



October 28, 2021

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

~~From:~~ Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager, Procurement Division

Contact: Rich Steiger, FMA, Manager, Facilities Management Division  
407-836-7473

Subject: Award of Invitation for Bids Y22-108-KB, Pest Control Services – Lot A

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-108-KB, Pest Control Services – Lot A, to the sole responsive and responsible bidder, Rentokil North America Inc. dba Florida Pest Control in the estimated contract award amount of \$115,830 for a one-year term. Further request authorization for the Procurement Division to renew the contract for four additional one-year terms.

PROCUREMENT:

This contract will provide an environmentally sound integrated pest management program to include insects, rodents, and termites for over 400 buildings throughout the County.

FUNDING:

Funding is available in account numbers 0001-043-1719-3810, 0001-043-1715-3810, 0001-043-1717-3810, 0001-043-1718-3810, and 0001-043-1713-3810.

APPROVALS:

The Facilities Management and Business Development Divisions concur with this recommendation.

REMARKS:

One bid was received and evaluated for responsiveness, responsibility, and price. The bid submitted by Rentokil North America Inc. dba Florida Pest Control is considered reasonable based on technical analysis by staff and is 27% less than the current contract Y17-109.

Award of Invitation for Bids Y22-108-KB, Pest Control Services – Lot A  
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To ensure an open and competitive bid process, the Invitation for Bids was posted on the Orange County website and sent to 53 small businesses. A query from staff to potential bidders that declined to bid on this procurement resulted in the following:

- Ham Pest Control: Does not provide the services listed in the solicitation in Orange County.
- US Lawns Jacksonville West: Does not provide services for state or local agencies.
- Cannon Pest Control: Does not provide the services listed in the solicitation in Orange County. This company is located in Georgia.
- Beach Environmental: Does not provide the services listed in the solicitation in Orange County.
- Nature's Way Pest Control Inc.: Does not provide the services listed in the solicitation.
- Southern Agriculture Insecticides, Inc.: Does not provide the services listed in the solicitation.

The bid tabulation is provided below:

<u>Bidder</u>	Lot A Total Estimated <u>Annual Price</u>
Rentokil North America In. dba Florida Pest Control	\$115,830



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

October 21, 2021

TO: Kathy Bozeman, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: IFB #Y22-108-KB, Pest Control Services**

The Business Development Division evaluated the **one bid** submitted for this project. **The bidder** is not an Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening, there was no M/WBE availability. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

*Sheena Ferguson*