



Interoffice Memorandum

July 1, 2020

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

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

CONTACT: Jacqueline W. Torbert, Manager, Water Division
407-254-9830

SUBJECT: Award of Invitation for Bids Y20-1065-AV, Water Watch Program

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1065-AV, Water Watch Program, to the low responsive and responsible bidder, Aqua Cops Water Systems Incorporated, in the estimated contract award amount of \$1,310,612.16 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 assist the Water Division with enforcement and education of the watering restrictions by patrolling and reporting on residential and commercial properties.

FUNDING:

Funding is available in account number 4420-038-1325-3197.

APPROVALS:

The Utilities Department and the 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. Aqua Cops Water Systems Incorporated has the necessary manpower and equipment to perform this contract. The bid submittal by Aqua Cops Water Systems Incorporated is considered fair and reasonable by staff based on comparison to the current contract.

This program will continue to enhance the Mayor's sustainability plan. As stated in Goal five of the Natural Resources section of the plan, we are tasked to promote water conservation in the built environment.

Bid tabulation is as follows:

<u>Bidder</u>	<u>Total Estimated Annual Bid</u>	<u>Total Estimated Three-year Bid</u>
Aqua Cops Water Systems Incorporated	\$436,870.72	\$1,310,612.16
Aero Groundtek LLC	\$513,116.24	\$1,539,348.72




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

June 25, 2020

TO: Ana Villalona, Senior Purchasing Agent
Procurement Division

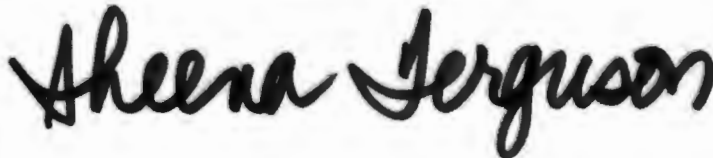
FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y20-1065-AV, Water Watch Program

The Business Development Division evaluated the **two bids** submitted for this project. One of the bidders was a Minority Business Enterprise (MBE) firm. At the time of bid opening at least four firms were certified at the **prime level** in the scope of service. The **one** Orange County Certified Minority Business Enterprise firm **was not within 5%** of the low bid for bid awards greater than \$750,000 to \$2,000,000. Hence, 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



BID COMPARISON

Y20-1065-AV, Water Watch Program

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Aqua Cops Water Systems Incorporated	\$1,310,612.16				
2nd Low	AERO Groundtek LLC (HM)	\$1,539,348.72	\$228,737	17.45%		