



PRICE ANALYSIS
 Bid #BLD212353001
 Building Automation System Services at FLL
 Agency: Aviation Department Facilities Maintenance Division
 Purchasing Agent: Randy Plunkett

Item #	Item	Qty	UOM	Johnson Controls, Inc. 5757 N. Green Bay Ave. Milwaukee, WI 53211			Johnson Controls, Inc. (Alternate) 5757 N. Green Bay Ave. Milwaukee, WI 53211			Johnson Controls, Inc. 5757 N. Green Bay Ave. Milwaukee, WI 53211 BEST AND FINAL OFFER			Prior Contract No. BLD211708581 Johnson Controls, Inc. Prices Submitted October 19, 2018 Awarded January 8, 2022				
				Unit Price	Total	Notes	Percent Difference from Price Contract	Unit Price	Total	Notes	Unit Price ²	Total	Original Unit Price	Unit Price Adjusted for CPW	Total Price ⁴		
BLD212353001-01-01	Building Automation System Service	60	month	\$24,756.89	\$1,485,413.40	Base bid per solicitation	698.09%	\$13,504.17	\$810,250.20	add alternate for equipment/locations not listed in base bid solicitation for Concourse A, Concourse G, Toll Plaza	\$31,628.00 ¹	\$1,897,680.06	Base bid per solicitation	919.60%	\$5,102.00	\$3,421.51	\$205,290.36
BLD212353001-01-02	Labor-Controls Technician (Regular Hours)	3500	hour	\$170.00	\$595,000.00		25.93%				\$141.75	\$496,125.00		5.00%	\$135.00	\$148.91	\$521,167.50
BLD212353001-01-03	Labor-Controls Technician (Other Hours)	500	hour	\$255.00	\$127,500.00		25.93%				\$212.63	\$106,315.00		5.00%	\$202.50	\$223.36	\$111,678.75
	SUBTOTAL:				\$2,207,913.40							\$2,500,120.06					\$838,136.61
BLD212353001-01-04	Fixed Percentage Discount from List Price- JCI Parts and Materials Allowance Pass-Thru ³	1	contract each	50.00%	\$190,000.00	JCI Branded Metasys parts only					50.00%	\$190,000.00	JCI Branded Metasys parts only				
	TOTAL (5 YR. INITIAL):				\$2,407,913.40							\$2,700,120.06					

Legend:
 UOM - Unit of Measure CPW - Consumer Price Index for Labor
 QTY - Quantity

- NOTES:**
- Best and Final Offer unit price includes bidder's original offered price for alternate items not understood as included in the original scope of work.
 - For the purpose of this price analysis and comparison, unit prices of the bidder recommended for award were compared to the unit prices of the prior Contract No. BLD211708581.
 - Prior contract amounts calculated for current solicitation quantities.
 - There has been a 10.3% increase in the Consumer Price Index for Urban Wage Earners and Clerical workers (CPI-W) in the South Area for Services since the prior contract prices were submitted in 2018. Unit prices adjusted for Contract BLD211708581, Items 01-01 thru 01-03.
 - Total price for Fixed Percentage Discount from List, Item 01-04, reflects total budgeted amount for 5-year initial term.
 - Allowance and Fixed Percentage Discount from List, line items are not considered in the price analysis.
 - Broward County Purchasing Division performed due diligence by seeking procurements for the same or similar services. A contract search was performed on Miami Dade County, Martin County, and Orange County's contract database for price comparison. Due to the specific items solicited, comparable contracts/pricing was not found.
 - Item 01-01 disparity in unit price when compared to prior contract is due to an increase in scope of work for airport expansion and added equipment.
 - Best and Final Offer resulted in a 5-year savings of \$538,043.54 or 16.1% over initial bid plus alternate bid amount.

Prepared by Randy Plunkett