



# Memorandum

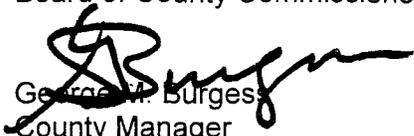
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Agenda Item No. 3(F)

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**To:** Honorable Chairperson Barbara Carey-Shuler, Ed. D. and Members  
Board of County Commissioners

**Date:** November 13, 2003

**From:**   
George M. Burgess  
County Manager

**Subject:** Request to reject all bids, waive formal bidding requirements, and enter into negotiations with Pro Sound, Inc. for the MIA Public Address System Infrastructure (PASI), Project No. ITB-MDAD-04-02/112A

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## RECOMMENDATION

It is recommended that the Board (1) reject all bids for the MIA Public Address System Infrastructure (PASI), Project No. ITB-MDAD-04-02/112A, (2) waive the requirements of Section 4.03 (D) of the Miami-Dade Home Rule Charter, which requires formal sealed bids, and (3) approve negotiations with Pro Sound, Inc. under terms, including but not limited to, scope of work, schedule and pricing.

This recommendation has been prepared by and is recommended by Dade Aviation Consultants (DAC) with the concurrence of the Miami-Dade Aviation Department (MDAD) and is recommended for approval.

## BACKGROUND

The scope of this project/procurement is to provide personnel, materials, tools, labor, new equipment, hardware, firmware, software (including any and all required software licenses), and the design, development, delivery, configuration completion, installation, testing, commissioning, training, warranty and maintenance/tenant support of a fully operational MIA Public Address Systems Infrastructure (PASI).

This project was initiated pursuant to the MIA Paging System Master Plan, adopted in July 2002, and supports the MDAD Design Guidelines dated July 2002. In addition to the typical voice paging features required for the MIA terminal complex, the Master Plan also directs the use of the paging system for fire alarm annunciation system to comply with Code requirements for a life safety system. This added requirement puts more requirements on the equipment selected for the paging system. The Paging System Master Plan also specified that the manufacturer of the paging system be Innovative Electronic Designs, Inc. (IED). IED is a manufacturer of large scale paging systems and is the predominant provider of paging equipment and dual use systems in the United States at large airports and other large scale public facilities. The contractor must certify continuity of all connections and thoroughly test the functionality of various components and then the entire system.

Although IED is the directed equipment manufacturer, it does not install its equipment. Installation, testing and certification of the equipment are performed through distributors certified by IED. In order to comply with Section 4.03(D) of the Miami-Dade Home Rule Charter, the scope of work and technical specifications were developed to support a competitive solicitation and the project was advertised.

In response to the solicitation, four bids were received. All bids substantially exceeded the pre-bid estimate of \$4,112,590.00. The lowest bid was 72% greater than the estimate (see attachment 1, corrected bid tabulation). The corrected bid tabulation accounts for discrepancies between the Unit Prices and the Extended Prices in the bids received (per the ITB, unit prices prevails). All four bidders proposed the use of the same equipment source, IED. Each bidder is a distributor of IED equipment and certified by IED to install and test IED paging systems. Of the four (4) bidders, the lowest bidder, Pro Sound Inc., was the only responsive bidder, and the only Miami-Dade County firm submitting a bid. The County Attorney deemed three (3) of the four (4) bidders to be non-responsive for failure to submit a bid bond as required by the ITB (see attachment 2). Pro Sound has implemented paging systems at other airports including Orlando, Ft. Lauderdale and West Palm Beach.

PASI equipment procurement and installations are critical components of the MIA Capital Improvement Program (CIP) schedule and in particular, support the North Terminal Development Program. As such, MDAD strongly believes, based on the bids received, that it is highly probable that only IED factory trained distributors would be responsive to a new solicitation. Because Pro Sound is a local company, facilitating economy of mobilization, it is also anticipated that any re-bid would have Pro Sound again being the low bidder. Therefore, it is believed that any re-solicitation, even if re-scoped, would further impact the CIP and North Terminal Development Program schedules and again result in bids received from the same authorized IED distributors.

Although Pro Sound's bid was significantly greater than the estimate, a review of Pro Sound's bid indicates that there are several areas involving equipment prices, project scope and schedule where negotiations with Pro Sound would result in a contract with cost in line with the estimate for this project. Areas that lend themselves to negotiation include, but are not necessarily limited to: unit price and quantity of equipment, project schedule, language libraries, interfaces, training, documentation, maintenance, equipment mix changes, and the use of unit rates for comparable systems installed at other airports against bid prices from Pro Sound, Inc.

Due to the life safety equipment included as part of this solicitation, we had originally applied for FAA AIP discretionary funds. The FAA had advised staff that AIP discretionary funding was not available for this project but that the County could apply for entitlement funding.

At the present time, we have identified other projects that meet the criteria for this funding source.

To qualify for Federal grant funding, a competitive bid process must take place. As a result of identifying other projects to maximize our grant participation, the bidding provisions are no longer mandatory for this project and we recommend negotiating with the local firm for this scope of work.

Considering that this solicitation is for specialty equipment procurement, the County had determined there were no contract measures for the Invitation To Bid (ITB).

Given these considerations, it is considered to be in the County's best interest to reject all bids, waive competitive bidding requirements, and allow MDAD to negotiate terms, including but not limited to, the scope of work, schedule, and price directly with Pro Sound, Inc.



