

ISSUING DEPARTMENT INPUT DOCUMENT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

New
 OTR
 Sole Source
 Bid Waiver
 Emergency
 Previous Contract/Project No. RTQ-00694
Contract
 Re-Bid
 Other – _____
 LIVING WAGE APPLIES: YES NO

Requisition No./Project No.: EVN0000502
 TERM OF CONTRACT 5 YEAR(S) WITH _____ YEAR(S) OTR

Requisition /Project Title: Garbage and Trash Containers

Description:
 Pre-qualification pool to identify Suppliers/Vendors capable of providing but not limited to various sizes of trash, garbage refuse containers and compactors for multiple County departments.

Issuing Department: Strategic Procurement
 Contact Person: Alexis Castro
 Phone: 3053752179
 Estimate Cost/Value: \$4,860,000.00
 GENERAL FEDERAL OTHER
 Funding Source: General Fund _____ Proprietary

ANALYSIS

Commodity Codes:	<u>10007</u>	<u>16518</u>	<u>45034</u>	<u>45065</u>	_____
Contract/Project History of previous purchases three (3) years Check here <input type="checkbox"/> if this is a new contract/purchase with no previous history.					
	<u>EXISTING</u>	<u>2ND YEAR</u>	<u>3RD YEAR</u>		
Contractor:	_____	_____	_____		
Small Business Enterprise:	_____	_____	_____		
Contract Value:	_____	_____	_____		
Comments:	_____				
Continued on another page (s): <input type="checkbox"/> YES <input type="checkbox"/> NO					

RECOMMENDATIONS

	Set-Aside	Subcontractor Goal	Bid Preference	Selection Factor
SBE	_____	_____	_____	_____

Basis of Recommendation:
SBE Set aside, and SBE Bid Preference where applicable.

Signed: Alexis Castro
 Date sent to SBD: 7/5/2023

	Date returned to SPD:	
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Rev. 072518

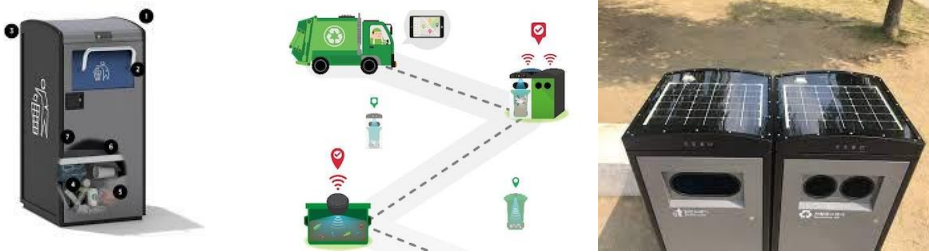
MARKET RESEARCH

Contract No.: RTQ-00694	Recommendation: <input type="checkbox"/> Exercise Option to Renew (OTR) <input type="checkbox"/> Non-Competitive Acquisition <input type="checkbox"/> Solicit Competition <input type="checkbox"/> Access Contract <input checked="" type="checkbox"/> Other
Title: Metal Trash and Garbage Containers	
Procurement Contracting Officer/Associate: James Boyle	

Background:

The purpose of this market research is to determine the best method of procuring refuse garbage and trash containers and services of various sizes for multiple County user departments. Refuse Garbage Containers, also known as waste and trash containers, are used to collect and store various types of waste material. These garbage and trash refuse containers will be used at various park facilities, and recycling centers for collection of waste generated by their operations, across Miami-Dade County, on an as needed basis. Overall, refuse containers are essential for maintaining clean and healthy environments, preventing pollution, and facilitating proper waste management practices.

The current allocation on the current pool RTQ-00694: Metal Trash and Garbage Containers has an allocation of \$1,000,000 and is set to expire on April 2, 2026. The current pool RTQ-00694 was approved and awarded by the County Mayor on March 27, 2018, for an eight-year term, at a value of \$1,000,000 for three County user departments. A total of five (5) vendors tried to prequalify for the pool, of which three (3) were recommended for the inclusion at pool establishment, two (2) had local addresses, and since then two (2) additional vendors have been prequalified and added, both with local addresses. The current pool has been difficult to get vendors prequalified on, as the criteria is limited to the material of metal trash and garbage containers. Since it has been difficult and limited to add vendors, this has brought the need to work on the replacement contract early to establish a better suited competitive contract/pool for the County user department's needs.



