



TO: Richard Trupiano, Purchasing Agent Senior
Purchasing Division
FROM: Scott Campbell, Director
Facilities Management Division
SUBJECT: Solicitation No.: BLD2117444B1
HVAC Unit and HVAC Precision Cooling Unit Maintenance and Repair Services

Recommended Vendor: Airmatic Controls Inc
Recommended Group(s)/Line Item(s): Group 1
Initial Award Amount: \$467,776.50 Potential Total Amount: \$1,478,185.70
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 Incumbent vendor

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: Ian Mitchell
(Individual authorized to administer the contract.)

Assistant Director, Facilities
TITLE: Management Division

SIGNATURE: _____

DATE: _____

2/13/2020



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2117444B1 Group 1 HVAC Unit Maintenance and Repair Services

Reference for: (Name of Firm) : Airmatic Controls, Inc.
 Organization/Firm Name providing reference: Broward County
 Contact Name/Title: Joe Rollo, Skilled Trades Supervisor
 Contact E-mail: jrollo@broward.org
 Contact Phone: 954-605-4869
 Name of Referenced Project: HVAC Maintenance
 Contract No. K2113673B1 and K2113673X1
 Contract Amount: \$200,000 annually
 Date Services Provided: August 2017 to present

(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:
Maintenance and repair of HVAC units at various Broward County locations.

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)
Airmatic has been very responsive to all our repair needs.
also the office mangers have been very good with paper work scheduling and invoicing.
 Vendor performance evaluations have been completed for Airmatic Controls; they have an overall rating of 4.44 out of a possible 5.0. Copies of the vendor performance evaluations are available upon request.

References Checked By
 Name: Robin Swanson Title: Contract Grant Administrator Sr.
 Division/Department: Facilities Management Division Date of Verification: 12-30-19



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2117444B1 Group 1 HVAC Unit Maintenance and Repair Services

Reference for: (Name of Firm) : Airmatic Controls, Inc.
 Organization/Firm Name providing reference: City of North Miami
 Contact Name/Title: Rice Cade
 Contact E-mail: rcade@northmiamifl.gov
 Contact Phone: 305-318-1690
 Name of Referenced Project: HVAC Maintenance
 Contract No.
 Contract Amount: \$30,000 maintenance + repairs annually
 Date Services Provided: April 2019 to present
 (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:
Maintenance and repair of HVAC units and installation as needed.

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)

References Checked By
 Name: Robin Swanson Title: Contract Grant Administrator Sr.
 Division/Department: Facilities Management Division Date of Verification: 12-26-19



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2117444B1 Group 1 HVAC Unit Maintenance and Repair Services

Reference for: (Name of Firm) : Airmatic Controls, Inc.

Organization/Firm Name providing reference: St. Marks Catholic Church & School

Contact Name/Title: Stacy Whittaker

Contact E-mail: swhittaker@stmarkparish.org

Contact Phone: 954-434-3777

Name of Referenced Project: HVAC Maintenance and Repairs

Contract No.

Contract Amount: \$12,000 annually

Date Services Provided: 2004 to date

(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:
Maintenance and repair of HVAC units and installation as needed.

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)
 Love using them, very pleased

References Checked By
 Name: Robin Swanson Title: Contract Grant Administrator Sr.
 Division/Department: Facilities Management Division Date of Verification: 1-6-20



TO: Richard Trupiano, Purchasing Agent Senior
Purchasing Division
FROM: Scott Campbell, Director
Facilities Management Division
SUBJECT: Solicitation No.: BLD2117444B1
HVAC Unit and HVAC Precision Cooling Unit Maintenance and Repair Services

Recommended Vendor: Thermo Air Inc
Recommended Group(s)/Line Item(s): **Group 1**
Initial Award Amount: \$442,187.00 Potential Total Amount: \$1,425,321.00
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

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: Scott Campbell
(Individual authorized to administer the contract.)

Director, Facilities Management
TITLE: Division

SIGNATURE:

DATE:

1/7/2020



Public Works Department
Facilities Management Division
115 S. Andrews Avenue, Room 501 • Fort Lauderdale, Florida 33301 • 954-357-6470 • FAX 954-357-6136

TO: Brenda Billingsley, Director
Purchasing Division

FROM: Scott Campbell, Director
Facilities Management Division
Digitally signed by Scott Campbell
Date: 2020.04.23 10:13:29 -04'00'

DATE: April 23, 2020

SUBJECT: Certification Requirements for AAON HVAC Equipment for Group 1 for BLD2117444B1, HVAC Unit and HVAC Precision Cooling Unit Maintenance and Repair Services

For Solicitation No. BLD2117444B1, Group 1 to provide HVAC Unit Maintenance and Repair Services, the Facilities Management Division included a certification requirement that “the vendor shall provide a minimum of one (1) technician who has received factory training on Wattmaster/Orion Controls used in AAON HVAC equipment” because the rooftop units at the new South Animal Care facility, located at 2400 SW 42 Street, Dania Beach, FL 33312, were AAON units and this location was being added to the new HVAC solicitation for maintenance and repair services. This location had not been included in the previous HVAC Maintenance and Repair Services contract (K2113673B1) because the location was not in existence at the time of contract solicitation.

