



## Interoffice Memorandum

April 22, 2019

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

From: Carrie Mathes, Manager, Procurement Division

Contact: Andres Salcedo P.E., Assistant Director, Engineering Division  
407-254-9719

Subject: Award of Invitation for Bids Y19-735-TA, Gravity System  
Improvements Package 15, 19, 20, 21, 22

### ACTION REQUESTED:

Approval to award Invitation for Bids Y19-735-TA, Gravity System Improvements Package 15, 19, 20, 21, 22, to the low responsive and responsible bidder, Hinterland Group, Inc., in the estimated award amount of \$2,571,471.

### PROCUREMENT:

This project consists of furnishing and installing 75,855 linear feet of cured in place pipe (CIPP) lining of 8-inch gravity main; CIPP lining 7,199 linear feet of 10-inch gravity main; CIPP lining of 4,054 linear feet of 12-inch gravity main; CIPP lining 2,144 linear feet of 15-inch gravity main; and CIPP lining of service laterals and installation of service cleanouts. The CIPP lining will result in increased structural integrity, extend the useful life of the system, and reduce unscheduled maintenance due to emergency repair calls. This project is located in Districts 3, 5, and 6.

### FUNDING:

Funding is available in account number 4420-038-1500-6340.

### APPROVALS:

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

### REMARKS:

Seven bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Institutorm Technologies, LLC were determined non-responsive for failure to provide correct bid schedule. Hinterland Group, Inc. has a satisfactory record of performance and is considered responsible. Therefore, award is recommended to Hinterland Group, Inc.

The bid tabulation is as follows:

<b><u>Bids Received</u></b>	<b><u>Estimated Bid Amount</u></b>
Hinterland Group, Inc.	\$2,571,471.00
Miller Pipeline, LLC	\$2,741,456.80
Lanzo Trenchless Technologies South	\$2,965,273.98
LMR Construction, Inc.	\$3,170,415.98
American Infrastructure Technologies Corporation	\$3,747,100.00
Granite Inliner, LLC	\$6,032,463.00
Instituform Technologies, LLC	Non-Responsive



**BUSINESS DEVELOPMENT DIVISION**

April 22, 2019

TO: Tracy Attenasio, Senior Contract Administrator  
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: Y19-735-TA / Gravity System Improvements Packages 15,19,20,21,22**

The Business Development Division evaluated the 3 lowest bids of the 6 bids submitted for this project and found that the apparent low bidder Hinterland Group, Inc. did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

The second low bid submitted by Miller Pipeline, LLC did not achieve good faith effort documentation. While the second low bidder reported \$58,575 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 third low bid submitted by Lanzo Trenchless Technologies South 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

BID COMPARISON										
Y19-735-TA / Gravity System Improvements Packages 15,19,20,21,22										
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	Hinterland Group, Inc.	\$2,571,471.00	\$0	0%	no					58/12
2nd Low	Miller Pipeline, LLC	\$2,741,456.80	\$0	0%	no	\$169,985.80	6.61%			14/3
3rd Low	Lanzo Trenchless Technologies South	\$2,965,273.98	\$0	0%	no	\$393,802.98	15.31%	\$223,817.18	8.16%	48/2
4th Low	LMR Construction, Inc.	\$3,170,415.98	\$0	0%	no	\$598,944.98	23.29%	\$428,959.18	15.65%	100/0
5th Low	American Infrastructure Technologies Corporation	\$3,747,100.00	\$0	0%	no	\$1,175,629.00	45.72%	\$1,005,643.20	36.68%	15/7
6th Low	Granite Inliner, LLC	\$6,032,463.00	\$0	0%	no	\$3,460,992.00	134.59%	\$3,291,006.20	120.05%	21/6