

Red Analysis

Bid No. TRN21264681  
 Bid Title: BCT Pest Control Services for Buses and Non-Revenue Vehicles  
 Agency: Broward County Transportation Department  
 Purchasing Agent: Windelle Jean-Pierre  
 Title: Purchasing Agent Senior  
 Type of Contract: Procurement Contract (open-end)  
 Date Bid Posted: 7/19/2023  
 Date Bid Opened: 8/4/2023  
 Bid Submittals: 10  
 Declinations: 2  
 Bid Views: 67  
 Suppliers Notified: 33,852

Tabulation of Bids				On Brand Pest Management Non-CBE "RJCT"		Stark Exterminators (with alternate pricing) Non-CBE "RJCT"		Tower Pest Control, Inc. Non-CBE		Stark Exterminator Non-CBE "WDRW"		Terminix Commercial Non-CBE		Pestmaster Non-CBE	
Item #	Item	Qty	Unit	Price	Total	Price	Total	Price	Total	Price	Total	Price	Total	Price	Total
01-01	Pest Extermination for BCT Buses	20000	Each	\$1.25	\$25,000.00	\$5.625	\$112,500.00	\$9.00	\$180,000.00	\$7.50	\$150,000.00	\$9.95	\$199,000.00	\$11.98	\$239,600.00
01-02	Pest Extermination Services for Non-Revenue Vehicles	1500	Each	\$3.00	\$4,500.00	\$7.50	\$11,250.00	\$9.00	\$13,500.00	\$7.50	\$11,250.00	\$9.95	\$14,925.00	\$11.98	\$17,470.00
01-03	Fogging Services	500	Each	\$3.50	\$1,750.00	\$5.00	\$2,500.00	\$0.01	\$5.00	\$5.00	\$25,000.00	\$9.95	\$4,975.00	\$74.98	\$37,490.00
01-04	Fumigation Services	250	Each	\$0.00	\$0.00	\$50.00	\$12,500.00	\$0.01	\$2.50	\$50.00	\$12,500.00	\$9.95	\$2,487.50	\$49.98	\$12,495.00
01-05	Bed Bug Treatment for BCT Buses	50	Each	\$12.00	\$600.00	\$500.00	\$25,000.00	\$0.01	\$0.50	\$500.00	\$25,000.00	\$150.00	\$7,500.00	\$249.98	\$12,499.00
<b>Total Annual Estimated Amount</b>					<b>\$ 31,850.00</b>		<b>\$ 186,250.00</b>		<b>\$ 193,508.00</b>		<b>\$ 223,750.00</b>		<b>\$ 228,887.50</b>		<b>\$ 320,054.00</b>

\*AWD\* = Recommended Awarded Vendor  
 \*RJCT\* = Rejected Vendor

X Terminator (lowest CBE Firm)      <sup>2</sup> CBE% Differential: 101.4%      <sup>2</sup> CBE% Differential: 90%      <sup>2</sup> CBE% Differential: 83%      <sup>2</sup> CBE% Differential: 59%      <sup>2</sup> CBE% Differential: 55%      <sup>2</sup> CBE% Differential: 11%

Tabulation of Bids				X Terminator, Inc. CBE		Orange Pest Control, Inc. CBE		Beach Environmental Non-CBE		Orlin Non-CBE		Florida Pest Control Non-CBE	
Item #	Item	Qty	Unit	Price	Total	Price	Total	Price	Total	Price	Total	Price	Total
01-01	Pest Extermination for BCT Buses	20000	Each	\$16.50	\$330,000.00	\$19.00	\$380,000.00	\$20.00	\$400,000.00	\$11.00	\$220,000.00	\$145.00	\$2,900,000.00
01-02	Pest Extermination Services for Non-Revenue Vehicles	1500	Each	\$16.50	\$24,750.00	\$15.00	\$22,500.00	\$10.00	\$15,000.00	\$11.00	\$16,500.00	\$145.00	\$217,500.00
01-03	Fogging Services	500	Each	\$0.01	\$5.00	\$10.00	\$5,000.00	\$18.00	\$9,000.00	\$375.00	\$187,500.00	\$250.00	\$125,000.00
01-04	Fumigation Services	250	Each	\$0.01	\$2.50	\$10.00	\$2,500.00	\$400.00	\$100,000.00	\$375.00	\$93,750.00	\$250.00	\$62,500.00
01-05	Bed Bug Treatment for BCT Buses	50	Each	\$0.01	\$0.50	\$20.00	\$1,000.00	\$300.00	\$15,000.00	\$450.00	\$22,500.00	\$1,500.00	\$75,000.00
<b>Total Annual Estimated Amount</b>					<b>\$ 354,758.00</b>		<b>\$ 411,000.00</b>		<b>\$ 539,000.00</b>		<b>\$ 540,250.00</b>		<b>\$ 3,380,000.00</b>

Tabulation of Bids				Pricing from Independent Cost Estimate (ICE) Transportation Department, Fleet Services Division				Pricing from Previous Contract No. TRN212436481				Difference Between Potential Awardee and ICE		Percentage Difference Between Potential Awardee and ICE		Difference Between Potential Awardee and Previous Contract		Percentage Difference Between Potential Awardee and Previous Contract	
Item #	Item	Qty	Unit	Unit Cost	Total Cost	Qty	Unit	Unit Cost	Total Cost	Total Price	Total Price	Total Price	Total Price						
01-01	Pest Extermination for BCT Buses	20000	Each	\$10.00	\$200,000.00	24000	Each	\$10.00	\$240,000.00										
01-02	Pest Extermination Services for Non-Revenue Vehicles	1500	Each	\$10.00	\$15,000.00	3000	Each	\$10.00	\$30,000.00										
01-03	Fogging Services	500	Each	\$10.00	\$5,000.00	1000	Each	\$0.01	\$10.00	-\$47,242.00	-19.62%	-\$99,003.00	-33.85%						
01-04	Fumigation Services	250	Each	\$50.00	\$12,500.00	450	Each	\$50.00	\$22,500.00										
01-05	Bed Bug Treatment for BCT Buses	50	Each	\$165.00	\$8,250.00	100	Each	\$0.01	\$1.00										
<b>Total Annual Estimated Amount</b>					<b>\$ 240,750.00</b>				<b>\$ 292,511.00</b>										

Price Analysis Notes:

X Terminator (lowest CBE Firm)      <sup>2</sup> CBE% Differential: -34%      <sup>2</sup> CBE% Differential: -34%      <sup>2</sup> CBE% Differential: -90%

**Potential Awardee:** Tower Pest Control, Inc.

**Potential Annual Award Total:**  
**\$193,508.00**

**Three (3) Year Potential Total:**  
**\$580,524.00**

**Overall Annual Estimated Amount:** \$193,508.00  
**3 Year Overall Potential Total:** \$580,524.00

<sup>1</sup> This solicitation is reserved for County Business Enterprise (CBE) firms pursuant to the Broward County Business Opportunity Act of 2021, Section 1-81, Code of Ordinances, as amended ("the Business Opportunity Act"). CBEs and non-CBEs may respond to the solicitation.

Basis of Award: Award will be made to the lowest priced, responsive, responsible bidder by total bid price (sum of all items).  
<sup>2</sup> CBE Monetary Differential: The total bid of the CBE Presumptive Awardee does not exceed Three Million Dollars (\$3,000,000), and does not exceed the total amount of the lowest responsive and responsible bid, as applicable, from a non-CBE by more than ten percent (10%). If no CBE Presumptive Awardee meets the requirements, as applicable, the award shall be made to the non-CBE that submits the lowest responsive and responsible bid.