

RECOMMENDATION FOR APPROVAL OF THE FF&E AND IT PROCUREMENT PLAN FOR W- S00145, SOUTH TERMINAL C PHASE 1 & PHASE 1X (STC-P1 & P1X) OWNER FURNISHED FF&E AND IT ITEMS (con't)

The Proposed FF&E and IT Procurement Plan for South Terminal C

Due to the size and scope of the program, the South Terminal project is proposing to utilize a similar methodology as done for the Hyatt for the FF&E and IT procurements with additional parameters with a defined FF&E and IT Procurement Plan intended to assist with effectively managing the budget and the administration of the transactions. The attached FF&E and IT Procurement Estimate has approximately 750 line items, which shows the estimated cost for the Procurement of FF&E and IT for the South Terminal C Phase 1 and Phase 1X. The total estimated cost including attic stock (for select items) and a 5% contingency is \$64,645,664, as shown in the FF&E and IT Procurement Estimate table (copy on file). Standard procurement methods will be implemented as defined in the FF&E and IT Procurement Plan. There are a number of long-lead items that require Purchase Orders (POs) to be issued well in advance of the anticipated opening date of the South Terminal C Phase 1 and Phase 1X.

The FF&E and IT Procurement Plan includes:

- a. The attached FF&E and IT Procurement Estimate to enable the start of the procurement process and the issuance of the POs up to 5% over the total estimated PO, based upon the total line item cost;
 - i. POs will be awarded based on the Aviation Authority's Procurement Policies (450) and the Approval Authorization from the Aviation Authority Board for the Purchasing Manager, shall be up to 5% over the estimate value for each PO.
 - ii. Freight is excluded from the calculation when determining the 5% overage of the approved estimated values as there is a separate estimate included in the total to provide for freight.
- b. The FF&E and IT Procurement Plan identifies the specific method of procurement for each item. Each procurement method follows Florida law and Aviation Authority Policy. The methods include:
 - i. Competitive solicitations that are posted on AirportLink (to registered vendors) and the GOAA Website using the Aviation Authority's standard forms and processes.
 - ii. Utilizing Other Entities' Contracts (OECs or "piggy-backing"), which are contracts that have already been competitively procured by the State of Florida or other entity and additional competition may occur among authorized re-sellers, as applicable. This is a common way for governments to obtain the benefit of state pricing, taking advantage of economies of scale, and procuring goods in the most expedient manner.
 - iii. Negotiating contract amendments with existing vendors that were already competitively procured in accordance with Florida law and Aviation Authority Policy.
 - iv. Single or Sole Source procurements, which are limited to items that the Aviation Authority has already procured, such as seating, upholstery fabrics and security screening equipment. No other single or sole source procurements are included in this FF&E and IT Procurement Plan.
 - v. All POs will be awarded based on the Aviation Authority's Procurement Policies (450).
- c. The Aviation Authority Board's approval of the procurement methods as noted for each item as listed in FF&E and IT Procurement Estimate table (copy on file) will be considered as the authorization for Aviation Authority Purchasing Department to proceed with each procurement.

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- d. If a PO is under the cost shown in the FF&E and IT Procurement Estimate, then the difference will be moved to the contingency.
- e. If a PO is over 5% of the total approved estimated amount, the item will be brought to the Construction Committee (CC) for evaluation and determination in the publicly noticed meeting.
- f. If a procurement method changes to a lesser restrictive method, then it is subject to the Aviation Authority's Procurement Policies (450) and will be presented to the CC as an information item. However, if the method changes to a more restrictive method and is less than \$250,000 per PO, then item will be presented to the CC as an action item and if the item is over \$250,000 per PO, then the item will be presented to the CC and to the Aviation Authority Board.
- g. If the PO change is 5% of the estimated value and is over \$250,000, then the item will be presented to CC and then to the Aviation Authority Board.
- h. At the 25%, 50% and 75% total spent milestones, an updated schedule for procurement costs will be provided to the CC.
- i. If additional funding is required to increase the contingency, then the item will have to be presented to the appropriate Aviation Authority committee, and to the Aviation Authority Board, as applicable.

