

Financial Services
Judith M. Marte, Chief Financial Officer

**SUBJECT: REQUEST AUTHORIZATION TO ENTER INTO
CONTRACTUAL SERVICES AGREEMENTS BETWEEN THE
SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA, AND
CLARK CONTRACTING SOLUTIONS, LLC, D.B.A. FORAIR,
COOL-BREEZE AIR CONDITIONING CORP., TRANE US, INC.
AND WEATHERTROL MAINTENANCE CORP., PURSUANT TO
REQUEST FOR PROPOSALS NO. 035-PP09 – CHILLER-
SERVICE CONTRACT**

COMMITTEE: FACILITIES AND CONSTRUCTION REFORM

**LINK TO STRATEGIC
FRAMEWORK: FINANCIAL EFFICIENCY/STABILITY**

Request For Proposals No. 035-PP09 – CHILLER-SERVICE CONTRACT, is to provide a full-service chiller contract, to include all necessary labor, transportation, material and equipment, to test, service, inspect, repair and maintain chillers for The School Board of Miami-Dade County, Florida. This is a term proposal. Five (5) vendors responded to this advertised solicitation.

The term of the proposal shall be for an initial eighteen (18) month period, beginning January 1, 2015 through June 30, 2016, in order to coincide with the new fiscal period, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the awardees, be extended for three (3) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period.

A meeting of the Selection Committee to evaluate the proposals was held on July 22, 2014. Five (5) proposals were presented for consideration: Clark Contracting Solutions, LLC, d.b.a. Forair, Cool-Breeze Air Conditioning Corp., Thermal Concepts, Inc., Trane US, Inc., and Weathertrol Maintenance Corp. After review of the proposals and discussion, the Committee recommended that one vendor be selected for each Maintenance Service Center and a Best and Final Offers be requested from all five vendors.

A second meeting of the Selection Committee was held on July 30, 2014. After review of the Best and Final Offers and discussion, the Committee recommended that the vendors be short-listed for specific Maintenance Service Centers. Believing there were additional savings to be recognized, the Committee also recommended that a second price negotiation in the form of an Amended Best and Final Offers be requested from vendors based on the Maintenance Service Center they were short-listed for. The amended final offers were tallied and submitted to the Selection Committee for review. The Committee Members voted electronically and recommended Clark Contracting Solutions, LLC, d.b.a. Forair, Cool-Breeze Air Conditioning, Corp., Trane US, Inc. and Weathertrol Maintenance Corp. for award. Through the due diligence of the Selection Committee, this award reflects a 4.2% or \$209,642.23 savings from the original proposals submitted.

Strategies were employed to increase S/BE, M/BE and M/WBE participation, resulting in one (1) of the four (4) awarded vendors being M/WBE certified.

Fund Source
0300-Capital

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AUTHORIZE** the Superintendent of Schools, to enter into contractual services agreements between The School Board of Miami-Dade County, Florida, and Clark Contracting Solutions, LLC, d.b.a. Forair, Cool-Breeze Air Conditioning, Corp., Trane US, Inc. and Weathertrol Maintenance Corp., pursuant to Request For Proposals No. 035-PP09 – CHILLER-SERVICE CONTRACT, to provide a full-service chiller contract, to include all necessary labor, transportation, material and equipment, to test, service, inspect, repair and maintain chillers for The School Board of Miami-Dade County, Florida, during the term of the proposal, effective January 1, 2015 through June 30, 2016, including extensions thereto, as follows:

1. CLARK CONTRACTING SOLUTIONS, LLC
D.B.A. FORAIR
13701 S.W. 143 COURT, #101
MIAMI, FL 33186
OWNER: FRANK CLARK, JR., PRESIDENT

Maintenance Service Center One (MSC 1) @ \$2,430,222, for the initial eighteen (18) month period and \$1,620,148, for each subsequent one (1) year extension period.

2. COOL-BREEZE AIR CONDITIONING CORP.
13120 S.W. 130 TERRACE
MIAMI, FL 33186
OWNER: FRANK D. CRAWLEY, PRESIDENT

Maintenance Service Center Four (MSC 4) @ \$999,722, for the initial eighteen (18) month period and \$666,481, for each subsequent one (1) year extension period.

3. TRANE U.S., INC.
2884 CORPORATE WAY
MIRAMAR, FL 33025
OWNER: DAVID REGNERY, PRESIDENT/C.E.O.

Maintenance Service Center Two (MSC 2) @ \$1,732,590, for the initial eighteen (18) month period and \$1,155,060, for each subsequent one (1) year extension period.

4. WEATHERTROL MAINTENANCE CORP.
7250 N.E. 4 AVENUE
MIAMI, FL 33138
OWNER: CARLOS I. BORJA, PRESIDENT/C.E.O. M/WBE

Maintenance Service Center Three (MSC 3) @ \$1,992,654, for the initial eighteen (18) month period and \$1,328,439, for each subsequent one (1) year extension period.

