




Interoffice Memorandum

September 30, 2019

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

From:  Carrie Mathes, Manager, Procurement Division

Contact: Deodat Budhu, Manager, Roads and Drainage Division
(407) 836-7871

Subject: Award of Invitation for Bids Y20-102-RM, Stormwater Pipe Video
Inspection, Cleaning, Sealing and Related Services

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-102-RM, Stormwater Pipe Video Inspection, Cleaning, Sealing and Related Services, to the low responsive and responsible bidders, Flotech Environmental, LLC in the estimated contract award amount of \$1,471,189.35 for the base year and Envirowaste Services Group, Inc. in the estimated contract award amount of \$1,813,436 for the base year. Further request authorization for the Procurement Division to exercise option years one and two for each contract.

PROCUREMENT:

Work under the contracts will consist of providing all labor, materials, equipment, incidentals to inspect, clean, seal existing storm sewer lines, manholes, and catch basins and detect and fill voids. Work shall be issued on an as needed basis throughout Orange County.

FUNDING:

Funding is available in account number 1002-072-2906-3816.

APPROVALS:

The Roads and Drainage and Business Development Divisions concur with this recommendation.

Award of Invitation for Bids Y20-102-RM, Stormwater Pipe Video Inspection, Cleaning, Sealing and Related Services

REMARKS:

Three bids were received in response to this Invitation for Bids and were evaluated for responsiveness and responsibility. Multiple awards are necessary because the projected workload will exceed the capacity of a single contractor and to meet the requirements for multiple orders to be performed on an ongoing basis throughout the County. After achieving the minimum order requirements for each contract, the low cost contractor will be given the first opportunity to perform all work. The other contractor will be utilized in the event the low cost contractor is unable to perform within the required timeframe. Flotech Environmental, LLC and Envirowaste Services Group, Inc. have satisfactory records of performance for this type of work and have been determined to be responsible.

Bids Received


Flotech Environmental, LLC	Base Year:	\$1,471,189.35
	Option Year 1:	\$1,471,089.35
	Option Year 2:	<u>\$1,471,089.35</u>
	Total Bid:	\$4,413,368.05
Envirowaste Services Group, Inc.	Base Year:	\$1,813,436.00
	Option Year 1:	\$1,651,411.00
	Option Year 2:	<u>\$1,502,386.00</u>
	Total Bid:	\$4,967,233.00
National Water Main Cleaning Company	Base Year:	\$5,117,937.50
	Option Year 1:	\$5,220,204.25
	Option Year 2:	<u>\$5,271,392.65</u>
	Total Bid:	\$15,609,534.40



BUSINESS DEVELOPMENT DIVISION

October 9, 2019

TO: Rolando Melo, Senior Contract Administrator
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y20-102-RM, Stormwater Pipe Video Inspection, Cleaning, Sealing and Related Services**

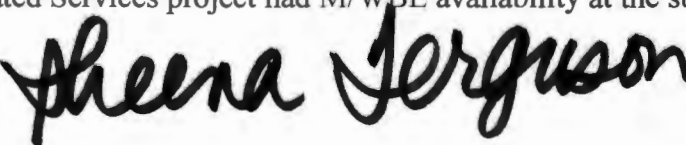
The Business Development Division evaluated the three bids submitted for this project and found at the time of bid opening at least 32 firms were certified at the subcontractor level in the scope of services. The apparent low bidder Flotech Environmental, LLC did not meet the Orange County M/WBE participation goal of 25%. They reported 0.66% M/WBE participation in their bid and did not provide good faith effort documentation. Please note the following certified M/WBE participation:

AFAM	Sterling Silver Scape & Sod, Inc.	\$29,100
Total MWBE Participation		\$29,100 (.66%)

The second low bid submitted by Envirowaste Services Group, Inc. did not meet the Orange County M/WBE participation goal of 25%. They reported 1% M/WBE participation in their bid and did not provide good faith effort documentation.

AFAM	Sterling Silver Scape & Sod, Inc.	\$29,100
Total MWBE Participation		\$29,100 (1%)

The third low bid submitted by National Water Main Cleaning Company 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. While they listed a Non-M/WBE firm for Portland cement grouting; at the time of bid opening, the scopes of services for the Stormwater Pipe Video Inspection, Cleaning, Sealing and Related Services project had M/WBE availability at the subcontractor level for Traffic

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Control, Concrete, Sod and Video.

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

BID COMPARISON**IFB-Y20-102-RM, Stormwater Pipe Video Inspection, Cleaning, Sealing and Related Services**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO M / W
Low Bid	Flotech Environmental, LLC	\$4,413,368.05	\$29,100	0.66%	No					100%/0%
2nd Low	Envirowaste Services Group, Inc.	\$4,967,233	\$29,100	1%	No	\$553,865	12.55%			74%/11%
3rd Low	National Water Main Cleaning Company	\$15,609,534.40	\$0	0%	No	\$11,196,166	253.69%	\$10,642,301	214.25%	35%/04%