

Solicitation No. GEN2119730B1



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

7		
RECOMMENDED VENDOR		RECOMMENDATION
	RECOMMENDATION	TO REJECT
Vendor: N/A	FOR AWARD	
Vendor Number: N/A	N/A	Reject IN SECTION 21.30.f.3 (b), AFTER ANY VENDOR BID IS OPENED, ANY OR ALL BIDS MAY BE
Award: \$	AWARD WIGHTING	REJECTED BY THE DIRECTOR OF PURCHASING OR DESIGNEE
Initial Award Amount:	AWARD JUSTIFICATION	Vendor: COCHHBHA ENTERPRISES,
Potential Award Amount:	Price Analysis	INC.
Agree to accept P-Cards	☐ Clarification ☐ Waiver*	Vendor: B & L Service, Inc. d/b/a Yellow Cab
	*IN ACCORDANCE WITH THE BROWARD COUNTY PROCUREMENT CODE,	Vendor: Inktel Contact Center Solutions
	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.	BASIS OF REJECTION  Does not meet specifications: Vendor COCHHBHA ENTERPRISES, INC  Single bidder: pricing not fair/reasonable [include justification] Non-responsive (did not conform to any/all material aspects of solicitation): [identify area] Non-responsible (does not have adequate resources to meet specifications): [identify area] Other Reason: [include justification] **Based on Using Agency's Non-Concurrence:  Section 3.3 Staffing Plan: CONTRACTOR shall submit a Call Center Staffing Plan,
		along with its employee handbook (or equivalent), with the submission of bid;  COCHHBHA ENTERPRISES, INC. did not submit staffing plan and/or handbook with submission of bid.  Vendor Questionnaire #31: Provide at least three (3) individuals, corporations, agencies, or institutions for which your firm has completed work of a similar nature or in which your firm sold similar
		commodities in the past three (3) years.  COCHHBHA ENTERPRISES, INC. did not provide references of similar nature or completed work of similar nature to the requirements of the solicitation.



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<u>Section 3.2 Staffing:</u> - CONTRACTOR shall provide the necessary management and administrative personnel whose expertise will ensure the efficient operation of the Call Center.

\*\*B & L Service, Inc. d/b/a Yellow Cab; Based on current service levels, the submitted staffing lan, it will have 35 Call Takers in year one with 70% full time and 30% part time. This Staffing level is too low to meet the current service levels and will not be sufficient to meet the bid specifications requirement to keep the average hold time at 2.0 minutes.

<u>Section 3.2 Key Management:</u> - Key Management staff for this contract shall include Full-time General Manager, Customer Service / Reservations Supervisor, and Dispatch / Scheduling Supervisor. CONTRACTOR shall submit Key Management staff resumes

\*\*B & L Service, Inc. d/b/a Yellow Cab; Vendor proposed staff that are not dedicated to this contract.

<u>Section</u> 3.3 <u>Staffing Plan:</u> -CONTRACTOR shall develop and maintain a plan detailing staffing levels by job function, job title, full-time or part-time status, salary range, and work shift for all staff assigned to this Contract. CONTRACTOR shall submit a Call Center Staffing Plan, along with its employee handbook (or equivalent), with the submission of bid.

\*\*Inktel Contact Center Solutions; The staffing plan submitted by bidder (pg. 504 of 626) did not meet the requirements. It did not provide salary ranges or work-shift information for staff to determine staff adequacy.

\*\*Inktel Contact Center Solutions; The estimated cost of this solicitation was \$12, 500,000. This was calculated by taking the current cost of services and increasing it by an inflationary percentage. The Bid cost received exceeded the estimates by \$\$4,790,884. Staff could not determine the reasonableness of the price submission from the additional cost details requested.



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SOLICITATION INFORMATION		
Requisition No.: MTD0004603 Folde	r No: 2119730	Solicitation No. GEN2119730B1
Solicitations Title: Call Center Services for Paratransit T	ransportation Services	
Client Agent: Broward County's Paratransit Transportation	on Services	
ADDITIONAL INFORMATION AND/OR SUMMARY: The purpose of this solicitation is to provide a full-service and providing excellent customer care for its Paratransit		
☐ Short-summary for Sole Source/Sole Brand purchase	s over \$100,000.	
Purchasing Agent: Felicia McRae Date: March 3, 2  Purchasing Manager: David Clemente Date: March 3,	DAVID	Digitally signed by FELICIA MCRAE Date: 2020.03.03 12:46:33 -05'00'  Digitally signed by DAVID CLEMENTE Date: 2020.03.03 12:47:15 -05'00'
SOLICITATION METHOD	SOLICITATION POSTIN	IG AND RESPONSES
<ul><li>☑ Invitation for Bid</li><li>☐ Emergency*</li></ul>	Posted on: 10/18/2 Opened on: 10/30/2	019
☐ Sole Source* ☐ Sole Brand*	Number of responses: Number of declinations	
One Reasonable Source	raniber of decimations	3. 0
☐ 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)		