5. Authorize Procurement Management Services to purchase up to the total estimated amount of \$7,870,706 (2,430,222 (MSC 1), \$999,722 (MSC 4), \$1,732,590 (MSC 2), \$1,992,654 (MSC 3) plus ten (10) percent (\$715,519) for any time and material that may be required), for the initial contract term, and an amount not to exceed \$5,247,141 (\$1,620,148 (MSC 1), \$666,722 (MSC 4), \$1,155,060 (MSC 2), \$1,328,439 (MSC 3) plus ten (10) percent (\$477,013) for each of the subsequent three (3) one (1) year extension periods. The total estimated dollar amounts include a base price for maintenance and an additional ten (10) percent for any time and material that may be required. Board authorization of this recommendation does not mean the amount shown will be expended.

JMM/mh

The School Board of Dade County, Florida
 Chiller Service Contract
 2014
 Best and Final Offer Comparison

CREATED BY Angela J. Lopez
 VERIFIED BY Debra D. McNeil

MSC 1					MSC 2				
Thermal Concepts					Trane				
Original Proposal	Best and Final	Difference	Amended Best and Final	Difference from Original Proposal	Original Proposal	Best and Final	Difference	Amended Best and Final	Difference from Original Proposal
\$1,994,700.00	\$1,925,980.00	-\$68,720.00	\$1,915,736.00	-\$78,964.00	\$1,380,000.00	\$1,173,000.00	-207,000.00	1,155,060.00	-224,940.00
\$75.00	\$75.00	\$0.00	\$75.00	\$0.00	\$75.00	\$75.00	\$0.00	\$75.00	\$0.00
40%	40%	0.00	40.00%	0.00%	20%	40%	20.0%	40.0%	0.0%
40%	42%	2.0%	42.00%	2.00%	20%	40%	20.0%	40.0%	0.0%
20%	20%	0.0%	20.00%	0.00%	20%	20%	0.0%	20.0%	20.0%
20%	18%	-2.0%	18.00%	-2.00%	20%	20%	0.0%	20.0%	20.0%
Clark Contracting Solutions LLC dba Forair									
Original Proposal	Best and Final	Difference	Amended Best and Final	Difference from Original Proposal					
\$1,902,243.00	\$1,723,418.70	-\$178,824.30	\$1,620,147.77	-\$282,095.23					
\$75.00	75.00	\$0.00	\$75.00	\$0.00					
40%	40%	\$0.00	40.00%	0.00%					
40%	40%	\$0.00	40.00%	0.00%					
20%	20%	\$0.00	20.00%	0.00%					
20%	20%	\$0.00	20.00%	0.00%					

Best and Final Offer Comparison

MSC 3					MSC 4				
Weathertrol					Clark Contracting Solutions LLC dba Forair				
Original Proposal	Best and Final	Difference	Amended Best and Final	Difference from Original Proposal	Original Proposal	Best and Final	Difference	Amended Best and Final	Difference from Original Proposal
\$1,355,550.00	\$1,355,550.00	\$0.00	\$1,328,439.00	-\$27,111.00	\$877,036.00	\$793,092.41	-\$83,943.59	\$717,543.16	-\$159,492.84
\$75.00	\$75.00	\$0.00	\$75.00	\$0.00	\$75.00	\$75.00	\$0.00	\$75.00	\$0.00
20%	40%	20.0%	40.0%	20.0%	40%	40%	\$0.00	40.0%	0.00%
10%	40%	30.0%	40.0%	30.0%	40%	40%	\$0.00	40.0%	0.00%
20%	20%	0.0%	20.0%	0.0%	20%	20%	\$0.00	20.0%	0.00%
20%	20%	0.0%	20.0%	0.0%	20%	20%	\$0.00	20.0%	0.00%

Cool Breeze				
Original Proposal	Best and Final	Difference	Amended Best and Final	Difference from Original Proposal
\$341,977.00	\$714,024.00	\$372,047.00	\$666,481.00	\$324,504.00
\$85.00	\$75.00	-\$10.00	\$75.00	-\$10.00
40%	40%	0.0%	40.0%	0.00%
40%	40%	0.0%	40.0%	0.00%
20%	20%	0.0%	20.0%	0.00%
15%	15%	0.0%	15.0%	0.00%

FINAL AWARD

MSC 1		MSC 2	
Clark Contracting Solutions LLC dba Forair		Trane US, Inc	
Original	\$1,902,243.00	Original	\$1,380,000.00
Final	\$1,620,147.77	Final	\$1,155,060.00
Difference	-\$282,095.23	Difference	-\$224,940.00
% Difference	-14.8%		-16.3%

MSC 3		MSC 4		Total
Weathertrol		Cool-Breeze Air Conditioning		
Original	\$1,355,550.00	Original	\$341,977.00	\$4,979,770.00
Final	\$1,328,439.00	Final	\$666,481.00	\$4,770,127.77
Difference	-\$27,111.00	Difference	\$324,504.00	-\$209,642.23
	-2.0%		94.9%	-4.2%