



Solicitation No. OPN2121319Q1

Finance and Administration Services Department
PURCHASING DIVISION

115 S. Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-8535 | broward.org/Purchasing
Hours of Operation: Monday through Friday 8:30 a.m. to 5:00 p.m.

AWARD/REJECTION MEMORANDUM

(Complete applicable sections. If not applicable, enter N/A. Do not delete any sections of the form.)

<p>RECOMMENDED VENDOR</p> <p>Vendor: ARCONAS CORPORATION</p> <p>Vendor Number: VC00005482</p> <p>Award: \$305,000.00</p> <p>Initial Award Amount: \$305,000.00</p> <p>Potential Award Amount: \$305,000.00</p> <p>Agree to accept P-Cards <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p>	<p>RECOMMENDATION FOR AWARD OR RECOMMENDATION TO REJECT</p> <p><input checked="" type="checkbox"/> Award</p> <p>AWARD JUSTIFICATION</p> <p><input type="checkbox"/> Price Analysis</p> <p><input type="checkbox"/> Clarification <input type="checkbox"/> Waiver*</p> <p><small>*IN ACCORDANCE WITH THE BROWARD COUNTY PROCUREMENT CODE, SECTION 21.30.F.1(C), A MINOR OR NON-SUBSTANTIVE LACK OF CONFORMITY MAY BE CONSIDERED A TECHNICALITY OR IRREGULARITY AND MAY BE WAIVED BY THE APPROPRIATE AWARD AUTHORITY.</small></p>	<p><input type="checkbox"/> Reject</p> <p><small>IN SECTION 21.30.f.3 (b), AFTER ALL BIDS ARE ANY OR ALL BIDS MAY BE REJECTED BY THE DIRECTOR OF PURCHASING</small></p> <p>BASIS OF REJECTION</p> <p><input type="checkbox"/> Does not meet specifications: [identify section/area]</p> <p><input type="checkbox"/> Single bidder: pricing not fair/reasonable [include justification]</p> <p><input type="checkbox"/> Non-responsive (did not conform to any/all material aspects of solicitation): [identify area]</p> <p><input type="checkbox"/> Non-responsive (does not have adequate resources to meet specifications): [identify area]</p> <p><input type="checkbox"/> Other Reason: [include justification]</p>
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SOLICITATION INFORMATION

Requisition No.: AVM0004904 Folder No: 2121319 Solicitation No: OPN2121319Q1
Solicitations Title: ARCONAS Seating & Replacement Parts Client Agent: Aviation Department

ADDITIONAL INFORMATION AND/OR SUMMARY

This is for a restrictive, discount off price list contract with Arconas Corporation for the purchase of seating in Terminal 2 of the Fort Lauderdale/Hollywood International Airport (FLL) and for the purchase of replacement parts and materials for the existing Arconas Bernu Aero seating Terminals 1, 3 and 4 (FLL) to ensure uniformity and functionality of airport seating. Pass Thru allowance of \$20,000 has been approved for the three (3)year initial term for shipping costs. The Risk Management Division waived the Insurance Requirements.

In accordance with Section 120.57(5) CATEGORY FIVE: \$325,000, Florida Statute (F.S.) and per House Bill 915 – Commercial Service Airport, effective October 1, 2020: “The bill subjects commercial service airports to the requirements of Ch. 287, F.S., relating to procurement, for purchases of commodities or contractual services exceeding a threshold of \$65,000. Such contracts must use a competitive sealed bid, proposal, or reply process (unless an exception applies or an immediate danger to the public or other substantial loss to the airport requires emergency action) and must be posted (with confidential information redacted) on the airport website. After an opportunity for public comment, a governing body must approve, award, or ratify as a separate line item on its agenda each contract executed by or on behalf of a commercial service airport in amounts exceeding a threshold of \$325,000.

