



7/26/2021

Ms. Brenda Billingsley  
Purchasing Director  
Purchasing Division  
Broward County  
115 South Andrews Avenue, Suite A461  
Fort Lauderdale, FL 33301

Re: Objection to the Proposed recommendation of ranking made by the evaluation committee for RFP PNC2120437P1, Professional Consultant Services for FLL and HWO Airports, Building Projects.

Dear Ms. Billingsley:

As per the Broward County Procurement code section 21.84 requirements to submit an objection to the proposed recommendation of ranking made by the evaluation committee for RFP PNC2120437P1, Professional Consultant Services for FLL and HWO Airports, Building Projects, **Burns & McDonnell Engineering Company, Inc. (Burns & McDonnell)** by means of this letter formally objects to such recommendation of ranking.

The factual grounds on which our objection is based are as follows:

In response to Broward County's Solicitation PNC2120437P1, **Burns & McDonnell** conducted and oral presentation Virtually for the County's Evaluation Committee via MS Teams. The oral presentation was followed by a virtual Questions and Answers session.

**Burns & McDonnell** would like to note that the Solicitation PNC2120437P1 packet in Section G states the following:

"G. Presentations

Vendors that are found to be both responsive and responsible to the requirements of the solicitation and/or shortlisted (if applicable) will have an opportunity to make an **oral presentation** to the Selection or Evaluation Committee on the Vendor's approach to this project and the Vendor's ability to perform. The committee may provide a list of subject matter for the discussion. All Vendor's will have equal time to present but the question-and-answer time may vary. In accordance with Section 286.0113 of the Florida Statutes and the direction of the Broward County Board of Commissioners, presentations during Selection or Evaluation Committee Meetings are closed. Only the Selection or Evaluation Committee members, County staff and the vendor and their team scheduled for that presentation will be present in the Meeting Room during the presentation and subsequent question and answer period."

Regretfully we it is a matter of fact that another bidder played a video during the time allocated for them to perform an **Oral presentation** as was required by the solicitation. The action of



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Playing a Video Production is something completely different than conducting an oral presentation as was required by the solicitation.

Furthermore, in an email from Broward County purchasing to the shortlisted firms the following was stated:

“Your firm was shortlisted to make a fifteen (15) minute oral presentation to the EC via Microsoft Teams at the July 14, 2021, Final EC meeting.”

The solicitation nor the email from the purchasing division states that our firm was invited to play a video production instead of conducting an oral presentation.

5 out of six of the shortlisted firms followed these rules and delivered Oral Presentations via MS Team to the Evaluation Committee. No instruction was given by the county via the solicitation nor by email that vendors were to play video productions via MS Teams instead of conducting oral presentations.

If the intent was to have all of the shortlisted firms play videos productions instead of conducting oral presentations it should have been clearly stated in the solicitation or in the invitation sent via email so all parties would be equally compliant, subject to the same rules and with no competitive advantages.

Therefore, to avoid having Broward County set precedent where bidders can from here on onwards deviate from instructions set in solicitations and play video productions instead of conducting oral presentations, we respectfully request that the Evaluation Committee be reconvened and be advised of the non-compliance with the RFP when playing a video production instead of conducting an Oral Presentation. And that the Evaluation Committee be advised by Broward County Purchasing to discard all points allocated to the firm who did not conduct an Oral Presentation and Re-rank the bidders accordingly.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mauricio Pizarro".

Mauricio Pizarro, P.E., PMP  
Project Manager