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SOL	CITATION TERM AND E	BASIS OF AWARD	OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT (OESBD)
(C	ixed ne time procurement)	Open-End (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
	Term: [Insert Initial Terr	_	of this contract.
	per of Option(s) to Renev	-	Due to no responses received from SBE vendors during the
	wal Term(s): [Insert Eacl	n Renewal Term]  DD FROM THE SOLICITATION TERM	original solicitation, this solicitation was re-bid to the open market. Per OESBD, no goals were applied to the re-solicitation,
SHALL	BEGIN ON [FILL IN, I.E. DATE O ATION OF CURRENT CONTRACT	F AWARD, DATE AFTER	This project has been designated a sole source/sole brand, reasonable sole source/brand, or emergency procurement by the
	ow Responsive	e Responsible	Director of Purchasing, therefore, this project is not subject to the OESBD requirements.
	ingle Split Award	* Multiple Award**	○ OESBD reviewed this solicitation and determined it should be solicited to open market with no assigned goals.
	/A		
Bidde ** Aw	)	p to more than one Bidder ( i.e.	
Thio	oward/rejection cuther	itu mamarandum ahaakli	st approves the posting of the Recommendation for Award and the
	award/rejection admor	ity illemorandum checkis	st approves the posting of the Neconfinentiation for Award and the
a.			rement Code Section 21.14.d, the Director of Purchasing shall approve up to \$500,000 jointly with the County Administrator.
b.	☐ In accordance with the than one bidder has sub		nent Code Section 21.14.d, award bids up to \$500,000, provided that more
C.	\$500,000,contingent up filed, and more than on	on no bidder has been dete e bidder has submitted a r	rocurement Code Section 21.14.d, award bids in any amount over permined to be non-responsive or non-responsible, no protests have been esponse, and further provided that no Commissioner has expressed an if intended award from the Purchasing Division.
d.		Ill offers may be rejected by	Code Section 21.30.f.3 (b), Rejection After Bid Opening. After any vendor the Purchasing Director or designee, includes those bids in which there is
e.	lack of conformity may b		ment Code Section 21.30.F.1(c), a minor or non-substantive or irregularity and may be waived by the appropriate award authority. ation (above).
f.			ocedures and Procedures, 10.G: Repairs, if a firm fixed price is not not to a repair shop for disassembly and determination of repair costs, and



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	al authority is for posting Commissioners.	the Recommenda	ition of Award only. Agen	da will be submitted for a	award by the
APPROVAL AUTHO	DRITY FOR AWARDS		APPROVAL AUTHO (\$400,001 - \$500,000	PRITY FOR AWARDS	
APPROVE All Above Requirem	DISAPPROVE		APPROVE Per Above Requiren	DISAPPROVE nents a.	
DREINDA	gitally signed by BRENDA LINGSLEY te: 2020.03.03 13:09:20 '00'				
Director of Purchasi	ing	Date	County Administrato	or	Date
ATTACHMENTS:  ☑ Bid Tab	⊠ OESBD Memo	□ Using Ager	ncy Non-Concurrence	□ Certificate of Institute     □ Certificate of Insti	surance
☐ Price Analysis	☐ Sole Source	☐ Sole Brand	i	Emergency Memo	
☐ Purchasing Agen	t Report	Other (SM	RF)		

## Bid #GEN2119730B1 - Call Center Services for Paratransit Transportation Services

Creation Date Sep 30, 2019 End Date Nov 6, 2019 2:00:00 PM EST

Start Date Oct 18, 2019 5:24:05 PM EDT Awarded Date Not Yet Awarded

GEN2119730B101-01 Call Center Service	ces - Prices effectiv	ve up to December 3	1, 2020		
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
B & Service, Inc. d/b/a Yellow Cab	First Offer - \$335.00	7046 / hour	\$2,360,410.00	Υ	Υ
Product Code: 91520 Agency Notes:		Supplier Product Co Supplier Notes: Per to labor: 86		that is a	ttributed
COCHHBHA ENTERPRISES, INC	First Offer - \$345.59	7046 / hour	\$2,435,027.14		Υ
Product Code: 91520 Agency Notes:		Supplier Product Co Supplier Notes: Per to labor: 65%	ode: centage of the price	that is a	ttributed
Inktel Contact Center Solutions	First Offer - \$650.00	7046 / hour	\$4,579,900.00	Υ	Υ
Product Code: 91520 Agency Notes:		Supplier Product Co Supplier Notes: Per to labor: 80.4%		that is a	ttributed

