

**INDIAN RIVER COUNTY  
OFFICE OF MANAGEMENT AND BUDGET  
PURCHASING DIVISION**

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**DATE:** June 21, 2019

**TO:** BOARD OF COUNTY COMMISSIONERS

**THROUGH:** Jason E. Brown, County Administrator  
Kristin Daniels, Budget Director

**FROM:** Jennifer Hyde, Purchasing Manager

**SUBJECT:** Ranking of Firms for RFP 2019056 – Annual Contract for Motor and Pump Repair

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**BACKGROUND:**

On behalf of the Department of Utility Services, Requests for Proposals (RFPs) were solicited to establish firm fixed pricing for inspection, evaluation and repair of various types of pumps, fans and motors utilized throughout the utility. The Department has been utilizing various piggyback contracts, but determined it would be more advantageous to have one or more vendors under direct contract. The term of award is three years at the same rates and terms, with the option of two additional one-year renewals.

**RFP RESULTS:**

|                             |  |
|-----------------------------|--|
| Advertising Date:           | April 17, 2019   |
| RFP Opening Date:           | May 15, 2019   |
| Solicitation Broadcast to:  | 193 Subscribers (DemandStar)/157 Subscribers (Vendor Registry through <a href="http://www.ircgov.com">www.ircgov.com</a> ) |
| RFP Documents Requested by: | 65 Firms (11 Demandstar/54 Vendor Registry)  |
| Replies:                    | 4 Firms  |

**ANALYSIS:**

A selection committee comprised of John Boyer, P.E., Utilities Engineer, Terry Southard, Utility Operations Manager, Sean McFarland, Assistant Utility Operations Manager, Rich Meckes, Wastewater Plant Superintendent and Jerry Miller, Collection Supervisor independently evaluated and scored the received proposals in accordance with the RFP document and Purchasing Manual. Evaluation criteria included qualifications of the firm, qualifications of the project team, references, location, responsiveness, pricing and completeness of proposal. These scores were compiled by the committee and an overall initial ranking of firms developed. After discussions, the committee declared the initial ranking of firms to be final:

|    | Proposing Firm         | Location        |
|----|------------------------|-----------------|
| 1. | Florida Armature Works | Kissimmee       |
| 2. | Kaman Industries       | West Palm Beach |
| 3. | Tampa Armature Works   | Orlando         |
| 4. | Barney's Pumps         | Lakeland        |

Staff is prepared to begin negotiations with the two top ranked firms and bring final agreements to the Board at a meeting in the near future.

**FUNDING:**

Pricing proposed and scored at a value of 5 points out of 100, is shown in the table below.

|    | Scope                    | Florida Armature Works | Kaman Industries | Tampa Armature Works | Barney's Pumps |
|----|--------------------------|------------------------|------------------|----------------------|----------------|
| 1. | Trailer Service          | \$0/hr                 | \$60/hr          | \$0/hr               | \$80/hr        |
| 2. | Crane Service            | \$100/hr               | \$60/hr          | \$0/hr up to 6 ton   | \$250/hr       |
| 3. | Mechanic Labor           | \$35/hr                | \$30/hr          | \$45/hr              | \$105/hr       |
| 4. | Mechanic OT Labor        | \$45/hr                | \$60/hr          | \$45/hr              | \$105/hr       |
| 5. | Machinist Labor          | \$40/hr                | \$30/hr          | \$45/hr              | \$105/hr       |
| 6. | Machinist OT Labor       | \$50/hr                | \$60/hr          | \$45/hr              | \$105/hr       |
| 7. | Tear Down and Inspection | \$0/hr                 | \$0/hr           | \$0/hr               | \$105/hr       |
| 8. | Parts Allowance          | 15%                    | 15%              | 20%                  | 30%            |

In FY 17/18, expenditures on pump and motor repairs were \$99,048. \$17,000.00 is budgeted for the remainder of the current FY, with \$59,533 spent fiscal year to date on repairs. Pricing provided in the two top ranked proposals is similar to what has been historically paid under previous piggyback contracts.

Repairs will be paid from the following accounts, which are funded from water and sewer revenues:

| Account               | Account Desc                                   | Spent FY to date | Estimate for Remainder FY |
|-----------------------|--|------------------|---------------------------|
| 47121836-044690       | WW Treatment Sewage Plant Maintenance          | \$8,927.75       | \$5,000.00                |
| 47121836-044699       | WW Treatment R&R                               | \$5,638.53       |                           |
| 47121936-044610       | Water Production Water Plant Maintenance       | \$6,151.85       |                           |
| 47121936-044650       | Water Production Pumping Equipment Maintenance | \$0              |                           |
| 47121936-044699       | Water Production R&R                           | \$13,036.55      |                           |
| 47123536-044699-02533 | Miscellaneous Sewer R&R                        | \$0              |                           |
| 47126836-044699       | Wastewater Collection R&R                      | \$18,485.12      | \$6,000.00                |
| 47129236-044650       | Spoonbill Pumping Equipment Maintenance        | \$3,493.80       | \$6,000.00                |
| 471-166002            | Utilities – Other Equipment                    | \$3,799.58       |                           |

**RECOMMENDATION:**

Staff recommends the Board approve the committee's final ranking of firms and authorize the Department of Utility Services to negotiate with the two top ranked firms, and subsequent ranked firms, should negotiations with higher ranked firms fail.