



Interoffice Memorandum

APPROVED BY ORANGE
COUNTY BOARD OF COUNTY
COMMISSIONERS

BCC Mtg. Date: May 24, 2016

April 21, 2016

To: Mayor Teresa Jacobs and the Board of County Commissioners

From: *CW* Carrie Woodell, Acting Manager, Procurement Division

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

Subject: Award of Invitation for Bids Y16-749-MM, Orange County Convention Center North/South Building Wayfinding and Advertising System

ACTION REQUESTED:

Approval to award Invitation for Bids Y16-749-MM, Orange County Convention Center North/South Building Wayfinding and Advertising System, to the low responsive and responsible bidder, Pillar Construction Group, LLC, for the total contract award amount of \$880,000.

PROCUREMENT:

The project scope includes the fabrication and installation of 11 ceiling mounted digital wayfinding and advertising units, each to house 16 digital TV monitors and 22 network cameras at the North/South Building at the Orange County Convention Center. The project includes fabrication of the sign enclosure structures, as well as electrical and data connections, structural support, and system testing. Additionally, the fabrication and installation of 24 floor-mounted non-digital display wayfinding units with lighting features is included in the project scope. The signage project will assist guests in finding their way throughout the buildings and will allow clients a method to advertise. The project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0965-6210.

APPROVALS:

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

REMARKS:

Two bids were received. Pillar Construction Group, LLC was the low bidder. There was a 12.8% price difference between Pillar Construction Group, LLC and the next low bidder, Axios Construction Services, LLC. However, staff's evaluation determined that Pillar Construction Group, LLC's bid was fair and within current market value compared to similar projects.

Y16-749-MM

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Pillar Construction Group, LLC, has a satisfactory record of performance and has been determined responsible. Therefore, award is recommended to Pillar Construction Group, LLC.

Bids Received:

Pillar Construction Group, LLC
Axios Construction Services, LLC

Base Bid:

\$ 880,000.00
\$ 1,000,399.36



BUSINESS DEVELOPMENT DIVISION

April 7, 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: **Y16-749-MM / Orange County Convention Center North/South Building
Wayfinding and Advertising System**

The Business Development Division evaluated the 2 bids submitted for this project and found that the apparent low bidder Pillar Construction Group, LLC did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

The second low bid submitted by Orange County MWBE firm Axios Construction Services, LLC met the MWBE participation goal and reported 90.40% 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

IFB-Y16-749-MM / Orange County Convention Center North/South Building Wayfinding and Advertising System										
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	Pillar Construction Group, LLC	\$880,000.00	\$0	0.00%	no					16/16
2nd Low	Axios Construction Services, LLC [mbe-afam]	\$1,000,399.36	\$904,346	90.40%	na	\$120,399.36	13.68%			71/29