



Interoffice Memorandum

April 1, 2019

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

FROM: ~~CM~~ Carrie Mathes, Manager, Procurement Division

CONTACT: Michael J. Drozeck, P.E., CFM, Manager, Stormwater Management Division
(407) 836-7945

SUBJECT: Award of Invitation for Bids Y18-1107-AH, Fence Installation and Repair

ACTION REQUESTED:

Approval to award Invitation for Bids Y18-1107-AH, Fence Installation and Repair, to the low responsive and responsible bidder, Fence Direct, Inc. in the estimated contract award amount of \$2,825,990 for a 1-year term. Further request authorization for the Procurement Division to renew the contract for an additional four 1-year terms.

PROCUREMENT:

The contract furnishes all labor, materials, and appurtenances necessary for the repair of existing fences, removal and replacement of existing fences (including disposal), or installation of new fencing systems throughout various locations within Orange County. The Stormwater Management Division is the primary user for this contract; however, other County departments are authorized to use this contract for their fencing installation and repair needs.

FUNDING:

Funding is available in account number 1142-072-3087-3816 and 1004-072-3087-3816.

APPROVALS:

The Stormwater Management Division and the Business Development Division concur with this request.

REMARKS:

Four bids were received in response to this Invitation for Bids and were evaluated for price, responsiveness, and responsibility. Upon evaluation, Fence Direct, Inc. was determined to be the low responsive and responsible bidder. KMG Fence, LLC and All-Rite Fence Services, Inc. were deemed non-responsible as their bid failed to meet all the submission requirements pertaining to the Qualifications of Bidders. Chapco Fence, LLC was deemed non-responsive as their bid was lacking acknowledgement of addenda and their Bid Response Form was not inclusive of all the bid line items.

A timely protest was filed by KMG Fence, LLC. A protest review was conducted by the Procurement Manager who denied the protest. No appeal was received.

The bid received from Fence Direct, Inc. is 22% above the engineer's estimate. The department evaluated the bids in conjunction with the estimate originally provided and determined that the prices are reasonable for the services to be provided. An independent estimate was developed based on previous contract pricing and historical data for fence installation. Additionally, the resources of manpower, equipment, and supplies proposed by Fence Direct, Inc. meet the minimum requirements of the solicitation. The staff and equipment submitted fulfill the contractual requirements.

The bid tabulation is as follows:

Fence Direct, Inc.	\$2,825,990
KMG Fence, LLC	Non-Responsible
All-Rite Fence Services, Inc.	Non-Responsible




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

December 19, 2018

TO: Alina Hernandez Fernandez, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y18-1107-AH, Fence Installation and Repair

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 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