GEN2119730B101-02 Call Center Service	ces - Prices Effectiv	e from January 1, 20	)21		
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
COCHHBHA ENTERPRISES, INC	First Offer - \$355.96	7046 / hour	\$2,508,094.16		Υ
Product Code: 91520 Agency Notes:		Supplier Product Co Supplier Notes: Per to labor: 65%	ode: centage of the price	that is a	ttributed
B & Service, Inc. d/b/a Yellow Cab	First Offer - \$385.00	7046 / hour	\$2,712,710.00		Y
Product Code: 91520 Agency Notes:		to labor: 87 Note the hourly price allows one year. The big The problem with the b blended and the cost pe	is for the 2 & 3 years. The package calls for a price did is that the cost for year hour is less than \$385 or the third year, assuming	ne system e for years ars 2 & 3 a for the se	only 2 & 3. re cond year,
Inktel Contact Center Solutions	First Offer - \$902.00	7046 / hour	\$6,355,492.00	Υ	Υ
Product Code: 91520 Agency Notes:		Supplier Product Co Supplier Notes: Per to labor: 80.4%	ode: centage of the price	that is a	ttributed

## **Supplier Totals**

f COCHHBHA ENTERPRISES, INC \$4,943,121.30 (2/2 items)

Bid Contact Eddie Edwards Address 10238 NW 47TH STREET eddie@thecei.com Sunrise, FL 33351

eddie@thecei.com Ph 954-572-6802 Fax 954-742-5811

						Oddrity C	0111111133101101	3					
Qualification	ns CBE	DBE	MBE	SB	SBE								
Agency No	tes:						Sup	plier No	tes:			Hea Attc	_
f B & Serv	vice, Inc.	d/b/a	Yellov	w Cal	b				\$5,073	3,120.00	(2/2	items)	
Bid Contact		evans	@blse	ervice	einc.com		Addres		Vest Oakla auderdale			vard	
Bid Notes	Note	this p	rice is	fory	ears 1 &	2. The price	e for year	r 3 is an	additiona	al \$27127	710.00	).	
Agency No	tes:						Note 1	-	is for years \$2712710.		e price	for year	Head Attch
f Inktel Co	ontact Ce	enter	Solutio	ons				\$10,9	35,392.00	(2/2 it	ems)		
Bid Contact	Rose Zo christine Ph 305-	e.guzı	_	inkte	el.com		Addre		NW 88th arac, FL 3				
Agency No	tes:						Supp	lier Note	es:		ļ	Head A	ttch:



TO: Felicia McRae, Purchasing Agent Senior **Purchasing Division** FROM: Moji Oderinde, Senior Contracts/ Grants Administrator **Broward County Transit Division** SUBJECT: Solicitation No.: GEN2119730B1 Call Center Services for Paratransit Transportation Services Recommended Vendor: B & L Service, Inc. Recommended Group(s)/Line Item(s): All Initial Award Amount: \$7,785,830.00 Potential Total Amount: \$13,211,250.00 Initial Contract Term: Three Years Contract Term, including Renewals: Five Years **CONCURRENCE:** The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility. I  $\square$  have reviewed all documents including the Vendor Questionnaire and after careful evaluation. I concur with recommendation for award to the Vendor. FINANCIAL BACKGROUND/D & B REPORT: (check one) ☐ I am satisfied with the Vendor's financial background and/or rating and payment performance. ■ Not applicable Provide explanation if choosing this option LITIGATION HISTORY: (check one) ☐ I have reviewed the Litigation History Form and there is no issue of concern. Refer to additional information from the Office of the County Attorney to address an issue/concern. PAST PERFORMANCE: (check all that apply) I have reviewed the Vendor's past Performance Evaluations in Contracts Central and: Vendor received an overall rating ≥ 2.59 on all evaluations. No evaluations within the past three years contained any items rated a score of 2 or less.  $\square$  Vendor received a rating  $\leq 2.59$  on an evaluation(s). Refer to additional information.  $\square$  Vendor received a score of  $\leq 2$  on an individual item(s). Refer to additional information. Past evaluations are not relevant to the scope of this contract. □ No past Performance Evaluations exist in Contracts Central. AND Reference Verification Forms are attached. OR Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$50,000 and the Vendor has a Performance Evaluation within the past three years. **NON-CONCURRENCE:** I do not concur. Detailed reason for non-concurrence is attached. TITLE: TYPED NAME OF SIGNER: (Individual authorized to administer the contract.) SIGNATURE:

## **GEN2119730B1 – Call Center Bid Review**

Reasons for Non-Concurrence.

