



TO: Robert Gleason, Director
Purchasing Division

FROM: Richard Waskiewicz, Enterprise Director of Facilities/Maintenance *RAW*
Broward County Aviation Department - Maintenance Division

SUBJECT: Solicitation No.: BLD2126849B1
Pre-Conditioned Air Units and Replacement Parts

Recommended Vendor: Twist Aero, LLC
 Recommended Group(s)/Line Item(s): Group 2
 Initial Award Amount: \$ 900,426.00 Potential Total Amount: \$ 4,502,130.00
 Initial Contract Term: One Year Contract Term, including Renewals: Five Years

CONCURRENCE:

The agency has reviewed Vendor’s response(s) for specification compliance and Vendor responsibility, which includes license requirements (if applicable). 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 ContractsCentral 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 ContractsCentral.

AND

Reference Verification Forms are attached.

OR

Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$100,000 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, including the reference to any bid requirement.

TYPED NAME OF SIGNER: Lisette Forrest TITLE: Contract/Grant Administrator Senior
 (Individual authorized to administer the contract.)

SIGNATURE: Lisette Forrest  Digitally signed by Lisette Forrest Date: 2023.10.20 14:50:17 -04'00' DATE:

Concurrence – Additional Information

Solicitation: Bid No. BLD2126849B1– Pre-Conditioned Air Units and Replacement Parts (Group 2)

Vendor: Twist Aero, LLC

Reviewed by: Lisette Forrest, Contracts/Grant Administrator Senior

Based on the findings below, Broward County Aviation Department - Maintenance Division (BCAD) does not concur with award of Bid No. BLD2126849B1- Pre-Conditioned Air Units (PCA) and Replacement Parts (Group 2) to Twist Aero, LLC (Twist).

BCAD staff contacted the three (3) references provided in Twist's bid response. Only the Denver Department of Aviation responded. The reference provided included multiple poor ratings. Multiple requests were made to Twist via phone and email for assistance with getting references to respond and subsequently to provide additional references. Twist was not helpful and not interested enough to ask their references to respond. BCAD staff spoke with the reference from Denver Department of Aviation at length to understand the basis behind the poor rating. BCAD determined that while Twist's product meets the requirements of the bid, Twist struggles to provide professional customer service, accurate billing, and meet delivery schedules. FLL requires a vendor that can provide equipment that meets operational requirements as well as provides professional, dependable and timely services. In the past, BCAD has done business with vendors that have provided subpar services and equipment that have impacted FLL operational needs.

Copies of referenced materials are available upon request.



TO: Robert Gleason, Director
Purchasing Division
FROM: Richard Waskiewicz, Director *RAW*
Maintenance Division, Broward County Aviation Department
SUBJECT: Solicitation No.: BLD2126849B1
Pre-Conditioned Air Units and Replacement Parts

Recommended Vendor: JBT AeroTech Corporation
Recommended Group(s)/Line Item(s): Group 2
Initial Award Amount: \$ 546,604.00 Potential Total Amount: \$ 2,733,020.00
Initial Contract Term: One Year Contract Term, including Renewals: Five Years

CONCURRENCE:

The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility, which includes license requirements (if applicable). 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 ContractsCentral 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 ContractsCentral.

AND

Reference Verification Forms are attached.

OR

Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$100,000 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, including the reference to any bid requirement.

TYPED NAME OF SIGNER: Lisette Forrest TITLE: Contract/Grant Administrator Senior
(Individual authorized to administer the contract.)

SIGNATURE: Lisette Forrest Digitally signed by Lisette Forrest Date: 2023.09.22 14:47:50 -04'00' DATE: 9/22/23

Concurrence – Additional Information

Solicitation: Bid No. BLD2126849B1– Pre-Conditioned Air Units and Replacement Parts (Group 2)

Vendor: JBT AeroTech Corporation

Reviewed by: Lisette Forrest, Contracts/Grant Administrator Senior; Shane Coe, Maintenance Manager

Based on the findings below, Broward County Aviation Department - Maintenance Division (BCAD) does not concur with award of Bid No. BLD2126849B1– Pre-Conditioned Air Units (PCA) and Replacement Parts (Group 2) to JBT AeroTech Corporation (JBT).

BCAD evaluated JBT's response to the above referenced Bid and has determined the product offered in Bid Line BLD2126849B1-03-01 – Group 2: 60 Ton PCA with Trailer does not meet the Bid Specifications and Requirements.

Per the Bid's Specifications and Requirements, Section 5.14.A., "PCA unit must mount on trailer for mobile use, including diesel engine or approved equal, generator set, and hosing equipment."

JBT has confirmed that the model offered in their response, model #SJ-115, is for a 60-ton PCA unit with trailer that does not include a self-powered diesel system and requires a separate power source for the unit. The price offered does not include the cost of providing the separate power source. JBT offers alternatives, but they do not meet the tonnage requirements of the PCA unit, per the Specifications and Requirements, Section 4.3.B.

Copies of referenced materials are available upon request.