The AAON rooftop units go beyond the traditional air conditioning system by providing complex microprocessor control of all operating facets in order to maintain climate control, dehumidification and maximum energy efficiency. Most of the units have “energy wheels” which have to be inspected and cleaned on a regular basis since this will impact the units’ ability to dehumidify the space and maintain maximum energy efficiency. HVAC technicians need specialized factory training and a factory interface device (or laptop) in order to access the control system and monitor system performance. More importantly, the technicians need to understand how the settings relate to each other and how changes will impact space comfort.

Should you have questions or need additional information, please contact me at (954) 357-5590.

Trupiano, Richard

From: Swanson, Robin
Sent: Wednesday, December 11, 2019 8:41 AM
To: Trupiano, Richard
Cc: Jensen, Candace; Byrd, Carla
Subject: RE: UPDATE Status of FMD Concurrence - BLD211744B1 New HVAC
Attachments: Certification Letter, AAON (1).pdf; Certification Letter, AAON (2).pdf; FW: Orion controls

Good Morning,

Our Maintenance Superintendent contacted the local AAON authorized dealer Protec and was provided with a list of trained contractors (see email Attachment #3). Unfortunately, Thermo Air is not on the list of trained contractors, thus, the vendor does not meet the bidder qualification criteria detailed for Group 1 in Special Instructions and Specifications, Bidder Qualifications, Section 2.1.4. Does this mean that the vendor was not responsive and Purchasing will handle rejection? Or do you need for FMD to do a non-concurrence for Group 1 based on vendor not being on the AAON trained contractor list? Please advise as to the next steps.

Please note that I am proceeding to obtain references for Group 2 HVAC Precision Cooling for Thermo Air.

Regards,

Robin Swanson, Contract Grant Administrator Senior
Facilities Management Division - Contracts Section
Broward County Public Works Department
115 South Andrews Avenue, Room 501, Fort Lauderdale, FL 33301
Office: 954-357-6486, Fax: 954-357-5544
Email: roswanson@broward.org



From: Swanson, Robin
Sent: Tuesday, December 10, 2019 12:41 PM
To: Trupiano, Richard <RTRUPIANO@broward.org>
Cc: Jensen, Candace <CJENSEN@broward.org>; Byrd, Carla <CBYRD@broward.org>
Subject: RE: Status of FMD Concurrence - BLD211744B1 New HVAC

Richard,

Thank you for facilitating the receipt of the information that was requested from Thermo Air. I am asking for a review by our Maintenance Superintendents to review information to assist in the process to confirm responsibility. In particular, feedback is needed relative to:

Specifications, Bidder Qualifications, Section 2.1.4: For Group 1 – HVAC Units, Contract shall provide a minimum of one technician that has received factory training on Wattmaster/Orion Controls used in AAON HVAC Equipment.

- Vendor did not provide evidence of factory training but provided Certification Letter from ACRA Local 725 Joint Apprenticeship & Training Committee Trust (Attachment #1) and Training course curriculum (Attachment #2).

I will work to obtain the necessary references in the meantime.

Swanson, Robin

From: Ulloa, Freddy
Sent: Wednesday, December 11, 2019 8:06 AM
To: Swanson, Robin
Cc: Jensen, Candace; Schuler, Craig; Jackson, Katrina
Subject: FW: Orion controls
Attachments: TRAINED CONTRACTORS 2019-10-03 14_22_15.pdf

Robin,

Attached is the list of AAON trained contractors from Protec who is the local AAON distributor. Thermo Air is not on that list.

My opinion is that the training they have provided to meet that requirement is not specific enough to AAON controls.

From: Luis Vesga <LVesga@ProtecInc.com>
Sent: Tuesday, December 10, 2019 8:31 PM
To: Ulloa, Freddy <FULLOA@broward.org>
Subject: Re: Orion controls

Good afternoon Freddy,

Please see attached.

Let me know if any questions.

Best regards,

Luis Vesga, ME
Technical Support Engineer
Protec Inc.
6935 NW 50th Street
Miami, FL 33166
Ph. (305) 594-3684
Fx. (305) 477-2514
lvesga@protecinc.com