- The bid specifications were defined to have "Full-time" Key Management staff (Section 3.2).
  - Vendor proposed staff that are not dedicated to this contract.
- Section 3.1 of bid specifications define General Staffing Requirements to the efficient operation of the Call Center.
  - Based on current service levels, the submitted staffing lan, it will have 35 Call Takers in year one with 70% full time and 30% part time. This Staffing level is too low to meet the current service levels and will not be sufficient to meet the bid specifications requirement to keep the average hold time at 2.0 minutes.



TO: Felicia McRae, Purchasing Agent Senior **Purchasing Division** FROM: Paul Strobis, Director, Paratransit Services **Broward County Transit Division** SUBJECT: Solicitation No.: GEN2119730B1 Call Center Services for Paratransit Transportation Services Recommended Vendor: Inktel Contact Center Solutions Recommended Group(s)/Line Item(s): All Potential Total Amount: \$\$30,001,868.00 Initial Award Amount: \$\$17,290,884.00 Initial Contract Term: Contract Term, including Renewals: Five Years Three Years **CONCURRENCE:** The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility, which includes license requirements (if applicable). I have reviewed all documents including the Vendor Questionnaire and after careful evaluation, I concur with recommendation for award to the Vendor. FINANCIAL BACKGROUND/D & B REPORT: (check one) ☐ I am satisfied with the Vendor's financial background and/or rating and payment performance. Not applicable Provide explanation if choosing this option **LITIGATION HISTORY: (check one)** ☐ I have reviewed the Litigation History Form and there is no issue of concern. Refer to additional information from the Office of the County Attorney to address an issue/concern. PAST PERFORMANCE: (check all that apply) I have reviewed the Vendor's past Performance Evaluations in ContractsCentral and: Vendor received an overall rating ≥ 2.59 on all evaluations. No evaluations within the past three years contained any items rated a score of 2 or less.  $\square$  Vendor received a rating  $\leq$  2.59 on an evaluation(s). Refer to additional information.  $\square$  Vendor received a score of  $\leq 2$  on an individual item(s). Refer to additional information. Past evaluations are not relevant to the scope of this contract. No past Performance Evaluations exist in ContractsCentral. AND Reference Verification Forms are attached. OR Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$100,000 and the Vendor has a Performance Evaluation within the past three years. **NON-CONCURRENCE:** X I do not concur. Detailed reason for non-concurrence is attached, including the reference to any bid requirement. TITLE: Paratransit Director TYPED NAME OF SIGNER: Paul Strobis (Individual authorized to administer the contract.) SIGNATURE: PAUL STROBIS Digitally signed by PAUL STROBIS Date: 2020.02.26 12:42:05 -05'00' DATE: 2/26/20

Call Center Services for Paratransit Transportation Services

GEN2119730B1 Detailed Reason for Non-Concurrence

## <u>Staffing</u>

Section 3.3 required a plan detailing staffing levels by job function, job title, full-time or part-time status, salary range, and work shift for all staff assigned to this Contract. CONTRACTOR shall submit a Call Center Staffing Plan, along with its employee handbook (or equivalent), with the submission of bid.

The staffing plan submitted by bidder (pg. 504 of 626) did not meet the requirements. It did not provide salary ranges or work-shift information for staff to determine staff adequacy.

## Cost

The estimated cost of this solicitation was \$12, 500,000. This was calculated by taking the current cost of services and increasing it by an inflationary percentage. The Bid cost received exceeded the estimates by \$\$4,790,884. Staff could not determine the reasonableness of the price submission from the additional cost details requested.

