




Interoffice Memorandum
July 16, 2019

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

From:  Carrie Mathes, Manager, Procurement Division

Contact: Christine Lofye, Manager, Traffic Engineering Division
407-836-7890

Subject: Award of Invitation for Bids Y19-1006-CH, Electronic Highway
Safety Devices

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-1006-CH, Electronic Highway Safety Devices, to the low responsive and responsible bidder, Siemens Mobility, Inc., in the estimated contract award amount of \$632,825.36 for the base year. Further request authorization for the Procurement Division to exercise option years one and two. The estimated contract amount includes every conceivable requirement that may arise during the performance of the contract.

PROCUREMENT:

Work includes furnishing, installation, and maintenance of electronic highway safety devices throughout the County. The Electronic Speed Feedback Sign (ESFS) has a digital display that illuminates to alert motorists of their speed as they approach the sign. The ESFSs will be utilized at school zones, high crash locations, and locations where motorists routinely violate the speed limit.

The Rectangular Rapid Flashing Beacon (RRFB) alerts motorists that pedestrians may be crossing the road. The RRFB has bright LED lights on top of pedestrian warning signs that pedestrians activate by a push button when they want to cross the road. These signs shall be used at midblock and unsignalized pedestrian crosswalks. These devices will be displayed throughout the County as appropriate.

FUNDING:

Funding is available in account number 1004-072-5133-6320.

APPROVALS:

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

Award of Invitation for Bids Y19-1006-CH, Electronic Highway Safety Devices

REMARKS:

Three bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bid submitted by Siemens Mobility, Inc. is considered reasonable based on comparison to the engineer's estimate. Siemens Mobility, Inc. has a satisfactory record of performance and is considered responsible. Therefore, award is recommended to Siemens Mobility, Inc.

Bids Received

Bid Total

Siemens Mobility, Inc.

Basic Year: \$632,825.36
Option Year 1: \$645,379.70
Option Year 2: \$658,287.48
\$1,936,492.54

Traffic Engineering and Management, LLC
(dba: Control Specialists)

Base Year: \$645,375.00
Option Year 1: \$658,360.00
Option Year 2: \$671,700.00
\$1,975,435.00

Traffic Control Devices, Inc.


Basic Year: \$742,835.00
Option Year 1: \$761,500.00
Option Year 2: \$780,950.00
\$2,285,285.00



BUSINESS DEVELOPMENT DIVISION

February 11, 2019

TO: Carol Hewitt, Senior Contract Administrator
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y19-1006-CH, Electronic Highway Safety Devices

The Business Development Division evaluated the 3 bids submitted for this project and found that the apparent low bidder Siemens Mobility, 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.

The second low bid submitted by Traffic Engineering and Management, LLC (dba: Control Specialists) 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.

The third low bid submitted by Traffic Control Devices, Inc. met the Orange County M/WBE participation goal of 25%. They reported 25% MWBE participation in their bid. Please note the following certified M/WBE participation:

WF	Air Products & Equipment, Inc.	\$571,321.25
Total MWBE Participation		\$571,321.25

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. If the low bidder is not chosen, please let us know so that we may obtain Letters of Intent to confirm the participation.

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

Sheena Ferguson

BID COMPARISON**IFB-Y19-1006-CH, Electronic Highway Safety Devices**

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	Siemens Mobility, Inc.	\$1,936,492.54	\$0	0%	No					0%/30%
2nd Low	Traffic Engineering and Management, LLC (dba: Control Specialists)	\$1,975,435	\$0	0%	No	\$38,942	2.01%			33%/0%
3rd Low	Traffic Control Devices, Inc.	\$2,285,285	\$571,321.25	25%	N/A	\$348,792	18.01%	\$309,850	15.69%	42%/8%