



October 9, 2018

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From: Carrie Mathes, Manager, Procurement Division

Contact: Troy Layton, B.C.E.E., Manager, Field Services Division
407-254-9794

Subject: Award of Invitation for Bids Y18-1125-PD, Stainless Steel Pipe and Fittings

ACTION REQUESTED:

Approval to award Invitation for Bids Y18-1125-PD, Stainless Steel Pipe and Fittings, to the sole responsive and responsible bidder, Ferguson Waterworks, in the estimated contract award amount of \$300,000 for a 1-year term. Further request authorization for the Procurement Division to renew the contract for four additional 1-year terms.

PROCUREMENT:

This contract will provide stainless steel pipes and fittings to be ordered on an as needed basis for various projects throughout the County.

APPROVALS:

The Field Services and Business Development Divisions concur with this recommendation.

REMARKS:

One bid was received in response to this Invitation for Bids and was evaluated for responsiveness, responsibility, and price based on a representative sample of the most frequently utilized items. The solicitation included eight items and bids were based on a discount from the manufacture's price list. A sample size of five of the most commonly used items was used for the bid evaluation. The evaluation determined pricing was at or below prior contract pricing. Since only one bid was received staff negotiated with Ferguson Waterworks. The negotiations resulted in an additional 2% discount from the published price list for stainless steel pipe. The additional discount changed the overall average discount offered by Ferguson Waterworks to approximately 62% from their published price list.

Therefore, the negotiated discount is considered reasonable. To ensure an open and competitive bid process, the Invitation for Bids was posted on the Orange County website. A query to potential bidders resulting in the following responses:

- a. Chatham Steel could not provide the required material.
- b. Hayes Pipe declined to respond to the inquiry.
- c. Consolidated Pipe and Supply could not provide the required materials.

The Field Services Division is responsible for the operation and maintenance of over 700 sanitary sewer pumping stations within Orange County. It is our responsibility to keep the pumping stations in top condition, providing the populace of Orange County with a cost effective and durable waste water transmission system.

Due to the nature of the product conveyed, these pumping stations must deal with constant wet and corrosive environments which often times leads to deterioration of appurtenances contained within the pump structure. The materials contained in this bid will provide long lasting protection against corrosion and advanced deterioration, reducing maintenance and rehabilitation costs. Additionally, this product meets the minimum requirements listed in the Orange County Utilities Standards and Specifications Manual.

Vendors that supply stainless steel pipe and fittings are not as bountiful as vendors that sell various other types of pipes composed of other materials. The Utilities Field Services Division does not feel there is any restrictive element to this bid nor could we discern anything that would or will prevent competitive bidding now or in the future.




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 1, 2018

TO: Perry Davis, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y18-1125-PD, Stainless Steel Pipe and Fittings

The Business Development Division evaluated the 1 **bid** submitted for this project and found that the **bidder is not** an Orange County Certified Minority Women Business Enterprises. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division

