



Interoffice Memorandum

August 12, 2019

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

FROM: Carrie Mathes, Manager, Procurement Division

CONTACT: Dustin Putney-Hoke, Field Services Supervisor, Utilities Field Services
407-836-6822

SUBJECT: Award of Invitation for Bids Y19-1042-TJ, Weed Control Services for the
Orange County Pump Stations

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-1042-TJ, Weed Control Services for the Orange County Pump Stations, to the low responsive and responsible bidder, Bio-Tech Consulting, Inc., in the estimated contract award amount of \$204,799.68 for a 3-year base period. Further request authorization for the Procurement Division to renew the contracts for option years one and two.

PROCUREMENT:

The contract will provide necessary personnel and herbicides to effectively control indigenous and non-indigenous weeds at pump station sites for safety of personnel and keeping sites aesthetically pleasing.

FUNDING:

Funding is available in account number 4420-038-1347-3810.

APPROVALS:

The Utilities Field Services Division and the Business Development Division concur with this request.

REMARKS:

Five bids were received in response to this Invitation for Bids and were evaluated for price, responsiveness, and responsibility. The bid received from Bio-Tech Consulting, Inc. is 8.5% lower than the engineer's estimate. Bio-Tech Consulting, Inc. has a satisfactory record of performance and responsibility with resources, equipment, and work force to meet the requirements of this contract. Therefore, contract award is recommended to Bio-Tech Consulting, Inc.

Award of Invitation for Bids Y19-1042-TJ Weed Control Services for the Orange County
Pump Stations

The bid tabulation is as follows:

| VENDORS | ESTIMATED 3-Yr TOTAL BID (Lots 1, 2, and 3) |
|---|--|
| Bio-Tech Consulting, Inc. | \$ 204,799.68 |
| Aristocuts Lawn & Garden Services, Inc. | \$ 356,052.00 |
| Rockhopper Services, Inc. | \$ 522,299.34 |
| Airboat Addicts, Inc. | \$1,164,276.07 |
| D3 Enviroscope, LLC | \$1,592,178.00 |




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 28, 2019

TO: Todd Jackson, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y19-1042-TJ, Weed Control Services for the Orange County Pump Stations

The Business Development Division evaluated the **five bids** submitted for this project. Two of the bidders are Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening at least ten firms were certified at the prime level in the scope of service. The **two** Orange County Certified Minority/Women Business Enterprise bidders **were not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. 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



BID COMPARISON

Y19-1042-TJ, Weed Control Services for the Orange County Pump Stations

| Rank | Bidder | Bid Amount | \$ Over Low Bid | % Difference From Low Bid (7%) | \$ Over 2nd Low Bid | % Difference From 2nd Low Bid |
|---------|--|----------------|-----------------|--------------------------------|---------------------|-------------------------------|
| Low Bid | Bio-tech Consulting, Inc. | \$204,799.68 | | | | |
| 2nd Low | Aristocuts Lawn & Garden Services, Inc. (WF) | \$356,052 | \$151,252 | 73.85% | | |
| 3rd Low | Rockhopper Services, Inc. | \$522,299.34 | \$317,500 | 155.03% | \$166,247 | 46.69% |
| 4th Low | Airboat Addicts, Inc. | \$1,164,276.07 | \$959,476 | 468.50% | \$808,224 | 227.00% |
| 5th Low | D3 Enviroscope, LLC (AFAM) | \$1,529,178 | \$1,324,378 | 646.67% | \$1,173,126 | 329.48% |