



Finance and Administration Services Department

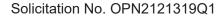
PURCHASING DIVISION

115 S. Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-8535 | broward.org/Purchasing Hours of Operation: Monday through Friday 8:30 a.m. to 5:00 p.m.

AWARD/REJECTION MEMORANDUM

(Complete applicable sections. If not applicable, enter N/A. Do not delete any sections of the form.)

Vendor: ARCONAS CORPORATION Vendor Number: VC00005482 Award: \$305,000.00 Initial Award Amount: \$305,000.00 Potential Award Amount: \$305,000.00 Potential Award Amount: \$305,000.00 Agree to accept P-Cards	RECOMMENDED VENDOR	RECOMMENDATION	RECOMMENDATION					
Vendor: ARCONAS CORPORATION Vendor Number: VC00005482 Award: \$305,000.00 Initial Award Amount: \$305,000.00 Potential Award Amount: \$305,000.00 Agree to accept P-Cards Yes No AWARD JUSTIFICATION Price Analysis Description De	REGOININENDED VERDOR							
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Price Analysis	Award: \$305,000.00	AWARD HISTIFICATION	REJECTED BY THE DIRECTOR OF					
Potential Award Amount: \$305,000.00 Agree to accept P-Cards Yes No Clarification	Initial Award Amount: \$305,000.00	<u> </u>	BASIS OF BEJECTION					
Agree to accept P-Cards Yes No Clarification Waiver* Single bidder: pricing fair/reasonable [include justification]	Potential Award Amount: \$305,000.00		Does not meet specifications:					
#IN ACCORDANCE WITH THE BROWARD COUNTY PROCUREMENT CODE. SECTION 21:30.F.1(c), A MINOR OR NON-SUBSTANTIVE LACK OF CONFORMITY MAY BE CONSIDERED A TECHNICALITY OR IRREGULARITY AND MAY BE WITHOUT OR ITHOUT OR INCIDENCE IN THE APPROPRIATE **SOLICITATION INFORMATION** Requisition No.: AVM0004904 Folder No.: 2121319 Solicitation No.: OPN2121319Q1 **SOLICITATION INFORMATION AND/OR SUMMARY** This is for a restrictive, discount off price list contract with Arconas Corporation for the purchase of seating in Terminal 2 of the Fort Lauderd Hollywood International Airport (FLL) and for the purchase of replacement parts and materials for the existing Arconas Bernu Aero sea Terminals 1, 3 and 4 (FLL) to ensure uniformity and functionality of airport seating. Pass Thu allowance of \$20,000 has been approved for three (3)year initial term for shipping costs. The Risk Management Division waived the Insurance Requirements. In accordance with Section 120.57(5) CATEGORY FIVE: \$325,000. Florida Statute (F.S.) and per House Bill 915 − Commercial Service Air effective October 1, 2020: "The bill subjects commercial service airports to the requirements of Ch. 287, F.S., relating to procurement, purchases of commodities or contractual services exceeding a threshold of \$350,000. Such contracts must use a competitive sealed bid, propor or reply process (unless an exception applies or an immediate danger to the public or other substantial loss to the airport requires emerge action) and must be posted (with confidential information redacted) on the airport website. After an opportunity for public comment, a goven body must a	Agree to accept P-Cards Yes No	Clarification Waiver*	Single bidder: pricing not					
NON-SUBSTANTIVE LACK OF CONFORMITY MAY BE CONSIDERED A TECHNICALITY OR IRREGULARITY AND MAY BE WAIVED BY THE APPROPRIATE AWARD AUTHORITY. Non-responsible (does not he adequate resources to nespecifications): [identify area]		COUNTY PROCUREMENT CODE,	Non-responsive (did not conform to any/all material aspects of solicitation):					
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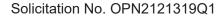


