



TO: Felicia McRae, Purchasing Agent, Senior
Purchasing Division
FROM: Alan W. Garcia, P.E., Director
Water and Wastewater Services
SUBJECT: Solicitation No.: OPN2118785B1
Varec Flame Arrester, Parts and Assemblies

Recommended Vendor: TSC Jacobs, Inc
Recommended Group(s)/Line Item(s): 1-14
Initial Award Amount: \$235,694.40 Potential Total Amount: \$707,083.20
Initial Contract Term: One Year Contract Term, including Renewals: Three Years

CONCURRENCE:

The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility. 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 Not required for this solicitation.

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.
- Vendor received a rating ≤ 2.59 on an evaluation(s). Refer to additional information.
- Vendor received a score of ≤ 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.

TYPED NAME OF SIGNER: Gary Hew


TITLE: Warehouse Supervisor

SIGNATURE: **Gary Hew**

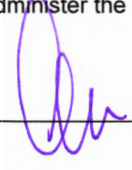
Digitally signed by Gary Hew
Date: 2019.11.06 12:27:47
-05'00'

DATE: November 6, 2019

TYPED NAME OF SIGNER: Jonathan K. Allen TITLE: Director, Business Operations Division

SIGNATURE:  DATE: 11/6/19

TYPED NAME OF SIGNER: Alan W. Garcia, P.E. TITLE: Director, Water and Wastewater Services
(Individual authorized to administer the contract.)

SIGNATURE:  DATE: 11/8/19

Concurrence – Additional Information

Bid No. OPN2118785B1 Varec Flame Arrester, Parts and Assemblies Vendor: TSC Jacobs Inc. (TSC)

Reviewed by:

Gary Hew, Warehouse Supervisor
Mark Grealy, Maintenance Manager
Victoria Kovacs, Administrative Officer Sr.

John Wilf, Contracts/Grants Administrator
Keoki Baron, Assistant County Attorney (ACA)

Water and Wastewater Services (WWS) has reviewed the bid response provided by TSC and provides the following additional information to the Concurrence for Bid No. OPN2118785B1.

Terms and Conditions Exception

Initially TSC took exception to the County Terms and Conditions, Item 32 Audit Right and Retention as part of their bid submittal. The ACA reviewed TSC's exception and advised the vendor (TSC) that Item 32 was not negotiable, as such a provision is required for all public agency contracts by Florida law and that this provision only applies to the vendor's records specifically related to the contract. After TSC reviewed the ACA response they rescinded their exception of Item 32. See attachment OPN2118785B1 Exceptions.pdf.

Specifications and Requirements Exceptions

- TSC took exception to Item 2.1 Delivery is desired within 30 calendar days after receipt of Purchase Order. TSC stated that the lead time for requested parts would be 22-24 weeks. Because this specification is desired, WWS can accept TSC's exception. Gary Hew and Mark Grealy reviewed and accepted TSC's exception. See attachment OPN2118785B1 Exceptions.pdf.
- TSC took exception to Item 5 Product Literature and Catalogs. WWS requested TSC to provide the Manufacturer's Price List. TSC is unable to provide the manufacturer's price list due to Varec Biogas being proprietary and does not publish pricing catalogs. Gary Hew and Mark Grealy reviewed and accepted this exception. See attachment OPN2118785B1 Exceptions.pdf.

Price Analysis

As this is a sole source procurement a price analysis was prepared to compare TSC's prices bid against the previous Contact Y1403601Q1. TSC's prices were substantially higher than the previous contract. Per conversation with Austin Moore (TSC's representative) on 10/21/2019, the prices quoted were for stainless steel parts instead of aluminum. The items in the bid were for aluminum. TSC was asked to provide revised/corrected prices.

On 10/25/2019 TSC provided revised prices based on the correct product material (aluminum). A second price analysis was completed comparing the revised prices offered to the previous contract (Y1403601Q1). The revised prices were still substantially higher than the previous County contract for the same items. The increase ranges from 46% to 75% higher.

After review of the revised prices offered, WWS requested TSC to consider providing a voluntary price reduction. TSC responded that the prices offered (revised) are the best and final prices they can provide. TSC further stated that the prices are based on holding the prices for the contract term (3 years) and due to the tariffs on aluminum and steel implemented since the previous contract was awarded.

WWS has reviewed the responses provided by TSC and recommends award based on the revised bid items and prices.

