

# Memorandum



Date: February 3, 2015

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

From: Carlos A. Gimenez  
Mayor

Amended  
Agenda Item No. 8(F)(16)

Subject: Recommendation for Approval to Award a New Contract for Vehicle Rental Services

R-101-15

The item was amended at the February 3, 2015 Board meeting to reflect that this contract, in accordance with the County Mayor's supplemental report, shall contain no increase in pricing based on the Producer Price Index for Commodities.

## Recommendation

It is recommended that the Board of County Commissioners (Board) approve award of *Contract No. 8809-0/19, Vehicle Rental Services* to Royal Rent-A-Car Systems of Florida, Inc., as primary vendor, and Enterprise Leasing Company of Florida, LLC, as secondary vendor. The recommended contract provides for vehicle rental services for the Police and Internal Services departments. There are 18 specific vehicle types available for rent under the contract, ranging in size from sub-compact cars to four-wheel drive sports utility vehicles and multi-passenger vans. The awarded vendors shall provide rental vehicles that are late models, clean and in good operating condition.

Police investigative units use rental vehicles of varying models for undercover operations. The Internal Services Department supplies rental vehicles, not available in the County's fleet, to County departments for daily and seasonal demands. Examples include various types of vans for the Elections Department that are used during elections; Parks, Recreation and Open Spaces Department (PROS) generally rents vans during the summer months or special events such as the Great Parks Summit and Junior Olympics; investigative units for the Inspector General and County Attorney's Office rent varying models for their cases; and cars for other operational uses in lieu of leased vehicles. These vehicles are rented in cases where it makes more business sense than purchasing/leasing a vehicle for full-time use or for investigative operations. The daily rental price for a compact vehicle is \$18.00 and \$23.73 for a full size vehicle.

## Scope

The impact of this item is countywide in nature.

## Fiscal Impact/Funding Source

The fiscal impact for the five-year term is \$23,808,000. The current contract, *8809-4/13*, is for five (5) years and six (6) months, which is valued at \$20,628,470. The difference in allocation under the replacement contract is attributable to current and estimated usage as well as the addition of vans to transport children to and from field trips during PROS' Summer Youth Camp Program. The proposed allocation is budgeted as follows:

Department	Allocation	Funding Source	Contract Manager
Police	\$21,308,000	General Fund	Alex Alfonso
Internal Services	2,500,000	Internal Service Funds	Rey Llerena
<b>Total</b>	<b>\$23,808,000</b>		

## Track Record/Monitor

Lourdes Betancourt, CPPB, 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 all provisions of the contract pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38.

**Vendor Recommended for Award**

An Invitation to Bid was issued under full and open competition on January 17, 2014. The method of award is to the three (3) lowest-priced responsive, responsible bidders in the aggregate for the selected option (i.e., level of insurance coverage) as primary, secondary and tertiary vendors.

Three (3) bids were received in response to the solicitation. However, only the two responsive, responsible bidders are recommended for award.

Awardee	Address	Principal	Award
Royal Rent-A-Car Systems of Florida, Inc.	3650 N.W. South River Drive Miami, FL	Ismael Perera	Primary Vendor
Enterprise Leasing Company of Florida, LLC	600 Corporate Park Drive St. Louis, MO	Andrew C. Taylor	Secondary Vendor

**Vendors Not Recommended for Award**

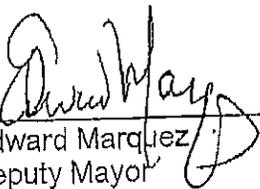
Vendor	Reason for Not Recommending
The Hertz Corporation	Vendor was deemed non-responsive by the County Attorney's Office for failure to bid on all items within an option as required by the solicitation.

**Due Diligence**

Pursuant to R-187-12, 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 are referenced include: convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There are no adverse findings relating to contractor responsibility.

**Applicable Ordinances and Contract Measures**

- The two (2) percent User Access Program provision applies and will be collected on all purchases.
- The Small Business Enterprise Bid Preference and Local Preference were applied in accordance with the respective ordinances.
- The Living Wage Ordinance does not apply.

