



TO: Robert Gleason, Director
Purchasing Division
FROM: Richard Waskiewicz, Enterprise Director of Facilities/Maintenance *RW*
Aviation Department
SUBJECT: Solicitation No.: BLD2126559B1
Automatic Door Repairs and Maintenance

Recommended Vendor: Oratso Corporation

Recommended Group(s)/Line Item(s): ALL

Initial Award Amount: \$ 344,260.00

Potential Total Amount: \$ 1,721,300.00

Initial Contract Term: One Year

Contract Term, including Renewals: Five 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.
☒ 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 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:

- ☐ I do not concur. Detailed reason for non-concurrence is attached, including the reference to any bid requirement.

TYPED NAME OF SIGNER: Stephanie Aguirre
(Individual authorized to administer the contract.)

TITLE: Contract/Grant Administrator

SIGNATURE: Stephanie Aguirre Digitally signed by Stephanie Aguirre
Date: 2023.09.11 10:48:59 -04'00'

DATE: 9/11/23

Concurrence – Additional Information

Bid: Bid No. BLD2126559B1 – Automatic Door Repairs Maintenance

Vendor: Oratso Corporation (Oratso)

Reviewed by: Stephanie Aguirre, Contracts/Grant Administrator; Lisette Forrest, Contracts/Grant Administrator Senior

Based on the below findings, BCAD concurs with the award to Oratso Corporation for Bid No. BLD2126559B1 – Automatic Door Repairs Maintenance.

Broward County Aviation Department - Maintenance Division (BCAD) evaluated Oratso Corporation for contract renewal during the rating period of 8/1/2021 to 7/31/2022 for Contract BLD2122199B1. During the review period, BCAD rated Oratso poorly (rating of “2”) in several categories: Quality, Delivery, Customer Services, Support and Living Wage (refer to Vendor Performance Evaluation).

As indicated in the Vendor Performance Evaluation, during the rating period Oratso consistently failed to communicate its Preventive Maintenance work schedule, repair times, and anticipated delivery and installation of parts to BCAD per the requirements of the contract. Additionally, Oratso failed to provide accurate Living Wage documentation. Oratso was counseled several times on their contractual responsibilities.

A corrective action plan was put into place on November 10, 2022. Oratso proposed a new Preventive Maintenance work schedule. BCAD and Oratso began to meet weekly to discuss the status of automatic door repairs, maintenance services, repair issues, parts ordered and delivery, anticipated dates of repair, and estimates and invoicing.

The new approved work schedule has decreased the total number of doors out of service providing FLL customers with a positive experience and decreasing disruption to airport operations. The weekly meetings have led to improved Contractor performance in the areas of communication with BCAD, accurate and timely estimates and invoicing, and work orders with complete information and provided at the end of each workday. Also, Oratso has provided accurate Living Wage documentation compliant with the Ordinance. Therefore, Oratso is meeting their contractual obligations.

Copies of referenced materials are available upon request.

VENDOR REFERENCE VERIFICATION FORM

BLD2126559B1 - Automatic Door Repairs and Maintenance				
Reference For (hereinafter, "Vendor"):	Oratso Corporation			
Reference Date:	8/29/23			
Organization/Firm Providing Reference:	Miami-Dade County			
Contact Name:	Richard Bechtold			
Contract Title:	Construction Manager II			
Contact Email:	richard.bechtold@miamidade.gov			
Contact Phone:	(305) 323-3635			
Name of Referenced Project:	TGK Corrections			
Contract Number:	MWDC-EDR-59447			
Date Range of Services Provide:	Start Date: 5/23/21	End Date: 10/23/2023		
Project Amount:	\$405.776			
Vendor's Role in Project:	☒ Prime	☐ Subconsultant/Subcontractor		
Would you use this Vendor again?	☒ Yes	☐ No		
If you answered no to the question above, please specify below: (attach additional sheet if needed)				
Description of services provided by Vendor, please specify below: (attach additional sheet if needed)				
Installing many high security doors at TGK.				
Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive:	☐	☐	☒	☐
Accuracy:	☐	☐	☒	☐
Deliverables:	☐	☐	☒	☐
Vendor's Organization:				
Staff Expertise:	☐	☐	☒	☐
Professionalism:	☐	☐	☒	☐
Turnover:	☐	☒	☐	☐
Timeliness of:				
Project:	☐	☐	☒	☐
Deliverables:	☐	☐	☒	☐
Project completed within budget:	☐	☐	☒	☐
Cooperation with:				
Your Firm:	☐	☐	☒	☐
Subcontractor(s)/Subconsultant(s):	☐	☐	☒	☐
Regulatory Agency(ies):	☐	☐	☒	☐
All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to the Broward County Procurement Code.				
THE SECTION BELOW IS FOR COUNTY USE ONLY				
Verified via: ☒ Email ☐ Verbal	Verified by: <i>Stephanie Aguirre</i>	Division: BCAD Maintenance	Date: 9/1/2023	