Like items have been grouped into categories and are presented in the tables below:

EXECUTIVE SUMMARY TABLES:

Procurement Estimate by Category FF&E	Estimated Cost	% of Total	Owner Furnished Item % of Category Estimated			Procurement Method % of Category Estimated			
			GOAA Install	GOAA Vendor Install	Contractor Install	State Contract or other Entity Contract	Competitive Bid	Sole/Single Source	Amend Existing Contract
Seating	\$5,741,335.65	35.82%	0	100	0	14.81	12.63	72.57	0
CBP Allowance	\$5,000,000.00	31.19%	0	66.67	33.33	0	100	0	0
Tables	\$1,399,365.13	8.73%	0	100	0	75.90	24.10	0	0
Valet Parking	\$1,000,000.00	6.24%	0	100	0	0	100	0	0
Misc. Items	\$612,331.60	3.82%	0	90.57	9.43	0	100	0	0
Equipment and Accessories	\$527,760.75	3.29%	0	96.51	3.49	1.98	98.02	0	0
Waste receptacles	\$513,470.35	3.20%	0	100	0	0	100	0	0
Employee Security Screening	\$468,075.69	2.92%	0	100	0	0	3.38	96.62	0
Upholstery	\$474,470.62	2.96%	0	100	0	0	0	100	0
Restroom Accessories	\$292,030.37	1.82%	0	0	100	0	100	0	0
Total:	\$16,028,840.16	100.00%							

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Procurement Estimate by Category - IT	Estimated Cost	% of Total	Owner Furnished Item % of Category Estimated			Procurement Method % of Category Estimated			
			GOAA Install	GOAA Vendor Install	Contractor Install	State Contract or other Entity Contract	Competitive Bid	Sole/single Source	Amend Existing Contract
Digital Signage	\$15,649,098.91	34.74%	.33	76.09	23.58	27.64	0	0	72.36
Common Use	\$13,787,146.41	30.61%	3.34	75.77	20.89	8.11	0	0	91.89
Security	\$8,662,547.52	19.23%	98.79	0	1.21	77.36	0	0	22.64
Network System	\$5,307,592.85	11.78%	56.73	13.82	29.45	76.51	0	0	23.96
Telephone	\$1,640,505.98	3.64%	31.13	68.59	.28	70.51	0	0	29.49
Total:	\$45,046,891.67	100.00%							
Freight	\$466,861.60								
Contingency	\$3,103,070.57								
Total Budget:	\$64,645,664.00								

Notes:

Since the STC is underway with bulletins issued and in planning, and some scope items not completely defined, the FF&E and IT Procurement Estimate is qualified below:

FF&E

- a. The FF&E procurement estimate does not include the following items, which have been previously identified and included in a series of existing projects that are in various phases of procurements:
 1. BP-S132- ASL checkpoint
 2. W-000396 Virtual Ramp Control
 3. W-S00136 Passenger Boarding Bridges
 4. W-S000141 Airline Relocation Costs
 5. ZC-000 TBD Rigging Allowance
 6. ZC-304 Artwork Allowance
 7. GOAA Department office furniture (to be paid out of O&M Funds by each department)

IT

- a. The IT procurement estimate includes items that are part of a series of issued bulletins for the following GMPs:

GMP	Through Bulletin
Landside Terminal (LST)	033
Airside Concourse (ASC)	036
Ground Transportation Facility (GTF)	004
Central Energy Plant (CEP)	014
Check Point Delta (CPD)	003
Emergency Power Generation (EPG)	010

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Grinder Facility (GSE)	002
Parking Garage (PKG)	010
Quick Turnaround (QTA)	BASE
South Employee PKG (SEP)	BASE

- b. The IT procurement estimate does not include the following items, which have been previously identified and included in a series of existing projects that are in various phases of procurement:
 - 1. BP-S132, ASL checkpoint
 - 2. W-000396, Virtual Ramp Control
 - 3. W-S00136, Passenger Boarding Bridges
 - 4. W-S000141, Airline Relocation Costs
 - 5. ZC-000 TBD, Rigging Allowance
 - 6. ZC-304, Artwork Allowance
 - 7. W-00401, Passive Optical Network
 - 8. W-S00133, Technology Integration Lab
 - 9. W-S00138, Multimedia (EME)
 - 10. W-S00140, Synect Content (Digital Signage Ecosystem)
 - 11. WOS00142, Multimedia (EME) Content
 - 12. W-S00143, Emergency Distributed Antenna System (DAS)
- c. The IT procurement estimate does not include: 106 digital signage monitors coordinated with concessions projects (removed knowing this item will be deleted in a future bulletin)
- d. The IT procurement estimate does not include projects where the scope has not been completely defined: TSA STIP from Gap, Parking Count and Guidance System, RadioOne and Airinc System
- e. The IT procurement estimate does not include: Bulletins in progress or future Bulletins
- f. The IT procurement estimate does not include: Attic stock to be addressed through O&M funds

ISSUES FOR DISCUSSION

- 1. Whether the STC FF&E and IT Procurement Plan is an advisable approach to balancing the Aviation Authority's responsibilities of budget management, purchasing administration and transparency, given the magnitude of purchases that need to be accomplished to furnish and install all items in accordance with the South Terminal C schedule
- 2. Whether this Committee desires to be updated as the procurement plan progresses
The CMC could provide other direction for the procurement of the STC FF&E and IT purchases.

