



## Interoffice Memorandum

August 13, 2019

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

FROM: Carrie Mathes, Manager, Procurement Division

CONTACT: Christian Zuver, MD, EMS Medical Director, EMS/Office of the Medical Director  
407-836-7606

SUBJECT: Award of Invitation for Bids Y19-630-SW, Functional Needs Cots for Person with Special Needs

### ACTION REQUESTED:

Approval to award Invitation for Bids Y19-630-SW, Functional Needs Cots for Person with Special Needs, to the sole responsive and responsible bidder, Tube Enterprises, Inc. dba Integrity Medical Solutions, Inc., in the total estimated contract award amount of \$266,250.

### PROCUREMENT:

This contract will provide functional needs cots and accessories, increasing the available inventory for County use.

### FUNDING:

Funding is available in account 0001-060-2410-4123.

### APPROVALS:

The EMS/Office of the Medical Director and the Business Development Division concur with this recommendation.

### REMARKS:

One bid was received in response to this Invitation for Bids and was evaluated for responsiveness, responsibility, and price reasonableness.

The scope of work for this solicitation requires the bidder to provide 675 functional needs cots, associated storage racks, and protective dust covers for the Persons with Special Needs program.

Award includes materials, delivery, and off loading at an Orange County EMS warehouse.

Award of Invitation for Bids Y19-630-SW, Functional Needs Cots for Person with Special Needs

Staff determined the bid price of Tube Enterprise Inc. dba Integrity Medical Solutions Inc. is reasonable based on comparison to equivalent models listed on the market. The sole bidder, Tube Enterprises, Inc., dba Integrity Medical Solutions, Inc., meets all specifications and other requirements of the solicitation. Therefore, recommendation for award is made to Tube Enterprises, Inc., dba Integrity Medical Solutions, Inc.

To ensure an open and competitive bid process, the Invitation for Bids was posted on the Orange County website. A query to potential bidders that declined to compete on this project resulted in the following findings:

All Things First Aid: Did not respond to query.

Alliance Manufacturing Group: Could not meet specifications.

Penn Care, Inc.: Unaware that her firm did not submit a bid for this project. She can only surmise that her firm would not bid against the manufacturer.

ProPac, Inc.: Could not meet specifications.

SafetyStore: Did not respond to query.

VeriCor LLC: Unable to compete against the manufacturer.

Bid tabulation is as follows:

Bidder:	Bid Total
Tube Enterprises, Inc., dba Integrity Medical Solutions, Inc.	\$ 266,250




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

August 28, 2019

TO: Sherry Wooten, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y19-630-SW, Functional Needs Cots for Persons with Special Need

The Business Development Division evaluated the **one bid** submitted for this project. **The bidder** is not an Orange County Certified Minority/Women Business Enterprise (M/WBE) firm. At the time of bid opening, there was no M/WBE availability in the scope of service. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division