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ASSISTANT COUNTY MANAGER



# MEMORANDUM

(Revised)

**TO:** Hon. Chairperson Barbara Carey-Shuler, Ed.D.  
and Members, Board of County Commissioners

**DATE:** December 4, 2003

**FROM:** Robert A. Ginsburg  
County Attorney

**SUBJECT:** Agenda Item No.

**Please note any items checked.**

- "4-Day Rule" ("3-Day Rule" for committees) applicable if raised**
- 6 weeks required between first reading and public hearing**
- 4 weeks notification to municipal officials required prior to public hearing**
- Decreases revenues or increases expenditures without balancing budget**
- Budget required**
- Statement of fiscal impact required**
- Bid waiver requiring County Manager's written recommendation**
- Ordinance creating a new board requires detailed County Manager's report for public hearing**
- Housekeeping item (no policy decision required)**
- No committee review**

Approved \_\_\_\_\_ Mayor Agenda Item No.  
Veto \_\_\_\_\_  
Override \_\_\_\_\_

RESOLUTION NO. \_\_\_\_\_

**RESOLUTION REJECTING ALL BIDS RECEIVED IN CONNECTION WITH THE MIA PUBLIC ADDRESS SYSTEM INFRASTRUCTURE (PASI), PROJECT NO. ITB-MDAD-04-02/112A; WAIVING FORMAL BID REQUIREMENTS OF SECTION 4.03(D) OF THE HOME RULE CHARTER; AND AUTHORIZING THE COUNTY MANAGER TO ENTER INTO NEGOTIATIONS WITH PRO SOUND, INC.**

**WHEREAS**, the Board desires to accomplish the purposes outlined in the accompanying memorandum and documents, copies of which are incorporated herein by reference,

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA**, that this Board hereby rejects all bids received in connection with Miami International Airport ("MIA") Public Address System Infrastructure (PASI), Project No. ITB-MDAD-04-02/112A; waives the formal bidding requirements of Section 4.03(D) of the Home Rule Charter, and authorizes the County Manager or his designee to enter into negotiations with Pro Sound, Inc., for the MIA Public Address System Infrastructure, all as more specifically set forth in the attached memorandum from the County Manager.

The foregoing resolution was offered by Commissioner \_\_\_\_\_, who moved its adoption. The motion was seconded by \_\_\_\_\_, and

upon being put to a vote, the vote was as follows:

Dr. Barbara Carey-Shuler, Chairperson	
Katy Sorenson, Vice-Chairperson	
Bruno A. Barreiro	Jose "Pepe" Diaz
Betty T. Ferguson	Sally A. Heyman
Joe A. Martinez	Jimmy L. Morales
Dennis C. Moss	Dorrian D. Rolle
Natacha Seijas	Rebeca Sosa
Sen. Javier D. Souto	

The Chairperson thereupon declared the resolution duly passed and adopted this 4th day of December, 2003. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA  
BY ITS BOARD OF  
COUNTY COMMISSIONERS

HARVEY RUVIN, CLERK

By: \_\_\_\_\_  
Deputy Clerk

Approved by County Attorney as  
to form and legal sufficiency. AW

Abigail Price-Williams

# Bid Tabulation - As Adjusted

**PROJECT NAME:** Public Address System Infrastructure (PASI)

**PROJECT NO:** ITB-MDAD-04-02/1112A

**A/E CONSULTANT:** N/A

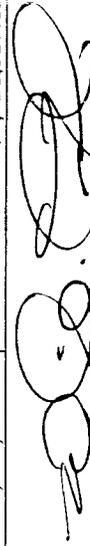
**PROJECT MANAGER:** William Texidor

**BID OPENING**

**DATE:** June 4, 2003, 2:00 PM EDT  
**COB,** December 11, 2003, Thursday  
**BIDS VALID THRU:** (180 days)

**BIDDERS' NAMES**

	Washington Professional Systems	Altel Systems Group, Inc.	Ronco Specialized System, Inc.	Pro Sound, Inc.	Pre-Bid Estimate
Total of Bid Item # A	Wheaton, MD Bid \$7,757,334.35 Corrected \$7,750,003.67	Tampa, FL Bid \$6,727,881.66 Corrected \$6,686,062.27	Tonawanda, NY Bid \$9,657,675.80 Corrected \$9,609,311.29	Miami, FL Bid \$6,391,200.00	\$3,701,701
Bid Item # B (Allowance Account)	Bid \$775,733.44 Corrected \$775,000.37	Bid \$672,788.17 Corrected \$668,606.23	Bid \$965,767.58 Corrected \$960,931.13	Bid \$639,120.00	\$370,170
Bid Item # C1 (IG Account)	Bid \$19,393.34 Corrected \$19,375.01	Bid \$16,819.70 Corrected \$16,715.16	Bid \$24,144.19 Corrected \$24,023.28	Bid \$15,978.00	\$10,180
Bid Item # C2 (IPSIG Account)	Bid \$58,180.01 Corrected \$58,125.03	Bid \$50,459.11 Corrected \$50,145.47	Bid \$72,432.57 Corrected \$72,069.83	Bid \$47,934.00	\$30,539
Total of Bid Item C	Bid \$77,573.34 Corrected \$77,500.04	Bid \$67,278.82 Corrected \$66,860.63	Bid \$96,576.76 Corrected \$96,093.11	Bid \$63,912.00	\$40,719
<b>TOTAL</b>	Bid \$8,610,641.13 Corrected \$8,602,504.08	Bid \$7,467,948.65 Corrected \$7,421,529.13	Bid \$10,720,020.14 Corrected \$10,666,335.53	Bid \$7,094,232.00	<b>\$4,112,590</b>

  
 MDAD Project Manager

CIP Budget is \$ 7.2M

6-16-03

Date

cc: Asst. Aviation Director-Facilities Development, Asst. Director of Administration, MDAD Contracts Administration, DAC Manager of Programs, DAC Contract Administration