There is no fiscal impact to the STC-P1 and STC-P1X budgets.

It was respectfully requested that the Capital Management Committee concur with the Construction Committee in recommending Board approval of the STC FF&E and IT Procurement Plan

Mr. Draper inquired if state contracts fall under Other Entity Contracts (OECs or piggy-backing). Ms. Sharman clarified that state, county or other governmental contracts fall under OECs.

In response to Chairman Brown's question regarding quantification of savings, Ms. Merck responded that there is an approximate savings of \$4 million dollars in taxes. Chairman Brown followed by asking if the benefit of onsite spaces is that there is no need to rely on third party vendors. Ms. Merck responded in the affirmative.

Discussion ensued regarding potential savings in other areas, such as bulk purchases of equipment and furniture for the Comm Rooms, freight, and delivery.

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Chairman Brown asked if the rationale for moving forward with a single source procurement for furniture is to maintain consistency throughout the project in both the North Terminal and South Terminal. Mr. Ruohomaki confirmed yes and added that the benefit is not only to have uniformity in the seating and fabrics, but it also provides Operations and Maintenance benefits when cleaning and caring for these items.

By question of Chairman Brown regarding the \$5 million Customs Border Protection (CBP) allowance, Ms. Merck explained that the Aviation Authority purchased FF&E (desks and furniture), as required under Federal law; audio visual equipment associated with the spaces, such as monitors for the Comm Center; and IT equipment for Airside 4, through a state contract, which the Aviation Authority will pay through a Memorandum of Understanding from CBP. Discussion ensued regarding other CBP items.

Mr. Draper inquired about the miscellaneous items listed. Ms. Merck mentioned a few of the items, including ticket counter baggage scales, gun locker for the Orlando Police Department (OPD) and Portable Gantry Crane for Central Energy Plant (CEP).

Discussion ensued regarding some of the items listed under the IT Procurement Estimated Summary (copy on file). Ms. Sharman stressed the importance of being clear of what is and what is not included on the procurement estimates in order for costs to be charged to the correct funding source.

Chairman Brown stated that Item A on the agenda, "*Recommendation for Approval of the Procurement Structure for the South Terminal C Passenger Boarding Bridges (PBBs) and the Recommended Procurement Method and Selection Criteria for the PBBs and Affiliated Equipment*", was deferred until February 11, 2020, in order for all parties to be aware of this Committee's process.

In response to Chairman Brown's question regarding the budget for the Iconic Art Piece, Mr. Ruohomaki indicated that the budget is for the procurement and installation.

Discussion ensued regarding items not included in the FF&E procurement estimate.

Mr. Draper stated that it was great to see proactivity from the team when considering all these items in advance, especially with as much construction and renovation taking place.

Chairman Brown asked Mr. Alfert if he had any comments or concerns regarding this item. Mr. Alfert indicated he feels comfortable with the legality of this item and with the system of check and balances, which Ms. Merck and the team worked so hard to develop.

Chairman Brown asked if there were any further questions or comments. Hearing none, the Committee was in consensus of the recommendation.

RECOMMENDATION TO APPROVE PROCEDURAL PRODUCT DEMONSTRATION STRUCTURE OF THE SOUTH TERMINAL C PASSIVE OPTICAL LOCAL AREA NETWORK MANUFACTURER AND AFFILIATED EQUIPMENT (W401)

4. Mr. Alfert presented the item.

The Aviation Authority is currently underway with the South Terminal C, Phase 1 expansion, which is primarily being constructed by two Construction Managers at Risk (CMARs), Turner-Kiewit and Hensel Phelps Construction Company. There are a few components of South Terminal C, Phase 1 that require the Aviation Authority to directly contract with, and purchase from, independent contractors, vendors and suppliers. This memorandum outlines a proposed change to the recommended "Best Value" procurement of the Passive Optical Local Area Network (PON) equipment needed for South Terminal C, Phase 1. Installation of the PON will be administered through a separate procurement, as the appropriate installer will be dependent on the manufacturer/product selection.

