



TO: Robert Gleason, Director
Purchasing Division

FROM: Richard Waskiewicz, Enterprise Director of Facilities /Maintenance *RAW*
Broward County Aviation Department, Maintenance Division

SUBJECT: Solicitation No.: BLD2125052B1
HVAC Chillers & Cooling Towers Preventative Maintenance, Repair & Rental Services

Recommended Vendor: Siemens Industry, Inc.

Recommended Group(s)/Line Item(s): 1-53

Initial Award Amount: \$ 1,130,794.00

Potential Total Amount: \$ 5,653,970.00

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: 2023.01.12 14:34:12 -05'00'

DATE: 1/12/23

Concurrence – Additional Information

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

Vendor: Siemens Industry, Inc.

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

Broward County Aviation Department - Maintenance Division (BCAD) reviewed Siemens Industry, Inc. (Siemens) response to Bid No. BLD2125052B1 for HVAC Chillers and Cooling Towers Preventative Maintenance, Repair and Rental Services.

Based on Siemens' Bid response and documentation provided, BCAD has determined Siemens meets the qualifications and experience requirements per the Bid Specifications. Below is a summary of BCAD's findings:

1. Based on Siemens response, including the Vendor Questionnaire, provided references, and Broward County Vendor Performance Evaluations, Siemens demonstrates more than five (5) years of experience providing the services of similar scope and size required per the Bid.
2. Siemens provided the required factory trained technicians' certifications meeting the Bid requirements.
3. BCAD's review of Siemens' Broward County Vendor Performance Evaluations revealed several individual performance ratings of "2 – Poor". BCAD requested Siemens explain the actions it has taken to improve its quality, delivery and support services. BCAD reviewed and accepts Siemens response, which states the following:

"The ratings we received on this project where due to the *[Siemens]* project manager mismanaging this project. At Siemens we pride ourselves in delivering the highest level of service to all of customers. The project manager for this project is no longer employed by Siemens due to the unacceptable level of customer service that was being provided. Your current project manager is excellent and I assure that the County will be provided the highest level of service on all future projects and/or services as is our standard practice."
4. Siemens' references were verified with satisfactory and excellent ratings.

Copies of referenced materials are available upon request.

Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: Bid # BLD2125052B1 - HVAC Chillers & Cooling Towers PM, Repair and Replacement

Reference for (Name of Firm): Siemens Industry, Inc.

Organization/Firm Name providing reference: The Berkley Group, Inc.

Contact Name: Matt Crigler

Title: Director of Corporate Operations

Contact Email: mattc@theberkleygroupinc.com

Contact Phone: (954) 537-4765

Name of Referenced Project: Berkley Corporate

Contract No.

Contract Amount: 30,000.00

Date Services Provided: 2016 - Present

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

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

We have used Siemens at our Corporate office since August 2016. We have a yearly maintenance contract. In 2019, Siemens

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service	☐	☐	☒	☐
a. Responsive	☐	☐	☒	☐
b. Accuracy	☐	☐	☒	☐
c. Deliverables	☐	☐	☒	☐
2. Vendor's Organization:	☐	☐	☒	☐
a. Staff expertise	☐	☐	☒	☐
b. Professionalism	☐	☐	☒	☐
c. Turnover	☐	☐	☒	☐
3. Timeliness of:	☐	☐	☒	☐
a. Project	☐	☐	☒	☐
b. Deliverables	☐	☐	☒	☐

Additional Comments: (provide on additional sheet if needed)

I am consistently pleased with Siemens from the managers all the way to the service techs that service the building. They are all very professional, communicative, and timely.
I truly recommend their services.

References Checked By

Name: Lisette Forrest

Title: Contract/Grant Administrator Senior

Division/Department: Broward County Aviation Department

Date of Verification: 01/12/2023

Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: Bid # BLD2125052B1 - HVAC Chillers & Cooling Towers PM, Repair and Replacement

Reference for (Name of Firm): Siemens Industry, Inc.

Organization/Firm Name providing reference: Diamond Rock Hospitality

Contact Name: Damian Mancina

Title: Director of Engineering

Contact Email: damian.mancina@westinfthlauderdalebeach.com

Contact Phone: (954) 345-3018

Name of Referenced Project: Westin Resort - Mechanical Services

Contract No. HVAC Agreement

Contract Amount: 45,000.00

Date Services Provided: through 2023

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

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

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 chillers and cooling towers.

Please rate your experience with the referenced Vendor:

	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service	☐	☐	☒	☐
a. Responsive	☐	☐	☒	☐
b. Accuracy	☐	☐	☒	☐
c. Deliverables	☐	☐	☒	☐
2. Vendor's Organization:	☐	☐	☒	☐
a. Staff expertise	☐	☐	☒	☐
b. Professionalism	☐	☐	☒	☐
c. Turnover	☐	☐	☒	☐
3. Timeliness of:	☐	☐	☒	☐
a. Project	☐	☐	☒	☐
b. Deliverables	☐	☐	☒	☐

Additional Comments: (provide on additional sheet if needed)

References Checked By

Name: Lisette Forrest

Title: Contract/Grant Administrator Senior

Division/Department: Broward County Aviation Department

Date of Verification: 12/28/2022

Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: Bid # BLD2125052B1 - HVAC Chillers & Cooling Towers PM, Repair and Replacement

Reference for (Name of Firm): Siemens Industry, Inc.

Organization/Firm Name providing reference: Jackson Health System encompassing all facilities

Contact Name: Raul Moreno

Title: Facility Director

Contact Email: raul.moreno@jhsmiami.org

Contact Phone: (305) 975-4989

Name of Referenced Project: Mechanical Contract

Contract No.

Contract Amount: 1,000,000.00

Date Services Provided: 2015 - current

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

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Maintenance and Repairs for all Chiller and Cooling Towers system wide

Please rate your experience with the referenced Vendor:

**Needs
Improvement**

Satisfactory

Excellent

**Not
Applicable**

1. Vendor's Quality of Service

a. Responsive

b. Accuracy

c. Deliverables

☐
☐
☒
☐

2. Vendor's Organization:

a. Staff expertise

b. Professionalism

c. Turnover

☐
☐
☒
☐
☐
☐
☒
☐

3. Timeliness of:

a. Project

b. Deliverables

☐
☒
☐
☐
☐
☒
☐
☐

Additional Comments: (provide on additional sheet if needed)

Very responsive. I would recommend their services.

References Checked By

Name: Lisette Forrest

Title: Contract/Grant Administrator Senior

Division/Department: Broward County Aviation Department

Date of Verification: 01/12/2023