



## Interoffice Memorandum

October 11, 2018

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From: Carrie Mathes, Manager, Procurement Division

Contact: Andres Salcedo P.E., Assistant Director, Utilities Department  
407-254-9719

Subject: Award of Invitation for Bids Y19-110-TA, Term Contract for  
Wastewater Gravity Cleaning and CCTV

### ACTION REQUESTED:

Approval to award Invitation for Bids Y19-110-TA, Term Contract for Wastewater Gravity Cleaning and CCTV, to the low responsive and responsible bidder, EnviroWaste Services Group, Inc., in the total contract award amount of \$1,216,851 for the basic year. Further request authorization for the Procurement Division to exercise option years one and two.

### PROCUREMENT:

This contract will be used to perform cleaning and closed circuit televising of wastewater gravity piping systems. As a result, Field Services will be better able to identify areas in need of repair or rehabilitation and affect those repairs before they become a risk to public health and/or property.

### FUNDING:

Funding is available in account number 4420-038-1347-3197.

### APPROVALS:

The Engineering Division and the Business Development Division concur with this recommendation.

### REMARKS:

Eight bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. EnviroWaste Services Group, Inc., has a satisfactory record of performance and is considered responsible. Therefore, award is recommended to EnviroWaste Services Group, Inc.

## Award of Invitation for Bids Y19-110-TA, Term Contract for Wastewater Gravity Cleaning and CCTV

Bid tabulation is as follows:

<b>BIDDERS:</b>		<b>BID AMOUNT:</b>	
EnviroWaste Services Group, Inc.	Basic Year	\$	1,216,851.00
	Option Year 1	\$	1,141,751.00
	Option Year 2	\$	1,066,751.00
	Total Bid Price	\$	3,425,353.00
Flotech Environmental, LLC	Basic Year	\$	1,179,114.26
	Option Year 1	\$	1,179,014.26
	Option Year 2	\$	1,171,514.26
	Total Bid Price	\$	3,529,642.78
National Water Main Cleaning Co.	Basic Year	\$	1,411,600.00
	Option Year 1	\$	1,411,500.00
	Option Year 2	\$	1,411,500.00
	Total Bid Price	\$	4,234,600.00
Atlantic Pipe Services, LLC	Basic Year	\$	1,752,805.00
	Option Year 1	\$	1,752,705.00
	Option Year 2	\$	1,752,705.00
	Total Bid Price	\$	5,258,215.00
Cloud 9 Services, Inc.	Basic Year	\$	2,093,000.00
	Option Year 1	\$	2,092,900.00
	Option Year 2	\$	2,092,900.00
	Total Bid Price	\$	6,278,800.00
Pipetek Infrastructure Services	Basic Year	\$	2,132,100.00
	Option Year 1	\$	2,132,000.00
	Option Year 2	\$	2,132,000.00
	Total Bid Price	\$	6,396,100.00
LMR Construction, Inc.	Basic Year	\$	2,138,050.80
	Option Year 1	\$	2,137,950.80
	Option Year 2	\$	2,137,950.80
	Total Bid Price	\$	6,413,952.40
Vacvision Environmental LLC	Basic Year	\$	2,268,000.00
	Option Year 1	\$	2,267,900.00
	Option Year 2	\$	2,267,900.00
	Total Bid Price	\$	6,803,800.00




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

September 20, 2018

TO: Tracy Attenasio, Senior Contract Administrator  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y19-110-TA, Wastewater Gravity Cleaning and CCTV

The Business Development Division evaluated the 3 lowest bids of the 8 bids submitted for this project and found that the apparent low bidder EnviroWaste Services Group, Inc. did not meet the Orange County MWBE participation goal of 25%. They reported 0% MWBE participation in their bid and provided good faith effort documentation.

The second low bid submitted by Flotech Environmental, LLC did not meet the Orange County MWBE participation goal of 25%. They reported 1.22% MWBE participation in their bid and did not provide good faith effort documentation. Please note the following certified MWBE participation:

HM	Cruz Trucking, Inc.	\$43,200
<b>Total MWBE Participation</b>		<b>\$43,200</b>

The third low bid submitted by National Water Main Cleaning Co. did not meet the Orange County MWBE participation goal of 25%. They reported .18% MWBE participation in their bid and did not provide good faith effort documentation. Please note the following certified MWBE participation:

WF	Flash-Rite, Inc.	\$7,500
<b>Total MWBE Participation</b>		<b>\$7,500</b>

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-Y19-110-TA, Wastewater Gravity Cleaning and CCTV										
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	EnviroWaste Services Group, Inc.	\$3,425,353	\$0	0.00%	Yes					68%/08%
2nd Low	Flotech Environmental, LLC	\$3,529,642.78	\$43,200	1.22%	No	\$104,290	3.04%			100%/0%
3rd Low	National Water Main Cleaning Co.	\$4,234,600	\$7,500	0.18%	No	\$809,247	23.63%	\$704,957	19.97%	33%/05%
4th Low	Atlantic Pipe Services, LLC	\$5,258,215	\$0	0%	No	\$1,832,862	53.51%	\$1,728,572	48.97%	19%/05%
5th Low	Cloud 9 Services, Inc.	\$6,278,800	\$0	0%	No	\$2,853,447	83.30%	\$2,749,157	77.89%	33%/07%
6th Low	Pipetek Infrastructure Services	\$6,396,100	\$0	0%	No	\$2,970,747	86.73%	\$2,866,457	81.21%	0%
7th Low	LMR Construction, Inc.	\$6,413,952.40	\$0	0%	No	\$2,988,599	87.25%	\$2,884,310	81.72%	33%/5%
8th Low	Vacvision Environmental LLC	\$6,803,800	\$30,000	0.44%	No	\$3,378,447	98.63%	\$3,274,157	92.76%	22%/0%