Memorandum

MIAMI-DADE COUNTY

Date: May 6, 2014

To: Honorable Chairwoman Rebeca Sosa
and Members, Board of County Commissioners

From: Carlos A. Gimenez
Mayor

Agenda Item No. 8(F)(8)

Subject: Recommendation for Award: Vending Machine Services

Recommendation

It is recommended that the Board of County Commissioners (Board) approve award of *Contract No. FB-00053, Vending Machine Services* to Bettoli Trading Corp. d/b/a Bettoli Vending to establish a revenue-generating, vending machine services contract for Miami-Dade County (County). The contract requires furnishing, installing, maintaining, servicing, repairing and/or replacing, and stocking automatic vending machines for dispensing non-alcoholic beverages, coffee, food products, ice cream and candy throughout Miami-Dade County facilities managed by the Internal Services Department and Port Miami.

At the Board meeting of March 18, 2014, the Board approved the Administration's recommendation through R-274-14 to reject all proposals under a previously advertised vending machine services solicitation (8214-0/18). The Board also directed that the award recommendation be presented to the full Board for consideration at its May 6, 2014 meeting.

As part of R-274-14, I stated that a simplified model for submitting price proposals under this solicitation will be developed to replace the previously-used method of price submittals, which was causing confusion for proposers in the prior bid submittal processes, as well as, more importantly, not generating the greatest value for the County. The decision to reject and re-advertise, as well as the changes made to the pricing model, will result in revenues that are 73 percent higher than the existing contract, which is equivalent to $2,031,130 in additional revenues over a ten-year period. It is also over 21 percent higher than the highest negotiated offer under rejected bid 8214-0/18 ($396,200 annually).

Scope

The impact of this item is countywide in nature.

Fiscal Impact/Funding Source

This contract is anticipated to generate revenues in the amount of $2,404,800 ($480,960 annually) for the initial five-year term. The use of a simplified pricing model has resulted in an increase of approximately 73 percent additional revenue over the current contract and 21 percent over the contract that was rejected on March 18, 2014. The projected increase is based on the current contract's estimated annual revenue of $277,847 compared to the anticipated $480,960 annual revenue for the new contract. If the County chooses to exercise the one, five-year option-to-renew, the anticipated total revenue generated will be $4,809,600.

Departments	Minimum Monthly Guarantee for 300 Vending Machines or Less	60 Month Revenue	Contract Manager
Internal Services Port Miami	$40,080	$2,404,800	Charlotte Horne (ISD)

Track Record/Monitor

Mike Ramos of the Internal Services Department is the Procurement Contracting Officer.

Delegated Authority

If this item is approved, the County Mayor or County Mayor's designee will have the authority to exercise, at their discretion, contract modifications and extensions in accordance with the terms and conditions of the contract.

Vendor Recommended for Award

An Invitation to Bid (ITB) was issued under full and open competition on March 26, 2014. Notice of the solicitation was sent to 928 vendors, and 30 vendors viewed the soliciation documents. The method of award was to the responsive and responsible bidder who offers the highest minimum monthly guarantee to the County. The ITB included language required by the County's Healthy Options Vending Policy (R-771-13), which means the recommended vendor must ensure that 20 percent of the contents of each vending machine meet the healthy vending specifications as prescribed in the solicitation.

The vendor listed below is recommended for award.

Awardee	Address	Principal
Bettoli Trading Corp. d/b/a Bettoli Vending	6095 NW 167th Street, Suite D-4 Hialeah, FL	Maurizio L. Bettoli

Vendors Not Recommended for Award

Proposer(s)	Reason for Not Recommending
Flavorseal, LLC	Submitted a "No Bid" notification.
Best National Vending, Inc. (MICRO/SBE, DBE)	Vendor's offer is lower than the vendor recommended for award.
All Stop Vending, LLC	
Gilly Vending, Inc. (ACDBE)	

Due Diligence

Due diligence was conducted in accordance with the Internal Services Department's Procurement Guidelines to determine contractor responsibility, including verifying corporate status and that there are no performance or compliance issues. The lists that were referenced include: convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to contractor responsibility. This information is being provided pursuant to Resolution R-187-12.

Applicable Ordinances and Contract Measures

- The two percent User Access Program provision does not apply.
- The Small Business Enterprise Bid Preference does not apply.
- Local Preference and Locally Headquartered apply.
- The Living Wage Ordinance does not apply.

Edward Marquez
Deputy Mayor

MEMORANDUM
(Revised)

TO: Honorable Chairwoman Rebeca Sosa
and Members, Board of County Commissioners

DATE: May 6, 2014

FROM: R. A. Cuevas, Jr.
County Attorney

SUBJECT: Agenda Item No. 8(F)(8)

Please note any items checked.

_____ **"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**

_____ **Ordinance creating a new board requires detailed County Mayor's report for public hearing**

✓ **No committee review**

_____ **Applicable legislation requires more than a majority vote (i.e., 2/3's ____, 3/5's ____, unanimous _____) to approve**

_____ **Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required**

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(F)(8)
5-6-14

RESOLUTION NO. _____

RESOLUTION AUTHORIZING AWARD OF CONTRACT FB-00053 VENDING MACHINE SERVICES TO BETTOLI TRADING CORP. D/B/A BETTOLI VENDING IN THE AMOUNT OF $2,404,800.00 IN TOTAL ANTICIPATED REVENUE TO THE COUNTY

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board approves award of contract FB-00053 Vending Machine Services to Bettoli Trading Corp. d/b/a Bettoli Vending in the amount of $2,404,800.00 in total anticipated revenue to the County, as set forth in the incorporated memorandum, for the purchase of vending machine services, and authorizes the County Mayor or County Mayor's designee to exercise any cancellation and renewal provisions.

The foregoing resolution was offered by Commissioner , who moved its adoption. The motion was seconded by Commissioner and upon being put to a vote, the vote was as follows:

Rebeca Sosa, Chairwoman
Lynda Bell, Vice Chair

Bruno A. Barreiro	Esteban L. Bovo, Jr.
Jose "Pepe" Diaz	Audrey M. Edmonson
Sally A. Heyman	Barbara J. Jordan
Jean Monestime	Dennis C. Moss
Sen. Javier D. Souto	Xavier L. Suarez
Juan C. Zapata	

The Chairperson thereupon declared the resolution duly passed and adopted this 6th day of May, 2014. 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.

Oren Rosenthal