### **INSURANCE REQUIREMENTS**

**Project: Call Center for Paratransit Transportation Services** 

Agency: Transit Division, Paratransit Services

TYPE OF INSURANCE	ADDL INSD	SUBR WVD	MINIMUM	I LIABILITY LIMITS	
	HUD	<u> </u>		Each Occurrence	Aggregate
GENERAL LIABILITY - Broad form	V	V	Bodily Injury		
☑ Commercial General Liability ☑ Premises–Operations			Property Damage		
<ul> <li>□ XCU Explosion/Collapse/Underground</li> <li>☑ Products/Completed Operations Hazard</li> <li>☑ Contractual Insurance</li> </ul>			Combined Bodily Injury and Property Damage	\$1,000,000	\$2,000,000
<ul><li>☑ Broad Form Property Damage</li><li>☑ Independent Contractors</li><li>☑ Personal Injury</li></ul>			Personal Injury		
Per Occurrence or Claims-Made:			Products & Completed Operations		
☑ Per Occurrence □ Claims-Made					
Gen'l Aggregate Limit Applies per:					
□ Project □ Policy □ Loc. □ Other					
AUTO LIABILITY  ☑ Comprehensive Form	<b>V</b>	<b>V</b>	Bodily Injury (each person)		
☑ Owned ☑ Hired			Bodily Injury (each accident)		
☑ Non-owned ☑ Any Auto, If applicable			Property Damage		
Note: May be waived if no driving will be done in performance of services/project.			Combined Bodily Injury and Property Damage	\$500,000	
□ EXCESS LIABILITY / UMBRELLA Per Occurrence or Claims-Made: □ Per Occurrence □ Claims-Made Note: May be used to supplement minimum liability coverage requirements.	Ŋ	Ø			
✓ WORKER'S COMPENSATION	N/A	V	Each Accident	STATUTORY LIMITS	•
Note: U.S. Longshoremen & Harbor Workers' Act & Jones Act is required for any activities on or about navigable water.				STATUTORT LIMITS	
☑ EMPLOYER'S LIABILITY			Each Accident	\$500,000	
☐ CYBER LIABILITY	N/A	Ø	If claims-made form:		
			Extended Reporting Period of:	2 years	
			*Maximum Deductible:		
				\$100,000	
☑ PROFESSIONAL LIABILITY (ERRORS & OMISSIONS)	N/A	Ø	If claims-made form:	\$1,000,000	
			Extended Reporting Period of:	2 years	
			*Maximum Deductible:	\$100,000	

Description of Operations: "Broward County" shall be listed as Certificate Holder and endorsed as an additional insured for liability, except as to Professional Liability. County shall be provided 30 days written notice of cancellation, 10 days' notice of cancellation for non-payment. Contractors insurance shall provide primary coverage and shall not require contribution from the County, self-insurance or otherwise. Any self-insured retention (SIR) higher than the amount permitted in this Agreement must be declared to and approved by County and may require proof of financial ability to meet losses. Contractor is responsible for all coverage deductibles unless otherwise specified in the agreement.

CERTIFICATE HOLDER
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Broward County 115 South Andrews Avenue Fort Lauderdale, Florida 33301





## OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT Governmental Center Annex

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400 • FAX 954-357-5674

## **MEMORANDUM**

DATE:

August 2, 2019

TO:

Paul Strobis, Transit Manager

**Broward County Transit** 

THRU:

Sandy-Michael McDonald, Director \$1/4

Office of Economic and Small Business Development

FROM:

Freddy Castillo, Small Business Development Manager

Office of Economic and Small Business Development

**SUBJECT**: No CBE Goal for Call Center for Paratransit Services

Broward County's Paratransit (TOPS) Program is seeking a qualified contractor to provide all the services for a Call Center. The certification directory indicates that there is one (1) certified County Business Enterprises (CBEs) in the North American Industry Classification System (NAICS) that may meet the requirements of the solicitation; therefore, consistent with the Broward County Business Opportunity Act of 2012, as amended, Sec. 1-81.3 (1) (a), no CBE goal is applicable for this project. According to Sec. 1-81.10 (a) (1) of the Broward County Business Opportunity Act, as amended, if a responsive, responsible bid is received from a certified CBE firm that is within ten percent (10%) of the lowest bid received from a non-CBE firm, the CBE shall be offered the opportunity to match the lowest bid.

# This solicitation is subject to the Broward County Workforce Investment Program.

Eligibility for the CBE program is based on economic/size standards; the program does not utilize race or gender criteria for either certification or goal methodology purposes. CBE goals are based upon the examination of the scope of work, cost estimate and funding source as submitted to the Office of Economic and Small Business Development by the using agency. If you have any concerns regarding available subcontracting opportunities, please contact our office at (954) 357-6400.

cc: Maribel Feliciano, Assistant Director, OESBD

Moji Oderinde, Senior Contracts/ Grants Administrator, BCT

James Vose, Jr., Small Business Development Specialist, OESBD