  
Edward Marquez  
Deputy Mayor



# MEMORANDUM

(Revised)

**TO:** Honorable Chairman Jean Monestime  
and Members, Board of County Commissioners

**DATE:** February 3, 2015

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

Amended

**SUBJECT:** Agenda Item No. 8(F) (16)

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 \_\_\_\_\_

Amended  
Agenda Item No. 8(F)(16)  
2-3-15

RESOLUTION NO. R-101-15

RESOLUTION APPROVING AWARD OF CONTRACT NO. 8809-0/19 TO ROYAL RENT-A-CAR SYSTEMS OF FLORIDA, INC. AS PRIMARY VENDOR AND ENTERPRISE LEASING COMPANY OF FLORIDA, LLC AS SECONDARY VENDOR FOR VEHICLE RENTAL SERVICES IN THE TOTAL AMOUNT NOT TO EXCEED \$23,808,000.00 FOR THE POLICE AND INTERNAL SERVICES DEPARTMENTS; AND AUTHORIZING COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE SAME

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 No. 8809-0/19 for vehicle rental services for the Police and Internal Services Departments as set forth in the incorporated memorandum in the total amount not to exceed \$23,808,000, and authorizes the County Mayor or County Mayor's designee to execute same, except that the contract shall contain no increase in pricing based on the Producer Price Index for Commodities as set forth in the attached supplemental memorandum from the Mayor.

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:

Jean Monestime, Chairman  
Esteban L. Bovo, Jr., Vice Chairman

Bruno A. Barreiro  
Jose "Pepe" Diaz  
Sally A. Heyman  
Dennis C. Moss  
Sen. Javier D. Souto  
Juan C. Zapata

Daniella Levine Cava  
Audrey M. Edmonson  
Barbara J. Jordan  
Rebeca Sosa  
Xavier L. Suarez

The Chairperson thereupon declared the resolution duly passed and adopted this 3rd day of February, 2015. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this Resolution and the filing of this approval with the Clerk of the 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.  
Hugo Bentiz



# Memorandum



**Date:** February 3, 2015

**To:** Honorable Chairman Jean Monestime  
and Members, Board of County Commissioners

**From:** Carlos A. Gimenez  
Mayor

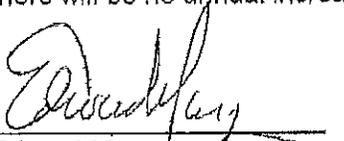
**Subject:** Supplemental Information Regarding Approval to Award Contract No. 8809-0/19,  
Vehicle Rental Services

Supplement to  
Agenda Item No. 8(F)16

During the discussion of the contract award to Royal-Rent-A-Car (Royal) at the January 13, 2015 meeting of the Finance Committee, a representative from the second-lowest bidder (Enterprise) advised members of the Finance Committee that Enterprise could lower its prices below that offered by the awarded vendor. As mentioned at the Finance Committee meeting, the procurement process used for this contract was an Invitation to Bid, which provided fair and open competition for this contract. Royal was the lowest-priced, responsive and responsible bidder and was recommended for award. The bid offered by Royal was \$1.595 million lower than that of Enterprise. As a result of the discussion, members of the Finance Committee directed staff to initiate negotiations with Royal to determine if there was any opportunity for price reductions beyond that recommended in the item being considered.

On January 22, 2015, County staff held a negotiation meeting with Royal. Royal agreed to hold its proposed pricing for the full five-year term of the contract rather than adjusting pricing annually by the change in the Producer Price Index for Commodities (PPI), as was a term of the original agreement and the bidders' original bid. By holding the pricing for the full five (5) years of the contract constant, the estimated savings to the County could be as much as \$3.2 million over the term of the contract.

In order to effectuate this change, it is recommended that the resolution be amended to reflect that there will be no annual increases in pricing based on the PPI.

  
Edward Marquez  
Deputy Mayor