



November 10, 2021

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

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

Contact: Crystal Mudd, Manager, Orange County Convention Center Capital  
Planning Division  
407-685-5704

Subject: Award of Invitation for Bids Y21-7058-TA, Orange County Convention Center  
Campus Digital Messaging Signs Remote Signage Upgrades

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y21-7058-TA, Orange County Convention Center Campus Digital Messaging Signs Remote Signage Upgrades, to the low responsive and responsible bidder, Transportation Systems Inc., in the total contract award amount of \$2,142,000.

**PROCUREMENT:**

The Orange County Convention Center (OCCC) campus contains 15 exterior roadway mounted digital messaging signs (DMS) that have reached their useful life and need replacement. This project will replace all 15 signs with new DMS signs on the existing signage structures. Also, each new sign will be fed by six new single-mode fiber optic cables and conduit originating from the Main Distribution Frame room located in the loading dock area in the south portion of the North/South Convention Center Building. Work will also include the removal and disposal of the existing signs and ancillary equipment not reused. This project is located in District 6.

**FUNDING:**

Funding is available in account number 4430-035-0960-71-6210.

**APPROVALS:**

The Convention Center Capital Planning Division and Business Development Division concur with this recommendation.

**REMARKS:**

Four bids were received in response to this Invitation for Bids and was evaluated for responsiveness, responsibility, and price reasonableness. The bids submitted by Traffic Control Devices, LLC, I2 Visual, Inc., and Power Engineering Group, Inc. were deemed non-responsive by the Procurement Division, based on the analysis provided by the Business Development Division, which identified that the M/WBE participation goal was not achieved and sufficient good faith effort documentation was not provided.

Award of Invitation for Bids Y21-7058-TA, Orange County Convention Center Campus Digital  
Messaging Signs Remote Signage Upgrades  
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The bid submitted by Transportation Systems Inc. is considered reasonable based on the engineer's estimate. References provided were satisfactory for this type of work and Transportation Systems Inc. is considered to be responsible. Therefore, award is recommended to Transportation Systems Inc.

Bids Received

| BID RECEIVED:                 | TOTAL LUMP SUM<br>BID |
|-------------------------------|-----------------------|
| Transportation Systems Inc.   | \$2,142,000           |
| Traffic Control Devices, LLC  | Non-Responsive        |
| I2 Visual, Inc.               | Non-Responsive        |
| Power Engineering Group, Inc. | Non-Responsive        |

**BUSINESS DEVELOPMENT DIVISION**

October 18, 2021

**TO:** Tracy Attenasio, Contracting Agent  
Procurement Division

**FROM:** Princess Clarke, Senior Contract Administrator  
Business Development Division

**SUBJECT:** Business Development Division M/WBE Bid Evaluation

**PROJECT:** **Y21-7058-TA / Orange County Convention Center Campus Digital Messaging Signs Remote Signage Upgrades**

The Business Development Division evaluated four bids submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had limited Minority/Women Business Enterprise availability. As a result, the M/WBE goal was reduced to 9%. At the time of bid opening, at least 75 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bidder, submitted by Traffic Control Devices, LLC, reported 0.00% in M/WBE participation. They did not meet the 9% M/WBE participation goal and did not provide sufficient good faith effort documentation.

The apparent second low bidder, submitted by Transportation Systems, Inc., reported 12.75% in M/WBE participation. They did meet the 9% M/WBE participation goal. Please note the following certified M/WBE participation:

|                                 |                                 |                              |
|---------------------------------|---------------------------------|------------------------------|
| MBE-HM                          | Quality Cable Contractors, Inc. | \$239,188.00                 |
| WBE-WF                          | John B. Webb & Associates       | \$24,000.00                  |
| WBE-WF                          | Flash-Rite, Inc.                | \$10,000.00                  |
| <b>Total MWBE Participation</b> |                                 | <b>\$273,188.00 (12.75%)</b> |

The apparent third low bidder, submitted by i2 Visual, Inc., reported 0.00% in M/WBE participation. They did not meet the 9% M/WBE participation goal and did not submit good faith effort documentation.

**Interoffice Memorandum**

The fourth low bidder, submitted by Orange County MBE firm Power Engineering Group, Inc., is bidding as a Prime contractor. Therefore, Power Engineering Group, Inc., is required to self-perform no less than 51% of the contract per Sec. 17-321 per the M/WBE Ordinance. In the event this requirement is not achieved, other M/WBE's will have to be included to achieve the 9% M/WBE goal. Power Engineering Group, Inc., reported self-performing 64.73% with 0.80% sub-contractor's participation on attachment C-2. While they listed M/WBE firms in their bid, they did not specify scope of service nor the scope of classification on attachment C-2. Therefore, the M/WBE participation could not be confirmed. The M/WBE goal was not met and the bidder did not submit good faith effort documentation. Please note the following certified M/WBE participation that could not be confirmed:

|   |                               |                                |
|---|-------------------------------|--------------------------------|
| MBE-AM  | Power Engineering Group, Inc. | \$1,936,306.32                 |
| WBE-WF  | John B. Webb & Associates     | \$24,000.00                    |
| <b>Total MWBE Participation (Not Confirmed)</b> |                               | <b>\$1,963,306.32 (65.53%)</b> |

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 Invitation for Bid's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

cc: Sheena Ferguson, Manager, Business Development Division

**BID COMPARISON****Y21-7058-TA / Orange County Convention Center Campus Digital Messaging Signs Remote Signage Upgrades**

| <b>Rank</b> | <b>Bidder</b>                 | <b>Bid Amount</b> | <b>Prime MWBE \$'s<br/>in the Bid</b> | <b>Sub-contractor<br/>M/WBE<br/>\$'s in Bid</b> | <b>% Prime<br/>MWBE self-<br/>performing<br/>(Goal 51%)</b> | <b>% Sub-<br/>contractor<br/>M/WBE<br/>(Goal 9%)</b> | <b>Total MWBE %</b> | <b>GFE</b> | <b>EEO %<br/>M / W</b> |
|-------------|-------------------------------|-------------------|---------------------------------------|---|---|--|---------------------|------------|------------------------|
| Low Bid     | Traffic Control Devices, LLC  | \$1,845,000.00    | \$0.00                                | \$0.00  | 0.00%   | 0.00%  | 0.00%               | No         | 28 / 20 %              |
| 2nd Low     | Transportation Systems, Inc.  | \$2,142,000.00    | \$0.00                                | \$273,188.00                                    | 0.00%   | 12.75%   | 12.75%              | N/A        | 0 / 0 %                |
| 3rd Low     | i2 Visual, Inc.               | \$2,195,600.00    | \$0.00                                | \$0.00  | 0.00%   | 0.00%  | 0.00%               | No         | 32 / 24 %              |
| 4th Low     | Power Engineering Group, Inc. | \$2,991,514.00    | \$0.00                                | \$0.00  | 0.00%   | 0.00%  | 0.00%               | No         | 67 / 17 %              |