



November 7, 2018

To: Mayor Jerry L. Demings  
and the Board of County Commissioners

From: *Com* Carrie Mathes, Manager, Procurement Division

Contact: Marc Cannata, Manager, Convention Center, Capital  
Planning Division  
(407) 685-5953

Subject: Award of Invitation for Bids Y19-708-JS, Orange County Convention Center  
North/South Building Smoke Control Upgrades

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-708-JS, Orange County Convention Center North/South Building Smoke Control Upgrades, to the low responsive and responsible bidder, Comelco, Inc., in the total contract award amount of \$5,383,519, inclusive of the bid additive.

PROCUREMENT:

The project consists of the separation of the existing smoke control system components from the existing building automation system. The main objective is the simplification of the smoke control zones and sequence of operation. Several existing doors will be modified to accommodate make-up airflow into the main hall area and approved door hardware for smoke control operations. The existing systems airflows and exhaust locations are not intended to be changed. New firefighter smoke control panels and all additional required devices for monitoring and control of smoke equipment are to be installed. The bid additive consists of the integration and decommissioning of the existing fire alarm and building automation system, ensuring that the existing Simplex fire alarm system properly integrates all existing and new devices with the new firefighters smoke control system, no matter the manufacturer. This project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0965-18-6210.

APPROVALS:

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

Award of Invitation for Bids Y19-708-JS, Orange County Convention Center North/South  
Building Smoke Control Upgrades  
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**REMARKS:**

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

**BIDDERS:**

**BID AMOUNT:**

Comelco, Inc.

Base Bid:	\$5,113,118
Additive:	<u>\$270,401</u>
Total Bid:	\$5,383,519

Wharton-Smith, Inc.

Base Bid:	\$5,932,690
Additive:	<u>\$302,665</u>
Total Bid:	\$6,235,355



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

November 2, 2018

TO: Jacqueta Scott, Senior Contract Administrator  
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator *DW*  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y19-708-JS / OCCC North/South Building Smoke Control System Upgrades – Base Bid + Additive #1**

The Business Development Division evaluated the 2 bids submitted for this project and found the apparent low bidder Orange County MWBE firm Comelco, Inc. is bidding as a prime. Therefore, Comelco, Inc. is required to self-perform no less than 51% of the contract per Sec. 17-321 in the MWBE Ordinance. In the event this requirement is not achieved, other MWBE's will have to be included to achieve the 25% MWBE goal. Comelco, Inc. reported self-performing only 10.87%. They reported 0% other MWBE participation in their bid and did not achieve good faith effort documentation. Please note the following certified MWBE participation:

Mbe-hm	Comelco, Inc.	\$585,282.72
<b>Total MWBE Participation</b>		<b>\$585,282.72 (10.87%)</b>

The second low bid submitted by Wharton-Smith, Inc. did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

None of the bids were within the MWBE sliding scale range to be awarded this contract over the low bidder.

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: Sheena Ferguson, Manager, Business Development Division

*Sheena Ferguson*

**BID COMPARISON - BASE BID + ADDITIVE #1****Y19-708-JS / OCCC North/South Building Smoke Control System Upgrades**

Rank	Bidder	Bid Amount	Prime MWBE \$'s in the Bid	Sub-contractor MWBE \$'s in Bid	% Prime MWBE self- performing (Goal 51%)	% Sub- contractor M/WBE (Goal 25%)	Total MWBE %	GFE	\$ Over Low Bid	% Difference From Low Bid (3%)	EEO % M / W
Low Bid	Cornelco, Inc. [mbe-hm]	\$5,383,519	\$585,282.72	\$0	10.87%	0%	10.87%	no			46/0
2nd Low	Wharton-Smith, Inc.	\$6,235,355	\$0.00	\$0	0.00%	0%	0.00%	no	\$851,836.00	15.82%	33/13