



Interoffice Memorandum

APPROVED BY ORANGE
COUNTY BOARD OF COUNTY
COMMISSIONERS

January 27, 2016 BCC Mtg. Date: Feb. 16, 2016

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From: *Edw for* Johnny M. Richardson, Manager, Procurement Division

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

Subject: Award of Invitation for Bids Y16-722-MM, Orange County
Convention Center North / South Building CCTV System
Upgrade

ACTION REQUESTED:

Approval to award Invitation for Bids Y16-722-MM, Orange County Convention Center North / South Building CCTV System Upgrade, to the low responsive and responsible bidder, American Systems Corporation, for the total contract award amount of \$1,248,681 which includes additive bid item 1.

PROCUREMENT:

This scope of work includes but is not limited to upgrading of the existing CCTV Security and Surveillance Camera System to include installation of owner supplied cameras and network switches and infrastructure support such as IDF's (Intermediate Distribution Frames) and cat 6 cabling and testing to provide a fully functioning system. The base bid provides the CCTV System for the North Building and the additive bid provides the CCTV System for the South Building. The project location is in District 6.

FUNDING:

Funding is available in account number 4430 035 0965 6210.

APPROVALS:

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

REMARKS:

Four bids were received. American Systems Corporation achieved the MWBE goal with 54.64% participation. American Systems Corporation has a satisfactory record of performance and has been determined responsible. Therefore, award is recommended to American Systems Corporation.

American Systems Corporation	\$704,287
Additive Bid Item 1	\$544,394
Total:	\$1,248,681

Tyco Integrated Security, LLC	\$849,528
Additive Bid Item 1:	\$537,172
Total:	\$1,386,700

Structured Cabling Solutions, Inc.	\$874,069.69
Additive Bid Item 1	\$720,555.25
Total:	\$1,594,624.94

Becker Communications, Inc.	\$962,749
Dbc BCI Integrated Solutions	\$858,874
Additive Bid Item 1	\$858,874
Total:	\$1,821,623



BUSINESS DEVELOPMENT DIVISION

January 27, 2016

TO: Marsha Mussori, Senior Contract Administrator
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y16-722-MM / Orange County Convention Center North/South Building
CCTV System Upgrade – Additive Bid**

The Business Development Division evaluated the 3 lowest bids of the 4 bids submitted for this project and found that the apparent low bidder American Systems Corporation met the MWBE participation goal and reported 54.64% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-am	Power Engineering Group	\$682,286
Total MWBE Participation		\$682,286.00 (54.64%)

The second low bid submitted by Tyco Integrated Security met the MWBE participation goal and reported 49.20% MWBE participation in their bid.

The third low bid submitted by Structured Cabling Solutions, Inc. met the MWBE participation goal and reported 25% 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 - ADDITIVE

IFB-Y16-722-MM / Orange County Convention Center North/South Building CCTV System Upgrade

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	American Systems Corporation	\$1,248,681.00	\$682,286.00	54.64%	na					11/19
2nd Low	Tyco Integrated Security, LLC	\$1,386,700.00	\$682,286.00	49.20%	na	\$138,019.00	11.05%			26/14
3rd Low	Structured Cabling Solutions, Inc.	\$1,594,624.94	\$398,656.24	25.00%	na	\$345,943.94	27.70%	\$207,924.94	14.99%	61/5
4th Low	Becker Communications, Inc. dba BCI Integrated Solutions	\$1,821,623.00	\$909,714.00	49.94%	na	\$572,942.00	45.88%	\$434,923.00	31.36%	0/0