



TO: Brenda J. Billingsley, Director
Purchasing Division
FROM: Richard Waskiewicz, Director *RAW*
Aviation Maintenance Division
SUBJECT: Solicitation No.: BLD2122413B1
Fire Alarm System Monitoring, Maintenance, and Repairs at FLL

Recommended Vendor: WSA Systems-Boca, LLC

Recommended Group(s)/Line Item(s): All Groups

Initial Award Amount: \$4,165,266.00

Potential Total Amount: \$6,942,110.00

Initial Contract Term: Three Years

Contract Term, including Renewals: Five Years

CONCURRENCE:

The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility. 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 Contracts Central 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 Contracts Central.

AND

- ☒ Reference Verification Forms are attached.

OR

- ☐ Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$50,000 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.

TYPED NAME OF SIGNER: Lori Vassello
(Individual authorized to administer the contract.)

TITLE: Contract Administrator Senior

SIGNATURE:

A handwritten signature in blue ink that reads "L. Vassello".

Digitally signed by Lori Vassello
Date: 2021.06.16 10:09:32
-04'00'

DATE: 06/16/2021



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2122413B 1 - Fire Alarm System Monitoring, Maintenance, and Repairs at FLL

Reference for: (Name of Firm) WSA Systems-Boca, LLC
 Organization/Firm Name providing reference: Boca Raton Innovation Campus
 Contact Name/Title: Greg Yuskanich
 Contact E-mail: gyuskanich@crockerpartners.com
 Contact Phone: 561-262-1716
 Name of Referenced Project: We have many contracts with WSA throughout the year
 Contract No. Some of them are Tenant Improvements and some are updating the existing systems. We have
 Contract Amount: We have between this year and last year between \$500,000.00 and \$750,000.00 under con
 Date Services Provided:

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

Vendor's role in Project: ☒ Prime Vendor ☐ Sub-consultant/Sub-contractor
 Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
Fire alarm & Card Access/Security Cameras

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
WSA is an excellent team to work with.

References Checked By

Name: Lori Vassello

Title: Contract Administrator Senior

Division/Department: Aviation Maintenance

Date of Verification: June 08, 2021



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2122413B 1 - Fire Alarm System Monitoring, Maintenance, and Repairs at FLL

Reference for: (Name of Firm)	WSA Systems-Boca, LLC
Organization/Firm Name providing reference:	Boca Raton Resort and Club
Contact Name/Title:	Dell Huggins
Contact E-mail:	Dell.Huggins@thebocaraton.com
Contact Phone:	561-447-3112
Name of Referenced Project:	Fire Alarm Inspection & Repair
Contract No.	BR-00057
Contract Amount:	\$ 190,000
Date Services Provided:	8/1/2000 To Present

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

Vendor's role in Project: ☒ Prime Vendor ☐ Sub-consultant/Sub-contractor
Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Installation, service and monitoring all fire alarm systems at "The Boca Raton."
WSA is currently installing a new BDA system in the Tower building.
WSA has been our primary fire alarm vendor for the last 30 years.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

Since my earliest involvement with WSA (30 years), I have found their company to be world class in every way- they have always been fair, courteous, and above all, professional in every aspect.

References Checked By Name: Dell Huggins Lori Vassello	Contract Administrator Senior
Division/Department: Property Operations Aviation Maint.	Title: Assistant Director of Property Operations Date of Verification: 06/14/2021



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2122413B 1 - Fire Alarm System Monitoring, Maintenance, and Repairs at FLL

Reference for: (Name of Firm)	WSA Systems-Boca, LLC
Organization/Firm Name providing reference:	Palm Beach International Airport
Contact Name/Title:	Pedro Martinez
Contact E-mail:	PMartinez@pbia.org
Contact Phone:	954-464-7420
Name of Referenced Project:	Fire Alarm System Inspection, Testing and Repairs, Term Contract.
Contract No.	
Contract Amount:	\$45,0000 annually
Date Services Provided:	06/2011 to present
(list date range or date services began until "current")	

Vendor's role in Project: ☒ Prime Vendor ☐ Sub-consultant/Sub-contractor
 Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
The contractor supplies services for Annual Fire Alarm System Inspection, On site diagnostics and repairs of deficiencies. Supply of Notifier parts and equipment. Modifications and upgrades to the Fire Alarm System.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
We have been using WSA Systems as a contractor for our Fire Alarm needs for more than 10 years and have had a satisfactory experience with them, this is why we can recommend their services without reserve.

References Checked By Name: Lori Vassello	Title: Contract Administrator Senior
Division/Department: Aviation Maintenance	Date of Verification: 06/08/2021