

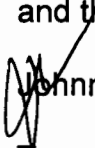


APPROVED
BY ORANGE COUNTY BOARD
OF COUNTY COMMISSIONERS

NOV 03 2015 NP/BS

October 12, 2015

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From:  Johnny M. Richardson, Manager, Procurement Division

Contact: Terry Devitt, Assistant Director, Orange County Convention
Center, 407- 685-9867

Subject: Award of Invitation for Bids Y15-7016-MM, Orange County Convention
Center Phases I – V Audio Head End Equipment Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y15-7016-MM, Orange County Convention Center Phases I – V Audio Head End Equipment Replacement, to the low responsive and responsible bidder, Pro Sound, Inc., for the total contract award amount of \$1,960,592, including Additive Bid Items 1 and 2. Additive Bid Item No. 1 provides for exterior ceiling speakers. Additive Bid Item No. 2 provides for speakers in Hall D.

PROCUREMENT:

The project includes replacement of the entire Orange County Convention Center's Audio Paging and Background Music Head End, including the following: replacement of all the amplifiers in the West building, and equipment replacement of all audio switching and processing equipment in both the West building and the North/South buildings. This work includes re-wiring the current audio racks to facilitate the new design and equipment, replacement of all wall-mounted volume controls in both buildings, producing and programming a new control interface for the head end, and providing a complete and functional redundant data system. The project is located in District 6.

FUNDING:

Funding is available in account number 4430 035 0960 6210.

APPROVALS:

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

REMARKS:

Two bids were received. There is an 11% difference between the bid of Pro Sound, Inc. and the next low bidder, Audio Fidelity Communications Corp. However, staff evaluation determined that Pro Sound, Inc.'s bid was fair and within current market value. Therefore, award is recommended to Pro Sound, Inc.

Bids Received:

Bid Amount:

Pro Sound, Inc.	\$1,674,864.00
Additive #1:	\$ 47,143.00
Additive #2:	\$ 238,585.00
Total:	\$1,960,592.00

Audio Fidelity Communications Corp.	\$1,928,532.26
Additive #1:	\$ 72,372.30
Additive #2:	\$ 184,154.25
Total:	\$2,185,058.81



BUSINESS DEVELOPMENT DIVISION

October 22, 2015

TO: Marsha Mussori, Senior Contract Administrator
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation (Revised)

PROJECT: **Y15-7016-MM / Orange County Convention Center Phases I-V Audio Head End Equipment Replacement + Additive 1 and Additive 2**

The Business Development Division evaluated the 2 bids submitted for this project and found that the apparent low bidder Pro Sound, Inc. did not achieve good faith effort documentation and reported 23.46% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-hm	Comelco, Inc.	\$426,687
Wbe-wf	P. Jackson Enterprises, Inc.	\$33,230.50
Total MWBE Participation		\$459,917.50 (23.46%)

The second low bid submitted by Audio Fidelity Communications Corp. 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 - ADDITIVES 1 and 2

IFB-Y15-7016-MM / Orange County Convention Center Phases I-V Audio Head End Equipment 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.	\$1,960,592.00	\$459,917.50	23.46%	no					12/6
2nd Low	Audio Fidelity Communications Corp.	\$2,185,058.81	\$0.00	0.00%	no	\$224,466.81	11.45%			17/16