COMPANY	TECHNICIAN	SERVICE COORDINATOR	TELF.	EMAIL ADDRESS:
AA ADVANCED	BOEDAN SOPKIW	CHRISTINE	954-935-5577	cgiardino@aaadvanceair.com
AC POWER & COMFORT	Omar Crespo-Calero	Omar Crespo-Calero	561-322-9895	OMAR@ACPOWERCOMFORT.COM
AIR REF	Chris Ryan	Chris Ryan	561-495-7060	crvan@air-ref.com
Airmatic Controls, Inc.	MICHAEL GIROUX	Laura Handt	954-370-7282	laura@airmaticAC.com
Airmatic Controls, Inc.	BOB HARRIS		954-931-9644	rashadairmaticac@gmail.com
AIRSTRON	LUIS CAMPOS	CAROLINA PASCUSI	954-923-1654	cpascucci@airstron.com
ALFRESCO	CHRISTIAN DIAZ	FABRICIO CORDOBA	786-515-5362	info@alfresco-air.com
ASPEN AC	RICK WELLS	STEPHEN JEZIOROWSKI	561-395-1500	stephenj@aspenc.com
CLIMATE MASTERS OF SOUTH FLA	JOSE MORALES	JOSE MORALES	786-262-0410	climatemastersofsouthflorida@gmail.com
COMMUNITY AC	RICARDO ROJAS	RICARDO ROJAS	305-207-7445	ricroja@msn.com
CONTROL AIR	WALTER CASTRO	WALTER CASTRO	305-484-0058	undercontrolair@gmail.com
COOL BREEZE	WILLIAM GRINKIEWICZ	SERGIO PENA	305-226-2665	sergio@cool-breezeac.com
COPASETIC MECH	GLENN CONLEY	RYAN CONLEY	786-399-1927	rcnley@cmhvac.com
Custom Air Designs	ROY TITONE	Sam Block	754-264-6311	sam@customairdesigns.com ; julia@customairdesigns.com
DEBON AIR	RAMON GONZALEZ	GENEVIEVE AUGUSTE		gAuguste@debonairac.com
HILL YORK	Edwin Simon	Joselyn Acosta	954-234-0648	jacosta@hillYork.com
HILL YORK	Frank Spino			desteveZ@hillYork.com
HILL YORK	Jesus Freire			jfreire@hillYork.com
HOUSTON AIR	STEPHEN LINER	KVIN J LINER	305-852-2960	kevin852@bellsouth.net
JOHN C CASSIDY	BRIAN KINES	CHARYL JAVOR	561-863-6750	cjavor@cassidyac.com
MARTTEMP AC	ALEX MARTINEZ	ALEX MARTINEZ	305-970-5971	marttempvhvac@hotmail.com
MX HVAC LLC (MaintenX HVAC)	IHOVANY SUAREZ			CARL@MAINTENX.COM
MX HVAC LLC (MaintenX HVAC)	WILLIAM HERRERA			CARL@MAINTENX.COM
OB AC SVCS & REPAIR	OLIVER BACA	OLIVER BACA	786-227-2416	oliverbaca89@gamil.com
OSCAR & SONS	OSCAR JIMENEZ JR	OSCAR JIMENEZ JR	305-796-5191	oscarandsons@bellsouth.net
PHOENIX AC	MAX ARRIAGA	AMY D' ANGELO	954-581-1927	amy@phoenixac.com
PYKE MECHANICAL	Alex Diaz	CHRIS MARINELLO		cmarinello@pykemechanical.com
QUAMEC CORP	JORGE PEREZ	YAILEN MANSO	305-846-9209	YMANS@QUAMEC.NET
SMART AIR	JOE STALEY		954-290-7513	jstaley@smartairsystems.com
SMART AIR	JAMES HARRIS	Rich Kellner	954-968-1288	rkellner@smartairsystems.com
SMITHCO SERVICES	CHRIS PERRON	EMILY	561-833-3793	emily@smithcoservices.com
SMITHCO SERVICES	GREG MASON			
SMITHCO SERVICES	MIKE HOOSAC			
Southeast Mechanical Service	Bryon Baldie	Tracy	954-967-7200	tracyfultonsoutheastmechanical@gmail.com
Southeast Mechanical Service	Michael Scarlett			
THERMAL CONCEPTS	FRANK KROSS	CAROL BURGHARDT	954-644-7254	CBurghardt@thermalconcepts.com
THERMAL CONCEPTS	PETER FARRELL	Carol Burghardt	954-472-4465	CBurghardt@thermalconcepts.com
THERMAL CONCEPTS	Stephen Azzrelli		954-472-4465	
U.S.H.A.C.	GONZALO ORTEGA JR.	GONZALO ORTEGA JR.	954-260-6248	gonzalo6223@gmail.com

Date: December 17, 2019

RE: Facilities Management Division Non-Concurrence for BLD2117444B1 HVAC Unit and HVAC Precision Cooling Unit Maintenance and Repair Services – Group 1 – Thermo Air

Reason for non-concurrence: Vendor did not provide evidence that one technician had received factory training on Wattmaster/Orion Controls used in AAON HVAC Equipment as required per the Specifications, Bidder Qualifications, Section 2.1.4 and Special Instructions, Section H. Certification Requirements of Solicitation BLD2117444B1 HVAC Unit and HVAC Precision Cooling Unit Maintenance and Repair Services which states "For Group 1 – HVAC Units, Contract shall provide a minimum of one technician who has received factory training on Wattmaster/Orion Controls used in AAON HVAC Equipment."

The Facilities Management Division contacted Protec Inc., the local AAON distributor, to obtain a list of trained technicians. Thermo Air did not have a technician on the list (see attached email and list of AAON trained technicians).