Research Conducted:

Research conducted online reflected the waste management industry has been adopting new technologies and practices to improve the efficiency and sustainability of refuse garbage containers. Some of the recent innovations include:

- **Smart refuse containers:** These containers are equipped with sensors and monitoring systems that can detect when the container is full, send alerts to waste management teams, and optimize waste collection routes.
- **Solar-powered compactors:** These compactors use solar energy to compact the waste, reducing the frequency of waste collection and the number of containers needed.
- **Biodegradable materials:** Some companies are now producing refuse containers made from biodegradable materials, such as plant-based plastics, that can break down naturally over time, reducing the amount of waste that ends up in landfills.

- **Automated waste collection systems:** These systems use pneumatic tubes or underground conveyors to transport waste directly to a central collection point, reducing the need for manual waste collection and minimizing the visual impact of refuse containers.
- **Mobile apps and data analytics:** Waste management companies are using mobile apps and data analytics to track waste generation and collection, optimize collection routes, and improve overall efficiency and sustainability.

Overall, these innovations are helping to modernize the waste management industry and reduce the environmental impact of refuse garbage containers. An email blast was sent to the incumbent vendors on RTQ-00694 asking if any of them have implemented or are utilizing any of these new technology practices to obtain feedback for consideration in the replacement contract/pool draft. Feedback provided reflected the following:

Use this section to describe the research conducted and the results.

- If applicable, how is the current contractor performing? Contact the Awarded Proposer/Bidder and client department(s) to identify concerns and receive feedback on the current contract. Always review non-performance issues that have occurred and potential remedies (cleaning contract language/adding scope/etc.) to mitigate against future issues. Consult the client department(s) to inquire about any issues that may not be cited on the record.
- What is the current state of the industry? Is the industry evolving? Is there any future technology that will be beneficial during the term of the contract? Identify how the market is developing and any future market trends. Is the industry growing or fading?
- Utilize Local Tax Collector's Office to see how many local vendors may be capable of providing the goods or services.
- Are there any licenses required to perform work?
- If applicable, contact Regulatory and Economic Resources (RER) Department and/or Department of Business and Professional Regulation (DBPR) to verify which licenses would be required to provide a particular service. (Also consider performing a Google search based on the services being requested to identify vendors and cross reference the vendors to the DBPR to see the licenses held.) <http://www.myfloridalicense.com/dbpr/services-requiring-a-dbpr-license/>
- Include feedback received from the industry because of Future Solicitations posting. Did any vendors submit feedback? (include a synopsis of the recommendations from the market)
- Include any information that may have been obtained from the issuance of a Request for Information (RFI) and/or email blast.
- Will this this procurement require a bond? Escrow? Why would these be necessary?
- If sourcing a product, does the life expectancy play a role in the contract term? Should warranty, maintenance, or any other necessary complementary services be included during the initial sourcing to save County funds in the long run? This information can be obtained by reaching out to department(s), conducting online research, surveying current vendors as well as vendors identified through outreach efforts, etc.
- Does location factor into the availability of the goods, services, or vendor market?
- Is the scope still sufficient? In-line with industry and department needs.
- If *competitive*, identify recommendations for open and competitive specifications. If brand name used, what is the justification? Can approved equal be used? Is there sufficient competition to solicit through Request to Quote (RTQ), ITB, or RFP? (If possible, list the number of potential vendors – and identify how many are local?)
- If competitive, justify the sourcing method based on your Market Research. Why RTQ/ITB/RFP?
- If you will be doing a bridge contract, what is the long-term goal?

Can you perform any type of financial analysis?

- Lease vs. Buy? Replacement of system vs. retaining current system? Perform a cost/benefit analysis.
- If applicable, provide Cost or Price Analysis.
- Is the departments' allocation in line with the goods or services they are requesting?

- i. Purchase Order (PO) analysis
- ii. Release analysis
- iii. Market analysis
- **Do an analysis of the existing contract as compared to the replacement to ensure the estimated quantities and unit of measure are accurate. No cut and paste!**

Comparable Contracts:

Use this section to compare the contracts found similar to this procurement.

