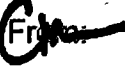




Interoffice Memorandum

June 23, 2020

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

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

Contact: Andres Salcedo, P.E., Deputy Director, Utilities Engineering Division
407-254-9719

Subject: Award of Invitation for Bids Y20-726-TA, Gravity Group Package 3

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-726-TA, Gravity Group Package 3, to the low responsive and responsible bidder, Insituform Technologies, LLC, in the estimated contract award amount of \$2,486,619.63.

PROCUREMENT:

This project consists of installation of cured-in-place pipe lining of 82,756 linear feet of 8-inch gravity main; 3,951 linear feet of 10-inch gravity main; 1,706 linear feet of 12-inch gravity main; 390 linear feet of 15-inch gravity main; and lining and sealing of approximately 40 manholes. Sustainability components include repairing aging infrastructure by improving structural integrity, reducing infiltration and inflow, and extending the service life of existing infrastructure. This project is located in Districts 1, 2, 3, and 6.

FUNDING:

Funding is available in account number 4420-038-1500-6340.

APPROVALS:

The Utilities Engineering and the Business Development Divisions concur with this recommendation.

REMARKS:

Nine bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Insituform Technologies, LLC has a satisfactory record of performance and is considered responsible. Therefore, award is recommended to Insituform Technologies, LLC.

The bid tabulation is as follows:

<u>BIDDER:</u>	<u>ESTIMATED TOTAL BID AMOUNT:</u>
Insituform Technologies, LLC	\$2,486,619.63
Hinterland Group, Inc.	\$2,597,523.10
Miller Pipeline, LLC	\$2,843,904.63
IPR Southeast, LLC	\$3,518,791.00
Granite Inliner, LLC	\$3,699,327.00
Lanzo Trenchless Technologies Inc. South	\$3,756,062.00
SAK Construction LLC	\$3,798,620.00
Intercounty Engineering, Inc.	\$533,132,879.10



BUSINESS DEVELOPMENT DIVISION

January 13, 2020

TO: Tracy Attenasio, Contracting Agent
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator *DW*
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y20-726-TA / Orange County Gravity Replacement Package 3

The Business Development Division evaluated the three lowest bids of the eight bids submitted for this project. None of the bidders was an Orange County certified Minority/Women Business Enterprise. The scope of services for this project had Minority/Women Business Enterprise availability. At the time of bid opening, at least 50 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bidder, Insituform Technologies, LLC, did not achieve good faith effort documentation. While the low bidder reported \$13,985 in M/WBE participation, they did not specify the work to be performed on attachment C-2. Therefore, the M/WBE participation could not be confirmed.

The second low bid, submitted by Hinterland Group, Inc., did not achieve good faith effort documentation and reported 0% M/WBE participation in their bid.

The third low bid, submitted by Miller Pipeline, LLC, did not achieve good faith effort documentation. While the third low bidder reported \$13,500 in M/WBE participation, they did not specify the work to be performed on attachment C-2. Therefore, the M/WBE participation could not be confirmed.

None of the bids were within the M/WBE sliding scale range to be awarded this contract over the low bidder. 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 Invitation for Bid's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

c: Sheena Ferguson, Manager, Business Development Division

DW

Sheena Ferguson

1/13/20

BID COMPARISON

Y20-726-TA / Orange County Gravity Replacement Package 3

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	Insituform Technologies, LLC	\$2,486,619.63	\$0	0%	no					45/7
2nd Low	Hinterland Group, Inc.	\$2,597,523.10	\$0	0%	no	\$110,903.47	4.46%			58/12
3rd Low	Miller Pipeline, LLC	\$2,843,904.63	\$0	0%	no	\$357,285.00	14.37%	\$246,381.53	9.49%	15/3
4th Low	IPR Southeast, LLC	\$3,518,791.00	\$0	0%	no	\$1,032,171.37	41.51%	\$921,267.90	35.47%	42/1
5th Low	Granite Inliner, LLC	\$3,699,327.00	\$0	0%	no	\$1,212,707.37	48.77%	\$1,101,803.90	42.42%	76/0
6th Low	Lanzo Trenchless Technologies Inc. South	\$3,756,062.00	\$0	0%	no	\$1,269,442.37	51.05%	\$1,158,538.90	44.60%	33/8
7th Low	SAK Construction, LLC	\$3,798,620.00	\$0	0%	no	\$1,312,000.37	52.76%	\$1,201,096.90	46.24%	20/8
8th Low	Intercounty Engineering, Inc.	\$533,132,879.10	\$0	0%	no	\$530,646,259.47	21340.07%	\$530,535,356.00	20424.66%	75/6