Per Section 287.017(3)(c), Florida Statutes: “Commodities or contractual services available only from a single source may be excepted from the competitive-solicitation requirements. If an agency believes that commodities or contractual services are available only from a single source, the agency shall electronically post a description of the commodities or contractual services sought for at least 7 business days. The description must include a request that prospective vendors provide information regarding their ability to supply the commodities or contractual services described. If it is determined in writing by the agency, after reviewing any information received from prospective vendors that the commodities or contractual services are available only from a single source, the agency shall provide notice of its intended decision to enter a single-source purchase contract in the manner specified in s. 120.57(3).”

Per Section 120.57(3)(b), Florida Statute: “Any person who is adversely affected by the agency decision or intended decision shall file with the agency a notice of protest in writing within 72 hours after the posting of the notice of decision or intended decision.”



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Short-summary for Sole Source/Sole Brand purchases over \$100,000.
In a letter dated March 26, 2018, Arconas Corporation confirmed that they are the exclusive and sole designer, manufacturer, and seller of the Bernu/Bernu Aero public seating series and all its accessories. The required due diligence for Sole Source request, Arconas Bernu Aero Replacement Parts was completed through Request for Information (RFI) No. OPN2121319F1. The RFI was posted on June 17, 2020 and opened on June 22, 2020 with only Arconas Corporation responding.

Digitally signed by Jacqueline A. Chapman
Date: 2020.12.16 21:58:23 -05'00'

Jacqueline A. Chapman
Purchasing Agent: Jacqueline Chapman Date

Digitally signed by CHRISTINE CALHOUN
Date: 2020.12.17 18:35:17 -05'00'

CHRISTINE CALHOUN
Purchasing Manager: Christine Calhoun Date

SOLICITATION METHOD

Invitation for Bid

Emergency*

Sole Source*

Sole Brand*

One Reasonable Source

Standardized by

Board: [Insert Date] or

Director of Purchasing: [Insert Date]

Piggyback

**(Sole Source/Sole Brand, Emergency, and Single Bids over \$100,000 must be added to the monthly activity report to the Board of County Commissioners, and a copy of this Award Memorandum Checklist should be uploaded to your final PO or Procurement Contract)*

SOLICITATION POSTING AND RESPONSES

Posted on: September 16, 2020

Opened on: September 30, 2020

Number of responses: 1

Number of declinations: 0

SOLICITATION TERM AND BASIS OF AWARD

Fixed (One time procurement) Open-End (Initial period & renewals)

Initial Term: Three (3) Years

Number of Option(s) to Renew: 0

Renewal Term(s): 0

NOTE: RESULTANT CONTRACT PERIOD FROM THE SOLICITATION TERM SHALL BEGIN ON DATE OF AWARD

Low Responsive Responsible

Single Split Award* Multiple Award**

N/A

OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT (OESBD)

OESBD has reviewed this solicitation and this firm is a certified Small Business Enterprise (SBE), and therefore is considered a responsive and responsible bidder under the OESBD provisions of this contract.

Due to no responses received from SBE vendors during the original solicitation, this solicitation was re-bid to the open market. Per OESBD, no goals were applied to the re-solicitation,

This project has been designated a sole source/sole brand, reasonable sole source/brand, or emergency procurement by the Director of Purchasing, therefore, this project is not subject to the OESBD requirements.

OESBD reviewed this solicitation and determined it should be solicited to open market with no assigned goals.

Exhibit 1

ARCONAS

February, 20, 2020

Ft. Lauderdale-Hollywood International Airport

Attn: Lori Vassello

Subject: Arconas Seating Series Bernu Aero

Dear Ms. Vassello,

The purpose of this letter is to provide additional information that may be beneficial for the Ft. Lauderdale-Hollywood International Airport, FL. in your seating procurement.

Arconas is the exclusive and sole designer and manufacturer of the Bernu Aero Public Seating series. By conducting the procurement process directly with Arconas, we guarantee that the Ft. Lauderdale-Hollywood International Airport will benefit from the best possible prices available for this product.

If you have any questions or require additional information, please do not hesitate to contact me at (905) 272-0727 x-318.

Sincerely,



Krista Tapley
Sales Director
ARCONAS

5700 Keaton Crescent
Mississauga, Ontario
Canada, L5R 3H5

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Toll Free: +1-800-387-9496
Email: info@arconas.com

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