- What contracts from other entities (local and national) were found? (Include: contract number, name, lead agency, scope of contract, contract value, sourcing method (RFP/ITB/Pool), method of award, pricing structure, and contract term).
 - Obtain a copy of the tally and notate who are the key responders and number of responses received to solicitation.
- What is the same? What is different?
- How is the pricing structured and how does it compare to each other, in comparison to the County current rate, and/or department expectation?
- Could any of the comparable contracts found be used for this procurement? If not, please briefly explain why not.
- Can this contract be accessed? If the recommendation is to access a contract, make sure to include:
 - Where/how was it advertised?
 - How many proposals received?
 - What was the selection criteria/method of award?
 - Award value?
 - Open fair competition
 - Prices fair and reasonable
- If funding source allows, does the contract allow for User Access Program (UAP) to apply when accessing.
- If the contract does not meet the County's need, is there contract language that can be used for the County's solicitation?

Negotiations:

If this is an OTR, use this section to describe negotiation efforts and market research conducted specifically to determine if exercising the OTR is in the best interest of the County.

Why should we exercise the OTR?

- Is there an opportunity for savings or cost avoidance through negotiations?
- Is there a Price Index adjustment?
- What was negotiated and what was the result?
- Include notes from negotiation strategy meetings
- Any issues that could not be resolved, areas of concern, potential penalties and cure actions
- How does the pricing compare to the current market? Is there a significant change that would result in a savings or increase in cost?
- Note: for Bid Waivers, negotiation may occur in parallel with your Market Research.

Recommendation:

This section should be a summation of your research and, describe the course of action recommended and the reasons for supporting such recommendation. Emphasize the following:

- What are you recommending? Exercise OTR, non-competitive acquisition (sole source, legacy, bid waiver), solicit competition, access contract, or other?
- What are the benefits of this recommendation? Why is this in the best interest of the County?
- Based on research what should be the term of the contract? (Take into consideration the time it may take to implement the good or service? *Example:* legislation guiding the need changes after a certain number of years, services tend to be provided on a reoccurring bases (bi-annually/tri-annually/etc.).
- Should OTR's be included?

- What should be the method of award and why?
- What should be the pricing structure? Fixed for the term? Group award? Aggregate award? Why? Is there an Index? Why Index?

Procurement Contracting Officer: James Boyle Date: _____

Procurement Contracting Manager: _____ Date: _____

Commented [JA(1): Please delete if the Manager is not going to sign it.

Attachment 1: Small Business Development Search by commodity Codes

Search Parameters	
CERTIFICATIONS	Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) Disadvantaged Business Enterprise (DBE) Local Developing Business (LDB) Small Business Enterprise - Architectural & Engineering (SBE-A&E) Small Business Enterprise - Construction (SBE-Con) Small Business Enterprise - Goods & Services (SBE-G&S)
COMMODITY CODES	NIGP 10007: Containers, Recycling NIGP 16518: Compactors, Trash, Cafeteria Type (See 045 and 545 for Other Types) NIGP 45034: Garbage Cans, Containers and Racks NIGP 45065: Refuse Carts, Chutes, Containers, and Holders (Commercial) NIGP 99849: Garbage and Refuse Containers, Sale of Surplus and Obsolete Items

Download Search Results

Search Results		
Vendor	Location	Certification
INNOVATIVE INCENTIVES, INC.	Miami, FL	SBE-G&S
Lean Orb Co.	Miami, FL	SBE-G&S
MAINTENANCE SERVICES 360 LLC	CUTLER BAY, FL	SBE-G&S
PANCAR INDUSTRIAL SUPPLY CORPORATION	Miami, FL	SBE-G&S
PARTY PLACE GROUP INC, dba PARTY HOUSE INTERNATIONAL	Doral, FL	SBE-G&S
RB INTERNATIONAL SUPPLY CORP	Miami, FL	SBE-G&S
Rex Chemical Corporation	MIAMI, FL	SBE-G&S
STEIN PAINT COMPANY	Miami, FL	SBE-G&S