

Financial Services  
Mrs. Judith M. Marte, Chief Financial Officer

**SUBJECT:                   AWARD INVITATION TO BID NO. ITB-16-017-CV – AIR  
                                  CONDITIONERS – WINDOW AND WALL**

**COMMITTEE:               FISCAL ACCOUNTABILITY**

**LINK TO STRATEGIC  
BLUEPRINT:               EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services released the above-referenced solicitation. The purpose of this Invitation To Bid (ITB) is to purchase, at firm unit prices, stock items of air conditioners for the Department of Maintenance Materials Management. These stock items are inventoried and made available for the Maintenance Department's Zone Mechanics. This is a term bid which states that the Board may purchase quantities as needed, but is not obligated to purchase any guaranteed amount. This Invitation To Bid was advertised on the Procurement Management Services website, the Demandstar website, BidNet, Florida Bid, *The Miami Times*, and the *Diario Las Americas* newspapers, and emailed to 50 potential bidders, which included six (6) certified SBE/MBE vendors registered in the air conditioner commodity codes.

The initial term of the bid shall be for two (2) years, commencing December 14, 2016 through December 13, 2018, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder(s), be extended for three (3) additional one (1) year periods.

Strategies were employed to increase SBE/MBE participation. The Goal Setting Committee recommended that this solicitation be open, not sheltered, as a large number of SBE/MBE vendors were not identified within the commodity code(s).

Three (3) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract shall be awarded to one (1) primary vendor.

Fund Source  
Various

**E-143**

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida:

1. **AWARD** Invitation To Bid No. ITB-16-017-CV – AIR CONDITIONERS - WINDOW AND WALL to purchase, at firm unit prices, quantities, as may be required, for stock items for the Maintenance Materials Management department with an initial effective date of December 14, 2016 through December 13, 2018, and may, by mutual agreement between The School Board of Miami-Dade County, Florida and the successful bidder, be extended for three (3) additional one (1) year extension periods thereto, as follows:

- A. FRIEDRICH AIR CONDITIONING CO., LTD  
10001 REUNION PLACE, SUITE 500  
SAN ANTONIO, TX 78216-4139  
OWNER: CHUCK CAMPBELL, PRESIDENT

Low Unit Price: Items 1 through 9.

- Item 1 – Air conditioner, minimum BTU 36,000/35,500, minimum EER 9.0 @ \$1,470 each
- Item 2 – Air conditioner, minimum BTU 28,000, minimum EER 10.0 @ \$1,063 each
- Item 3 – Air conditioner, minimum BTU 12,000, minimum EER 10.9 @ \$811.00 each
- Item 4 – Air conditioner, minimum BTU 22,000 heat pump, minimum EER 10.3 @ \$1,257
- Item 5 – Air conditioner, minimum BTU 20,000; minimum EER 9.8 @ \$820
- Item 6 – Air conditioner, minimum BTU 11,900, minimum EER 12.2 @ \$675
- Item 7 – Air conditioner, minimum BTU 11,500/11,200 cool, minimum EER 10.9 @ \$675
- Item 8 – Air conditioner, minimum BTU 10,000 cool, 8,800 min BTU heat pump, minimum EER 10.9 @ \$792
- Item 9 – Pallets @ \$0.00

2. **AUTHORIZE** Procurement Management Services to purchase up to the total estimated amount of \$850,000 for the initial contract term, and an amount not to exceed \$425,000 for each subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amount shown will be expended.