Attached for your reference and review:

- Bid OPN2118785B1 Price Analysis.pdf
- OPN2118785B1 Exceptions.pdf



Vendor Reference Verification Form

Broward County Solicitation No. and Title: OPN2118785B1- Varec Flame Arrester, Parts and Assemblies
 Reference for: (Name of Firm) TSC Jacobs Inc
 Organization/Firm Name providing reference: Dunedin Wastewater Treatment Plant
 Contact Name/Title: Brian Antonian, Plant Supervisor
 Contact E-mail: bantonian@dunedinfl.net
 Contact Phone: 727-298-3256
 Name of Referenced Project: Replacement of Multistage Blowers
 Contract No. 021697
 Contract Amount: \$487,500.00
 Date Services Provided: 9/2018 to 7/2019

(list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 Would you use this vendor again? Yes No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
 Vendor provided specifications and review of existing blower conditions. Provided recommendation for new blowers to match existing design. Turn key installation, setup, and alignment.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
 Highly recommend TSC Jacobs for all of their aeration blowers and clarifiers rehabilitation projects. The company is great to work with, open communication at all times.

References Checked By
 Name: John Wilf Title: Contracts/Grants Administrator
 Division/Department: WWS, Business Operations Division Date of Verification: October 03, 2019



Vendor Reference Verification Form

Broward County Solicitation No. and Title: OPN2118785B1- Varec Flame Arrester, Parts and Assemblies
 Reference for: (Name of Firm) TSC Jacobs Inc
 Organization/Firm Name providing reference: Hillsborough County Board of County Commissioners
 Contact Name/Title: Dean Delgrosso/Assistant Section Manager
 Contact E-mail: delgrossod@hillsboroughcounty.org
 Contact Phone: 813-663-3200
 Name of Referenced Project: TSC Jacobs Blanket Purchase Agreement
 Contract No. n/a
 Contract Amount: \$1,225,000
 Date Services Provided: 2017-Current

(list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 Would you use this vendor again? Yes No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
 Vendor provides equipment and services to Hillsborough County for all equipment that has been provided to the County by Manufactures represented by TSC-Jacobs. They also have a Turnkey contract that allows them to sub contract contractors for installation to include electrical and integration utilizing approved contractors.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
 None at this time.

References Checked By
 Name: John Wilf Title: Contracts/Grants Administrator
 Division/Department: WWS, Business Operations Division Date of Verification: September 19, 2019



Vendor Reference Verification Form

Broward County Solicitation No. and Title: OPN2118785B1- Varec Flame Arrester, Parts and Assemblies
 Reference for: (Name of Firm) TSC Jacobs Inc
 Organization/Firm Name providing reference: Broward County Water & Wastewater Services
 Contact Name/Title: Oscar Asgar/Construction Manager
 Contact E-mail: oasgar@broward.org
 Contact Phone: 954-831-0983
 Name of Referenced Project: Clarifier Replacement
 Contract No. OPN2118182Q1
 Contract Amount: \$2.9M
 Date Services Provided: 2017-Current

(list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 Would you use this vendor again? Yes No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
Ovivo USA LLC / TSC Jacobs South is the sole supplier for sales and service. TSC Jacobs – South is the sole designated service as stated in the attached letter from Ovivo, USA LLC.

Ovivo USA, LLC the original equipment manufacturer (OEM) of the subject proprietary equipment. There is no other combination of OEM supplier and OEM authorized installer that can offer both

Ovivo scope of work includes furnishing of any tools necessary to repair and install equipment; materials; supplies; mechanical, structural, electrical, and control systems; manufacturer's instruments, control panels, appurtenant incidentals and services; complete, tested, and ready for operation, for the fulfillment of the Contract in strict accordance with the Contract Documents all in conformance with Manufacturer's Installation guidance

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Reference Verification: OPN2118785B1- Varec Flame Arrester, Parts and Assemblies

Additional Comments: (provide on additional sheet if needed)
Ovivo USA LLC/ TSC Jackobs has performed over \$5.0 million dollars rehabilitation work for the WWS during last two -three years . Their workmanship, safety measures, construction coordination and warranty is second to none.

References Checked By

Name: John Wilf

Title: Contracts/Grants Administrator

Division/Department: WWS, Business Operations Division

Date of Verification: September 20, 2019