VENDOR REFERENCE VERIFICATION FORM

BLD2126559B1 - Automatic Door Repairs and Maintenance				
Reference For (hereinafter, "Vendor"):		Oratso Corporation		
Reference Date:		8/29/23		
Organization/Firm Providing Reference:		Uhaul		
Contact Name:		Melissa Mckenzie		
Contract Title:		Executive Assistant		
Contact Email:		melissa_mckenzie@uhaul.com		
Contact Phone:		(305)756-8111		
Name of Referenced Project:		Uhaul services for automatic doors		
Contract Number:		787008		
Date Range of Services Provide:		Start Date: 2019	End Date: Current	
Project Amount:		\$180,000		
Vendor's Role in Project:		☐ Prime	☐ Subconsultant/Subcontractor	
Would you use this Vendor again?		☒ Yes	☐ No	
If you answered no to the question above, please specify below: (attach additional sheet if needed)				
N/A				
Description of services provided by Vendor, please specify below: (attach additional sheet if needed)				
Door repairs/installations				
Please rate your experience with the referenced Vendor via checkbox:				
	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive:	☐	☐	☒	☐
Accuracy:	☐	☐	☒	☐
Deliverables:	☐	☐	☒	☐
Vendor's Organization:				
Staff Expertise:	☐	☐	☒	☐
Professionalism:	☐	☐	☒	☐
Turnover:	☐	☐	☒	☐
Timeliness of:				
Project:	☐	☐	☒	☐
Deliverables:	☐	☐	☒	☐
Project completed within budget:	☐	☐	☒	☐
Cooperation with:				
Your Firm:	☐	☐	☒	☐
Subcontractor(s)/Subconsultant(s):	☐	☐	☐	☒
Regulatory Agency(ies):	☐	☐	☒	☐
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Verified via: ☒ Email ☐ Verbal		Verified by: <i>Stephanie Aguirre</i>		Division: BCAD Maintenance
				Date: 8/30/2023



VENDOR REFERENCE VERIFICATION FORM

BLD2126559B1 - Automatic Door Repairs and Maintenance

Reference For (hereinafter, "Vendor"):	Oratso Corporation		
Reference Date:	8/29/23		
Organization/Firm Providing Reference:	Village of Kings Creek Condo Association		
Contact Name:	Mireya Villaverde		
Contract Title:			
Contact Email:	mireya@vkciami.com		
Contact Phone:	(305) 274-7869		
Name of Referenced Project:	Village of Kings		
Contract Number:			
Date Range of Services Provide:	Start Date: 03/2022	End Date: 04/2023	
Project Amount:	\$3 million		
Vendor's Role in Project:	☐ Prime	☐ Subconsultant/Subcontractor	
Would you use this Vendor again?	☐ Yes	☐ No	
If you answered no to the question above, please specify below: (attach additional sheet if needed)			

Description of services provided by Vendor, please specify below: (attach additional sheet if needed)

Installation of 2,000 impact doors

Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive:	☐	☐	☒	☐
Accuracy:	☐	☐	☒	☐
Deliverables:	☐	☐	☒	☐
Vendor's Organization:				
Staff Expertise:	☐	☐	☒	☐
Professionalism:	☐	☐	☒	☐
Turnover:	☐	☐	☒	☐
Timeliness of:				
Project:	☐	☐	☒	☐
Deliverables:	☐	☐	☒	☐
Project completed within budget:	☐	☐	☒	☐
Cooperation with:				
Your Firm:	☐	☐	☒	☐
Subcontractor(s)/Subconsultant(s):	☐	☐	☒	☐
Regulatory Agency(ies):	☐	☐	☒	☐

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		Date: 9/1/2023