



August 15, 2023

To: Mayor Jerry L. Demings
-AND-
County Commissioners

From:

Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II,
Procurement Division

Contact: Humberto Castellero, Manager, Public Works Department, Traffic
Engineering Division
407-836-7891

Subject: Award of Invitation for Bids Y23-1045-CC, Traffic Sign Installation
Services

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-1045-CC, Traffic Sign Installation Services, to the sole responsive and responsible bidder, AWP, Inc. dba AWP Safety Proposal, in the estimated contract award amount of \$486,575 for the base year. Further request authorization for the Procurement Division to exercise option years one and two for this contract.

PROCUREMENT:

Work under this contract involves providing all labor, equipment, maintenance of traffic and incidentals (including mobilization and demobilization) necessary to install, remove, or relocate traffic signs and sign panels. The project is located in Districts 1, 2, 3, 4, 5, and 6.

FUNDING:

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

APPROVALS:

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

REMARKS:

One bid was received in response to the Invitation for Bids (IFB) and was evaluated for responsiveness, responsibility, and price reasonableness. References provided were satisfactory for this type of work and AWP, Inc. dba AWP Safety Proposal has been determined to be responsible. Therefore, award is recommended to AWP, Inc. dba AWP Safety Proposal. As AWP, Inc. dba AWP Safety Proposal was the sole bidder,

negotiations were held, resulting in a reduction to the bid in the amount of \$18,305.20. The bid is considered reasonable based on negotiations and current market factors.

To ensure an open and competitive process, the IFB was posted on the County's e-procurement platform. A query of known potential bidders that declined to participate in this bid opportunity resulted in the following findings:

Traffic Engineering and Management, LLC: While they are capable of installing signs, it is not something they typically pursue on its own. They downloaded it for consideration and decided not to bid.

Traffic Control Products: The vendor chose to pursue the project as a subcontractor.

Control Specialists: Did not respond to the inquiry.

Anaries LLC: Did not respond to the inquiry.

Safety Systems Barricades: Did not respond to the inquiry.

The bid tabulation is as follows:

Bidder	Base Year	Option Year 1	Option Year 2	Total Estimated Bid
AWP, Inc. dba AWP Safety Proposal	\$486,575.00	\$515,663.50	\$549,075.79	\$1,551,314.29



BUSINESS DEVELOPMENT DIVISION

August 31, 2023

TO: Corie Cummings, Contracting Agent Procurement Division

FROM: Kesi Warren, Senior Contract Administrator Business Development Division

SUBJECT: Business Development Division Bid Evaluation Revised

PROJECT: Y23-1045-CC, Traffic Sign Installation Services

The Business Development Division evaluated the **one bid** submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had limited M/WBE availability. As a result, the M/WBE goal is 15%. At the time of bid opening, at least seven firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by AWP, Inc. dba AWP Safety reported an incorrect Contract and Sub-contract Goal Participation schedule.

Business Development issued a submittal of clarification email request on July 17, 2023; for the apparent low bidder to submit:

- The prime and subs total dollar amounts omitted from the Contract and Sub-contract Goal Participation Schedule.

On July 19, 2023, the apparent low bidder responded and resubmitted:

- Updated Contract and Sub-contract Goal Participation Schedule

Sheena Ferguson

Interoffice Memorandum

The apparent low bidder, submitted by AWP, Inc. dba AWP Safety reported 16.50% in M/WBE participation and met the Orange County M/WBE participation goal of 15% **per Ordinance**.

Please note the following certified M/WBE participation:

WBE-WF	Angco, Inc.	\$235,442.92
WBE-WF	Walker Miller Equipment Co., Inc.	\$23,544.29
Total MWBE Participation		\$258,987.21

Our evaluation of this bid was based on the participation listed on the Contract and Sub-Contract Goal Participation Schedule. Attached is a spreadsheet reconciling the bidders' compliance with the Invitation for Bid's M/WBE requirements, including the percentage breakdown for the bidder and a comparison of the relative bid versus participation percentages.

Also, I confirm my recommendation is free of conflicts of interest.

c: contract file

BID COMPARISON**IFB-Y23-1045-CC, Traffic Sign Installation Services**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 15%)	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 AWP Safety	\$1,570,619.49	\$258,987.21	16.49%	N/A					72%/30%