




Interoffice Memorandum

August 4, 2022

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

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

CONTACT: Terry Devitt, Deputy Director, Orange County Convention Center
407-685-9867

SUBJECT: Award of Invitation for Bids Y22-1011-AV, Elevator, Escalator, and
Moving Sidewalk Maintenance

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-1011-AV, Elevator, Escalator, and Moving Sidewalk Maintenance, to the sole responsive and responsible bidder KONE Inc., in the estimated contract award amount of \$19,507,500 for a five-year term. Further request authorization for the Procurement Division to renew the contract for two additional one-year terms.

PURPOSE:

This contract will provide inspection, testing, and as needed maintenance and repair services of the elevator, escalator and moving sidewalks within the Convention Center.

FUNDING:

Funding is available in account number 4430-035-0922-3810.

APPROVALS:

The Orange County Convention Center and Business Development Division concur with this recommendation.

REMARKS:

One bid was received in response to this Invitation for Bids and was evaluated for responsiveness, responsibility, and price reasonableness. Services covered by this contract include inspection, testing, and as-needed maintenance and repair services. KONE Inc. has the necessary manpower and equipment to perform this type of work. Staff has determined that bid prices are reasonable based on comparison to previous contract prices.

KONE Inc. meets all specifications and requirements of the solicitation. Therefore, recommendation for award is made to KONE Inc.

To ensure an open and competitive bid process, the Invitation for Bids (IFB) was posted on the County's e-procurement solution. A query from staff to potential bidders that declined to compete on this project resulted in the following:

- Skyline Elevators: Could not respond because the IFB contains escalators, and their insurance would not allow it.
- Thyssen Krupp Elevator: Did not respond to the query.
- Schindler Elevator Corporation: Did not respond to the query.

The bid tabulation is as follows:

	Annual Estimated amount	Five-Year Estimated Amount
KONE Inc.	\$3,901,500	\$19,507,500



BUSINESS DEVELOPMENT DIVISION

July 28, 2022

TO: Ana Villalona, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: IFB #Y22-1011-AV, Elevator, Escalator and Moving
Sidewalk Maintenance**

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) firm. 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