



**Interoffice Memorandum**

August 8, 2019

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

FROM: *CM* Carrie Mathes, Manager, Procurement Division

CONTACT: Troy Layton, Manager, Field Services Division  
(407) 254-9880

SUBJECT: Award of Invitation for Bids Y19-1008-TA, Unidirectional Flushing  
Term Contract

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y19-1008-TA, Unidirectional Flushing Term Contract, to the low responsive and responsible bidder, Pure Technologies US Inc./dba Wachs Water Services, in the estimated contract award amount of \$737,192 for the base year. Further request authorization for the Procurement Division to exercise contract option years one and two.

**PROCUREMENT:**

The work includes reviewing existing unidirectional flushing (UDF) plans, confirmation of existing plans or recommendations for revision to such plans with the County, establishing a schedule and phasing for completion of the UDF, including field services and data collection, and conducting the flushing program in accordance with these specifications and requirements. The Contractor shall furnish all labor, materials, equipment, personal protective equipment, tools, supervision, transportation, and other incidentals as required to provide services on this contract. Work is located throughout Orange County.

**APPROVALS:**

The Field Services Division and the Business Development Division concur with this recommendation.

**REMARKS:**

Two bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Wachs Water Services has a satisfactory record of performance and is considered responsible. Therefore, award is recommended to Pure Technologies US. Inc./dba Wachs Water Services.

The bid tabulation is as follows:

Bidders

Pure Technologies US Inc./ dba Wachs Water Services.	Base Year	\$	737,192
	Option Year 1	\$	737,092
	Option Year 2	\$	<u>737,092</u>
	<b>Total Bid Price</b>	<b>\$</b>	<b>2,211,376</b>


Hydromax USA, LLC	Base Year	\$	1,175,455
	Option Year 1	\$	1,175,355
	Option Year 2	\$	<u>1,175,355</u>
	<b>Total Bid Price</b>	<b>\$</b>	<b>3,526,165</b>



**BUSINESS DEVELOPMENT DIVISION**

August 28, 2019

TO: Tracy Attenasio, Senior Contract Administrator  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: Y19-1008-TA, Unidirectional Flushing**

The Business Development Division evaluated the two bids submitted for this project and found at least eighteen firms were certified at the subcontractor level at the time of bid opening in the scopes of services. The apparent low bidder Pure Technologies US Inc. /dba Wachs Water Services met the Orange County M/WBE participation goal of 25%. They reported 27% M/WBE participation in their bid. Please note the following certified M/WBE participation:

AF(IS	Ace Staffing, Inc.	\$597,072.00
<b>Total MWBE Participation</b>		<b>\$597,072.00 (27%)</b>

The second low bid, submitted by Hydromax USA LLC, 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.

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page.

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-Y19-1008-TA, Unidirectional Flushing**

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	Pure Technologies US Inc./dba Wachs Water Services	\$2,211,376	\$597,072	27.00%	N/A					29%/13%
2nd Low	Hydromax USA LLC	\$3,526,165	\$0	0%	No	\$1,314,789	59.46%			10%/09%