Finance and Administration Services Department

PURCHASING DIVISION

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Short-summary for Sole Source/Sole Brand purchases over \$100,000. In a letter dated March 26, 2018, Arconas Corporation confirmed that they are the exclusive and sole designer, manufacturer, and seller of Bernu/Bernu Aero public seating series and all its accessories. The required due diligence for Sole Source request, Arconas Bernu Aero Replacement Parts was completed through Request for Information (RFI) No. OPN2121319F1. The RFI was posted on June 17, 2020 and opened on June 22, 2020 with only Arconas Corporation responding.					
Jacqueline A. Chapman Chapman Date: 2020.12.16 21:58:23 -05'00'					
Purchasing Agent: Jacqueline Chapman Date					
CHRISTINE CALHOUN CALHOUN Date: 2020.12.17 18:35:17 -05'00'					
Purchasing Manager: Christine Calhoun Date					
SOLICITATION METHOD	SOLICITATION POSTING AND RESPONSES				
☐ Invitation for Bid	Posted on:	September 16, 2020			
☐ Emergency*	Opened on:	September 30, 2020			
⊠ Sole Source*	Number of responses: 1				
⊠ Sole Brand*	Number of declinations: 0				
☐ One Reasonable Source					
☐ Standardized by					
Board: [Insert Date] or					
☐ Director of Purchasing: [Insert Date]					
☐ Piggyback					
*(Sole Source/Sole Brand, Emergency, and Single Bids over \$100,000					
must be added to the monthly activity report to the Board of County Commissioners, and a copy of this Award Memorandum Checklist					
should be uploaded to your final PO or Procurement Contract)					
SOLICITATION TERM AND BASIS OF AWARD	(OESBD)	C AND SMALL BUSINESS DEVELOPMENT			
	_				
(One time procurement) (Initial period & renewals)	OESBD has reviewed this solicitation and this firm is a certified Small Business Enterprise (SBE), and therefore is considered a responsive and responsible bidder under the OESBD provisions				
Initial Term: Three (3) Years					
Number of Option(s) to Renew: 0	of this contract.	·			
Renewal Term(s): 0	☐ Due to no respons	es received from SBE vendors during the			
		s solicitation was re-bid to the open market.			
NOTE: RESULTANT CONTRACT PERIOD FROM THE SOLICITATION TERM	_	were applied to the re-solicitation,			
SHALL BEGIN ON DATE OF AWARD		een designated a sole source/sole brand,			
☐ Low ☐ Responsive ☐ Responsible		e/brand, or emergency procurement by the , therefore, this project is not subject to the			
	OESBD requirements.	, , , , , ,,,			
☐ Single ☐ Split Award* ☐ Multiple Award**		this solicitation and determined it should			
⊠ N/A	be solicited to open ma	arket with no assigned goals.			





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115 S. Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-8535 | broward.org/Purchasing Hours of Operation: Monday through Friday 8:30 a.m. to 5:00 p.m.

Biddei ** Aw	ard by Different Line Item or Different Group to more the r) ard Same Line or Same Group to more than one Bidde ry, Secondary Tertiary, etc.)					
	award/rejection authority memorandum chwing:	ecklist app	proves the posting of	f the Recommendati	ion for Award and the	
a.	☑ In accordance with the Broward County Procurement Code Section 21.14.d, the Director of Purchasing shall approve purchases up to \$400,000, and over \$400,000 and up to \$500,000 jointly with the County Administrator.					
b.	☐ In accordance with the Broward County I more than one bidder has submitted a respon		t Code Section 21.14	.d, award bids up to \$	\$500,000, provided that	
C.	c. In accordance with the Broward County Procurement Code Section 21.14.d, award bids in any amount over \$500,000,contingent upon no bidder has been determined to be non-responsive or non-responsible, no protests have been filed, and more than one bidder has submitted a response, and further provided that no Commissioner has expressed an objection within five (5) days after receiving notice of intended award from the Purchasing Division.					
d.	. In accordance with Broward County Procurement Code Section 21.30.f.3 (b), Rejection After Bid Opening. After any vendor offer is opened, any or all offers may be rejected by the Purchasing Director or designee, includes those bids in which there is only one responsive vendor.					
e.	e. In accordance with the Broward County Procurement Code Section 21.30.F.1(c), a minor or non-substantive lack of conformity may be considered a technicality or irregularity and may be waived by the appropriate award authority. Refer to Recommendation for Award, Award Justification (above).					
f.	. In accordance with the County Administrative Procedures and Procedures, 10.G: Repairs, if a firm fixed price is not available for equipment repair, a unit must be taken to a repair shop for disassembly and determination of repair costs, and repair.					
g.	g. This approval authority is for posting the Recommendation of Award only. Agenda will be submitted for award by the Board of County Commissioners.					
APP	ROVAL AUTHORITY FOR AWARDS		APPROVAL AUTHORITY FOR AWARDS (\$400,001 - \$500,000)			
	APPROVE DISAPPROVE Above Requirements	ND A	APPROVE Per Above Requ	☐ DISAPPRC uirements a.	OVE	
BRENDA BILLINGSLEY Date: 2021.01.07 10:34:05 -05'00'						
Dire	ector of Purchasing E	ate	County Adminis	trator	Date	
	ACHMENTS: iid Tab ☐ OESBD Memo ▷	Using Age	ency Concurrence	☐ Certificate of Ir	nsurance	
☐ Price Analysis ☐ Sole Source ☐ Sole Brand			•	 ☐ Emergency Me	emo	
□ Purchasing Agent Report □ Other: Price List, and Vend				r Letter		

Exhibit 1

ARCONAS

February, 20, 2020

Ft. Lauderdale-Hollywood International Airport

Attn: Lori Vassello

Subject: Arconas Seating Series Bernu Aero

Dear Ms. Vassello,

The purpose of this letter is to provide additional information that may be beneficial for the Ft. Lauderdale-Hollywood International Airport, FL. in your seating procurement.

Arconas is the exclusive and sole designer and manufacturer of the Bernu Aero Public Seating series. By conducting the procurement process directly with Arconas, we guarantee that the Ft. Lauderdale-Hollywood International Airport will benefit from the best possible prices available for this product.

If you have any questions or require additional information, please do not hesitate to contact me at (905) 272-0727 x-318.

Sincerely,

Krista Tapley Sales Director

Stapley

ARCONAS