M/WBE participation in their bid and did not provide good faith effort documentation.

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page.

Attached is a spreadsheet reconciling the bidders' compliance with the IFB's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

c: contract file

BID COMPARISON**IFB-Y20-164-FH, Orange County Traffic Signs Installation Services**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO M / W
Low Bid	AWP, Inc., dba Area Wide Protective	\$1,926,744.30	\$481,000	25%	NA					0%/0%
2nd Low	Air Mechanical & Services Corp.	\$2,096,250	\$0	0%	No	\$169,506	8.80%			33%/04%