



Interoffice Memorandum

October 26, 2017

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From: *CW* Carrie Woodell, Manager, Procurement Division

Contact: Deodat Budhu, Manager, Roads and Drainage Division
(407) 836-7871

Subject: Award of Invitation for Bids Y17-1119-RM, Stormwater Pipe Videoing,
Cleaning, Sealing and Related Services

ACTION REQUESTED:

Approval to award Invitation for Bids Y17-1119-RM, Stormwater Pipe Videoing, Cleaning, Sealing and Related Services to the low responsive and responsible bidder, Flotech Environmental, LLC in the estimated annual contract award amount of \$1,353,102. Further request authorization for the Procurement Division to exercise contract option years one and two.

PROCUREMENT:

Work under this contract includes providing all labor, materials, equipment and incidentals necessary to inspect, clean and seal deteriorated and damaged storm water systems, detection and filling voids around pipes and structures throughout Orange County.

FUNDING:

Funding is available in account number 1002-072-2906-3816.

APPROVALS:

The Roads and Drainage Division and Business Development Division concur with this recommendation.

REMARKS:

Five bids were received in response to this invitation for bids and were evaluated for responsiveness, responsibility and price reasonableness. A protest was filed by EnviroWaste Services Group, Inc. A protest review was conducted by the Procurement Manager and the protest was denied. There was no appeal to this decision. Flotech Environmental, LLC has a satisfactory record of performance for this type of work and has been determined to be responsible. Therefore, award is recommended to Flotech Environmental, LLC.

Award of Invitation for Bids Y17-1119-RM, Stormwater Pipe Videoing,
Cleaning, Sealing and Related Services

Bids Received

Flotech Environmental, LLC	Base Year:	\$1,353,102.00
	Option Year 1:	\$1,308,002.00
	Option Year 2:	<u>\$1,303,002.00</u>
	Total Bid:	\$3,964,106.00
EnviroWaste Services Group, Inc.	Base Year:	\$1,288,602.00
	Option Year 1:	\$1,303,502.00
	Option Year 2:	<u>\$1,403,502.00</u>
	Total Bid:	\$3,995,606.00
LMR Construction, Inc.	Base Year:	\$1,419,848.00
	Option Year 1:	\$1,419,748.00
	Option Year 2:	<u>\$1,419,748.00</u>
	Total Bid:	\$4,259,344.00
Altair Environmental Group, LLC	Base Year:	\$1,554,610.00
	Option Year 1:	\$1,554,510.00
	Option Year 2:	<u>\$1,554,510.00</u>
	Total Bid:	\$4,663,630.00
National Water Main Cleaning Co.	Base Year:	\$1,725,347.50
	Option Year 1:	\$1,725,247.50
	Option Year 2:	<u>\$1,725,247.50</u>
	Total Bid:	\$5,175,842.50




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BUSINESS DEVELOPMENT DIVISION

July 19, 2017

TO: Rolando Melo, Senior Contract Administrator
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y17-1119-RM, Stormwater Pipe Videoing, Cleaning, Sealing and Related Services**

The Business Development Division evaluated the 4 lowest bids of the 5 bids submitted for this project and found that the apparent low bidder Flotech Environmental, LLC did not meet the Orange County MWBE participation goal of 25%. They reported .13% MWBE participation in their bid and did not provide good faith effort documentation. Please note the following certified MWBE participation:

AFAM	Sterling Silver Scape & Sod, Inc.	\$5,000.00
Total MWBE Participation		\$5,000.00

The second low bid submitted by Envirowaste Services Group, Inc. did not meet the Orange County MWBE participation goal of 25%. They reported .39% MWBE participation in their bid and did not provide good faith effort documentation.

WF	Winter Garden Grassing	\$15,480.00
Total MWBE Participation		\$15,480.00

The third low bid submitted by LMR Construction, Inc. did not meet the Orange County MWBE participation goal of 25%. They reported 7% MWBE participation in their bid and did not provide good faith effort documentation.

HM	Enriquez Construction, LLC	\$280,000.00
Total MWBE Participation		\$280,000.00

The fourth low bid submitted by Altair Environmental Group, LLC did not meet the Orange County MWBE participation goal of 25%. They reported 0% MWBE participation in their bid and did not provide good faith effort documentation



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Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. If the low bidder is not chosen, please let us know so that we may obtain Letters of Intent to confirm the participation.

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-Y17-1119-RM, Stormwater Pipe Videoing, Cleaning, Sealing and Related Services										
Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (3%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO M / W
Low Bid	Flotech Environmental, LLC	\$3,964,106	\$5,000	0.13%	No					100%
2nd Low	EnviroWaste Services Group, Inc.	\$3,995,606	\$15,480	0.39%	No	\$31,500	0.79%			55%/11%
3rd Low	LMR Construction, Inc.	\$4,259,344	\$280,000	7%	No	\$295,238	7.45%	\$263,738	6.60%	40%/20%
4th Low	Altair Environmental Group, LLC	\$4,663,630	\$0	0%	No	\$699,524	17.65%	\$668,024	16.72%	0%
5th Low	National Water Main Cleaning Co.	\$5,175,842.50	\$12,000	0.23%	No	\$1,211,737	30.57%	\$1,180,237	29.54%	35%/05%