



March 12, 2019

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

From: Carrie Mathes, Manager, Procurement Division

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

Subject: Award of Invitation for Bids Y19-730-JS, Orange County Convention Center
Chapin Theater Audio Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-730-JS, Orange County Convention Center Chapin Theater Audio Replacement, to the low responsive and responsible bidder, Pro Sound, Inc., in the total contract award amount of \$916,107.

PROCUREMENT:

The project consists of replacing the existing theater sound system in its entirety, including a permanent install of all audio headend, speakers, racks, power transformer, panel boards, and structural support. This project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0966-33-6210.

APPROVALS:

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

REMARKS:

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

BIDDERS:

Pro Sound, Inc.
LMG, LLC
BCI Integrated Solutions

BID AMOUNT:

\$ 916,107.00
\$ 980,263.65
\$1,030,860.00



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

March 7, 2019

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: **Y19-730-JS / Orange County Convention Center Chapin Theater Audio Replacement**

The Business Development Division evaluated the 3 bids submitted for this project and found that the apparent low bidder Pro Sound, Inc. did not achieve good faith effort documentation. While the low bidder reported \$229,027 in MWBE participation, they did not specify the work to be performed on attachment C-2. Therefore, the MWBE participation could not be confirmed.

The second low bid submitted by LMG, LLC did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

The third low bid submitted by BCI Integrated Solutions 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**Y19-730-JS / Orange County Convention Center Chapin Theater Audio Replacement**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO % M / W
Low Bid	Pro Sound, Inc.	\$916,107.00	\$0	0.00%	no					18/8
2nd Low	LMG, LLC	\$980,263.65	\$0	0.00%	no	\$64,156.65	7.00%			0/0
3rd Low	BCI Integrated Solutions	\$1,030,860.00	\$0	0.00%	no	\$114,753.00	12.53%	\$50,596.35	5.16%	0/0