



October 21, 2019  
December 2, 2019  
2  
2

Date Bid Posted:  
Date Bid Opened:  
Bid Submittals:  
Destinations:

OPN211883B1  
Baggage Handling Systems (BHS) MRO Services  
Agency: Aviation Department  
Purchasing Agent: Angela Brown

| Item # | Commodity Code | Description   | Qty | Unit  | Oxford Electronic Inc. db/a Oxford Airport Technical Services<br>474 Meacham Avenue<br>Elmont, NY 11003 |                  |  |                                      | ERMIC Aviation LLC<br>3399 Peachtree Rd., NE Suite 1500<br>Atlanta, GA 30326 |                 |                  |  | Voluntary Price Reduction (VPR)<br>ERMIC Aviation LLC<br>3399 Peachtree Rd., NE Suite 1500<br>Atlanta, GA 30326 |                       |                     |                  | Price Analysis  |                        |                       |                |             |              |             |                |             |             |             |            |            |
|--------|----------------|---|-----|-------|---|------------------|--|--------------------------------------|--|-----------------|------------------|--|---|-----------------------|---------------------|------------------|-----------------|------------------------|-----------------------|----------------|-------------|--------------|-------------|----------------|-------------|-------------|-------------|------------|------------|
|        |                |   |     |       | Unit Price 2020   | 2020 Total Price | Percentage of Price attributed to labor: | Unit Price effective January 1 2021: | 2021-2022 Total Price  | 2020 Unit Price | 2020 Total Price | Percentage of Price attributed to labor: | Unit Price effective January 1 2021:  | 2021-2022 Total Price | VPR 2020 Unit Price | 2020 Total Price | Unit Price 2020 | Aviation Cost Estimate | Unit Price difference | Difference     |             |              |             |                |             |             |             |            |            |
| 1      |                | Base Services: shall include all contractors fixed administrative and management cost including such items as but not limited to: Contract Personnel salaries; Human resource management activities; Invoice preparation; Control room attendance; Spare parts; administration; Site Vehicle; Cleaning services; Other items for which the CONTRACTOR intends to invoice under this section shall be identified in the CONTRACTOR's response to bid item response item section. | 12  | month | \$19,326.62   | \$231,919.44     | 87%                                      | \$19,326.62                          | \$463,638.88   | \$14,086.60     | \$169,039.20     | 69%                                      | \$14,786.82   | \$69,286.87           | \$1,112,962.24      | \$64,854.82      | \$776,257.84    | 72%                    | \$69,286.87           | \$1,662,884.88 | \$61,600.43 | \$739,205.16 | \$65,851.41 | \$1,580,433.84 | \$61,600.43 | \$23,333.00 | \$38,267.43 | 164.01%    |            |
| 2      |                | Full's Fixed Unit Price Base Services shall include the total quantity of equipment by type (Parent Asset) and by affiliated equipment (Children Asset) under the care of the CONTRACTOR together with the unit prices for the operation and maintenance of this equipment and the totals. Jam runners should be covered under the "Fixed unit price base services" as part of each unit's price.   | 12  | month | \$6,159.62  | \$73,915.44      | 98%                                      | \$6,159.62                           | \$147,830.88   | \$3,725.27      | \$44,679.24      | 72%                                      | \$3,908.35  | \$93,800.40           | \$3,470.83          | \$87,388.32      | \$3,470.83      | \$7,750.00             | \$4,279.17            | \$5,470.83     | \$7,750.00  | \$4,279.17   | \$5,470.83  | \$7,750.00     | \$4,279.17  | \$5,470.83  | \$7,750.00  | \$4,279.17 | \$5,470.83 |
| 3      |                | Port's Fixed Unit Price Base Services shall include the total quantity of equipment by type (Parent Asset) and by affiliated equipment (Children Asset) under the care of the CONTRACTOR together with the unit prices for the operation and maintenance of this equipment and the totals.  | 500 | hour  | \$72.00   | \$36,000.00      | 100%                                     | \$72.00                              | \$72,000.00  | \$43.43         | \$21,715.00      | 80%                                      | \$45.58   | \$45,580.00           | \$43.43             | \$21,715.00      | \$43.43         | \$90.00                | \$46.57               | \$43.43        | \$90.00     | \$46.57      | \$43.43     | \$90.00        | \$46.57     | \$43.43     | \$90.00     | \$46.57    | \$43.43    |
| 4      |                | Supplemental Services shall include line items for Contract Administrator agreed work orders for supplemental services (eg. vandalism, repair, optional add-on scope, including for extended operational hours etc.).   |     |       |   | \$896,326.00     |  |                                      | \$1,796,652.00   |                 | \$1,015,691.28   |  | \$2,157,148.96  |                       | \$961,298.16        |                  | \$2,046,441.52  |                        |                       |                |             |              |             |                |             |             |             |            |            |
|        |                | Pass-Thru Allowance for Miscellaneous Parts, Materials and Inspections. CONTRACTOR must attach copy of itemized invoice - "A Cost" no mark-up permitted for this line.  |     |       |   | \$80,000.00      |  |                                      | \$80,000.00  |                 | \$80,000.00      |  | \$80,000.00   |                       | \$80,000.00         |                  | \$80,000.00     |                        |                       |                |             |              |             |                |             |             |             |            |            |
|        |                | Pass-Thru Allowance Permits and Fees. BCAD must attach copy of itemized invoice with County location for auditing purposes.   |     |       |   | \$2,000.00       |  |                                      | \$2,000.00   |                 | \$2,000.00       |  | \$2,000.00  |                       | \$2,000.00          |                  | \$2,000.00      |                        |                       |                |             |              |             |                |             |             |             |            |            |
|        |                | Total   |     |       |   | \$896,326.00     |  |                                      | \$1,878,652.00   |                 | \$1,096,691.28   |  | \$2,239,148.96  |                       | \$961,298.16        |                  | \$2,104,441.52  |                        |                       |                |             |              |             |                |             |             |             |            |            |

REJ

AWD

AWD = AWARD

REJ = REJECT

VPR The vendor offered voluntary price reduction (VPR) of \$52,392.12 for the 1st year and an estimated \$163,089.96 over the 3 year contract period.

Note The percentage difference between Client Agency's (Aviation Department) cost estimate unit prices and ERMIC Aviation LLC's (ERMIC) VPR unit prices reflects that ERMIC's VPR unit price for lines 1, 3 and 4 were an average of 51.35% less than the cost estimate, however ERMIC's VPR unit price for line 2 was 164.01% higher than the cost estimate unit price. The explanation for the bid amount higher than the estimate is attributed to the cost estimate of \$23,333 for line 2 does not include the estimated value of \$50,000 of mobilization services.

|                      |                |                      |                |
|----------------------|----------------|----------------------|----------------|
| 3 year               | \$3,334,840.24 | VPR 3 year total     | \$3,253,740.68 |
| 1 year VPR reduction | \$81,099.56    | 3 year VPR reduction | \$81,099.56    |
| 1 year VPR reduction | \$52,392.12    | 1 year VPR reduction | \$52,392.12    |