



TO: Robert Gleason, Director
Purchasing Division
FROM: Richard Waskiewicz, Director **Stacy Seibert**
Maintenance Division, Broward County Aviation Department
SUBJECT: Solicitation No.: BLD2125052B1
HVAC Chillers & Cooling Towers Preventative Maintenance, Repair & Rental Services

Digitally signed by Stacy
Seibert
Date: 2022.12.09
12:18:59 -05'00'

Recommended Vendor: S&R Engineering Group LLC dba Air Changes Mechanical
Recommended Group(s)/Line Item(s): 1-53
Initial Award Amount: \$ 954,096.00 Potential Total Amount: \$ 4,770,480.00
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: Lisette Forrest
(Individual authorized to administer the contract.)

TITLE: Contract/Grant Administrator Senior

SIGNATURE: Lisette Forrest

Digitally signed by Lisette Forrest
Date: 2022.12.09 10:19:24 -05'00'

DATE: 12/9/22

Non-Concurrence – Additional Information

Bid: Bid No. BLD2125052B1 - HVAC Chillers and Cooling Towers Preventative Maintenance, Repair and Rental Services

Vendor: S & R Engineering Group LLC dba Air Changes Mechanical

Reviewed by: Chris Chakwin, Facilities Maintenance Superintendent; Lisette Forrest, Contracts/Grant Administrator Senior

Broward County Aviation Department - Maintenance Division (BCAD) reviewed S & R Engineering Group LLC dba Air Changes Mechanical (Air Changes) response to Bid No. BLD2125052B1 for HVAC Chillers and Cooling Towers Preventative Maintenance, Repair and Rental Services.

Based on Air Changes' Bid response and documentation provided, BCAD has determined the vendor does not meet the qualifications or experience per the Bid Specifications and Requirements and does not have the capacity to effectively service this large and expansive contract; which includes: the maintenance, repair, and emergency services for twelve (12) Chillers and five (5) Cooling Towers at Fort Lauderdale-Hollywood International Airport (FLL), a 24/7/365 operation, with annual preventative maintenance alone valued at over \$350,000. Therefore, BCAD cannot concur with award to Air Changes based on the below.

1. Experience and References:

The Bid Specifications and Requirements, Section 2.2 - 2.3, state, "The Contractor must demonstrate a minimum of five (5) years of experience providing the services required per the specifications herein for projects of similar scope and size; and, the Contractor shall demonstrate a minimum of five (5) years of experience providing mechanical hydronic systems per the specifications herein for projects of similar scope and size."

Based on its response to Question #16 of the Vendor Questionnaire, Air Changes has only been in business 1.5 years. This information was validated by their State of Florida, Division of Corporations, Articles of Organization filing on 04/15/2021.

Air Changes provided three (3) references in their Bid response. The references listed are for small repair projects completed in last 16 months and are not for work of a similar size and scope comparable to the services required in Bid BLD2125052B1. BCAD requested additional references from Air Changes demonstrating its experience per the Bid requirements. Air Changes provided additional references; however, these references are for work overseen by staff while employed by other organizations and do not represent Air Changes experience.

Based on the above, Air Changes does not have the minimum 5 years of experience providing the services required for projects of similar scope and size and does not demonstrate a minimum

of 5 years of experience providing mechanical hydronic systems per the requirements of this contract.

2. Qualifications:

The certifications provided by Air Changes with its Bid response do not meet the requirements of the Contract. The training certificates provided demonstrate only a few days of training on specific topics related to Chiller repair or training on Chillers not located at FLL and do not represent comprehensive factory certified training courses for maintenance and repair of the types of Chillers located at FLL.

The Bid Specifications and Requirements, Section 2.6, state, "Certificate of factory training for Chillers is required. Contractor must submit certificate of training on the specified Chillers currently operating at FLL (currently Carrier and York) for the mechanics who will perform maintenance and repair.

BCAD requested Air Changes provide Certificates of factory training for the types of Chillers located at FLL; however, they were not submitted. Based on the above, Air Changes does not meet the training requirements per the Contract requirements.

3. Capacity:

Additionally, it is concerning that Air Changes does not have the appropriate administrative or trained mechanical staffing levels to meet the service requirements of the Contract. Air Changes Managing Partners represent themselves as also the technicians working in the field completing maintenance and repair services. Technicians must be focused on providing superior repair and maintenance services and not working to accomplish administrative tasks such as bidding the next job, scheduling staff, invoicing, inspections, reporting and running an organization. Conversely, Managing Partners must be focused on all aspects of maintaining an effective, competent, and responsive organization.

Copies of referenced materials are available upon request.