



Broward County

Legislation Details (With Text)

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In control: PORT EVERGLADES DEPARTMENT

On agenda: 6/15/2021 **Final action:** 6/15/2021

Title: MOTION TO AWARD open-end contract to the most reasonable source, Sate Solutions Inc, for Passenger Loading Bridge Maintenance and Repair Services, Request for Quotation No. PNC2122671Q2, for the Port Everglades Department, in the initial one-year estimated amount of \$516,594, including pass-thru allowances of \$80,000, and authorize the Director of Purchasing to renew the contract for one one-year period, for a total two-year potential amount of \$1,033,188, contingent upon the receipt and approval of the performance and payment guaranty. The initial contract period shall begin on the date of award and will terminate one year from that date.

Sponsors:

Indexes:

Code sections:

Attachments: 1. Exhibit 1 - Price Analysis, 2. Exhibit 2 - Sole Source Memorandum signed May 26 2021

Date	Ver.	Action By	Action	Result
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Broward County Commission Regular Meeting

Director's Name: George Tablack

Department: Finance and Administrative Services **Division:** Purchasing

Information

Requested Action

MOTION TO AWARD open-end contract to the most reasonable source, Sate Solutions Inc, for Passenger Loading Bridge Maintenance and Repair Services, Request for Quotation No. PNC2122671Q2, for the Port Everglades Department, in the initial one-year estimated amount of \$516,594, including pass-thru allowances of \$80,000, and authorize the Director of Purchasing to renew the contract for one one-year period, for a total two-year potential amount of \$1,033,188, contingent upon the receipt and approval of the performance and payment guaranty. The initial contract period shall begin on the date of award and will terminate one year from that date.

Why Action is Necessary

In accordance with the Broward County Procurement Code, Section 21.47, Award and Execution Authority, the Board shall make all awards, and authorize the execution of the associated contracts, with a value of more than \$500,000, inclusive of the value of any renewals or extensions provided for in the contract.

What Action Accomplishes

Provides for an open-end contract for repair and maintenance services for FMT Aircraft Gate Support Systems AB brand cruise ship passenger loading bridges and mobile elevated gangways for the Port Everglades Department.

Is this Action Goal Related

No

Previous Action Taken

None.

Summary Explanation/Background

THE PURCHASING DIVISION AND THE PORT EVERGLADES DEPARTMENT RECOMMEND APPROVAL OF THE ABOVE MOTION.

The purpose of this contract is to provide an open-end contract for repair and maintenance services of 11 FMT Aircraft Gate Support Systems AB (FMT-AB)-branded passenger loading bridges (PLBs) and four FMB-AB-brand mobile elevated gangways (MEGs) located at the Port Everglades Cruise Terminals. Timely maintenance and repair services are required to ensure complete functionality of the PLBs and MEGs including electronics, hydraulics, mechanical, fiber communication, electrical components, programming and software operations and upgrades.

Since 2003, FMT-AB has been the sole supplier of PLBs and MEGs currently in use at the eight cruise terminals at Port Everglades.

On March 28, 2006 (Item No. 14), and reaffirmed on June 5, 2012 (Item No. 26) and June 24, 2014 (Item No. 53), the Board approved standardization of sole source vendor, FMT-AB, for future procurement, replacement parts, installation, and repair of then current PLBs for cruise terminals at Port Everglades.

On February 21, 2019, FMT-AB filed for bankruptcy in the Country of Sweden, the location of the company headquarters. The bankruptcy filing affected FMT-AB projects at Port Everglades as well as repairs and modifications to the FMT-AB PLBs and MEGs in operation at Port Everglades.

On June 4, 2019 (Item No. 10), the Board approved a Settlement Agreement between Broward County and FMT-AB. The Settlement Agreement addressed the completion of unfinished work on the MEGs at two cruise terminals as well as coverage of the two-year warranty services but did not provide for maintenance of the PLBs at six other terminals.

The FMT-AB PLBs and MEGs are highly complex steel structures requiring the use of proprietary software to operate. Continual functionality of PLBs is required to meet contractual commitments of the cruise terminal users, maintain the value of these assets, and to ensure the safety of passengers and crew when embarking and disembarking the cruise ships. The timely maintenance and repairs of the PLBs mechanical, electrical, structural components, and/or programming of software are required to avoid delays to cruise ship schedules.

On April 9, 2021, in response to a Sole Source/Sole Brand request from the Port Everglades Department, the Purchasing Division issued a Request for Information (RFI) to ascertain whether there were any other entities able to provide the required services and repairs (mechanical, electrical, structural components, and/or software programming) to the PLBs within the specified service response time. There were no responses to the RFI.

On May 13, 2021, after all due diligence was completed to locate potential vendors, the Director of

Purchasing approved a most-reasonable source designation of Sate Solutions Inc (Exhibit 2). Based on the most-reasonable source designation, a Request for Quotation was issued to Sate Solutions Inc to obtain firm fixed pricing for the specific goods and services required by the County for maintenance and repair services of the PLBs and MEGs.

The Purchasing Division has reviewed the prices submitted by Sate Solutions Inc and determined that the prices submitted are fair and reasonable based upon a comparison to the initial estimate (Exhibit 1).

There have been no vendor performance evaluations completed for Sate Solutions Inc.

All dollar amounts referenced in this agenda item have been rounded to the nearest whole number.

Source of Additional Information

Brenda J. Billingsley, Director, Purchasing Division, (954) 357-6070

Fiscal Impact

Fiscal Impact/Cost Summary

Each requirement processed against this open-end contract will be funded by the appropriate source at the time of release.

Requisition No. SEA0000705