The PON manufacturer will be selected by and contracted directly with the Aviation Authority. The PON is critical for South Terminal C, Phase 1 as it serves as the backbone of much of the information technology infrastructure of the facility. PON equipment functions as a network, but PON equipment manufactured by separate PON manufacturers does not always seamlessly integrate; accordingly, it is important for the equipment to be uniform, with

RECOMMENDATION TO APPROVE PROCEDURAL PRODUCT DEMONSTRATION STRUCTURE OF THE SOUTH TERMINAL C PASSIVE OPTICAL LOCAL AREA NETWORK MANUFACTURER AND AFFILIATED EQUIPMENT - W401 (con't)

uniform functionality, requiring the selection of a single PON Manufacturer. The PON manufacturer may also be asked to provide additional PON equipment for subsequent phases of South Terminal C, as well as for the North Terminal, and may be requested to submit a proposal for maintenance/support of the Aviation Authority's PON. A direct contract with the Aviation Authority allows for balanced management of competing priorities and the ability to more easily procure additional PON equipment for future phases and other Aviation Authority needs.

On March 13, 2019, this Committee approved a procurement methodology for the PON that included an independent third-party to perform test routines, procedures, and programs to determine the suitability of the products for use by the Aviation Authority in light of the Aviation Authority's network conditions, number of users, types of devices, and other factors described in the procurement documents. Following this Committee's approval, the Aviation Authority's representatives entered into discussions to retain World Wide Technology (WWT) as the independent third-party to perform such services. Over the past several months, WWT informed the Aviation Authority's representatives it was unable to perform all the services needed for the testing required under the PON Request for Proposal (RFP). Since that time, the Aviation Authority's representatives have evaluated other options for independent third-parties that could perform all the specific services needed for the testing required under the PON RFP, without success.

Additionally, since that time, the Aviation Authority's representatives have evaluated the previous procurement and re-evaluated the demonstration testing services required under the PON RFP. The Aviation Authority's representatives recommend that the product testing and related services be performed in a different manner:

- 1) In connection with the Technical Proposals to be submitted as part of the PON RFP, the Aviation Authority's Information Technology (IT) Department representatives, Hahn Integrated Systems and Burns Engineering would be present for a 2-3 day guided technical demonstration, whereby the Proposers perform test routines, procedures, and programs to determine their suitability for use by the Aviation Authority in light of an Aviation Authority's network conditions, number of users, types of devices, and other factors as described in the procurement documents.
- 2) The 2-3 day guided technical testing demonstration would take place in a warehouse or location on Aviation Authority property that contains a room large enough for all Proposers to set up testing articles in order to provide total transparency. The order of Proposer guided technical testing demonstrations would be chosen at random and guided technical testing demonstrations would be open to all Proposers to attend.
- 3) Immediately after the guided testing demonstration, the Aviation Authority's IT department representatives, Hahn Integrated Systems and Burns Engineering would generate its report spreadsheets for the Professional Services Committee (PSC) (to be distributed to the PSC and the Proposers), which could meet as soon as the next business day to hold Proposer interviews and recommend Proposer rankings.
- 4) Proposers would perform interview demonstrations of their choosing at the PSC Committee meeting.

The fiscal impact arising from this proposed modification to the procurement is limited. With this change, the Aviation Authority will utilize consultants already under contract with the Aviation Authority to facilitate the demonstration; whereas under the prior procedures, the Aviation Authority would have to retain and pay a third-party consultant to undertake the evaluations.

It was respectfully requested that the Capital Management Committee reach consensus to direct the Aviation Authority's representatives to proceed with the guided technical testing demonstration for the W401 PON procurement.

Mr. Alfert indicated that he is proposing a deviation to what is stated on Page 2, Item 2, of the memo (copy on file), and proposes that the evaluation of all products be done in a closed recorded session, so no competitor has an unfair advantage over another competitor. This process is fair and consistent with how the Aviation Authority has performed this type

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TERMINAL C PASSIVE OPTICAL LOCAL AREA NETWORK MANUFACTURER AND AFFILIATED EQUIPMENT - W401
(con't)**

of procurements in the past. Additionally, this is a similar process used during the Experiential Media Environment (EME) solicitation, where proposers and products gathered in a warehouse and evaluations were performed by the technical team and review staff. He explained that a chart with the information gathered by the team will be provided to the PSC for consideration and final deliberation.

Chairman Brown asked how the proposers would be kept from seeing other vendors' equipment. Mr. Alfert responded that this could be done at an Aviation Authority property or warehouse, where there will be restricted and controlled access. Chairman Brown followed by asking how soon does the location needs to be secure. Mr. Alfert responded, immediately.

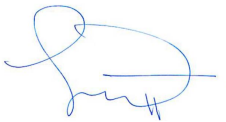
Discussion ensued regarding warehouse options. Chairman Brown emphasized on the importance of securing the building and the vendors' equipment. Mr. Alfert ensured that the team will take all the necessary security measures, as it was done during the Virtual Docking System (VRC) and EME evaluation process.

Chairman Brown asked if there were any further questions or comments. Hearing none, the Committee was in consensus of the recommendation.

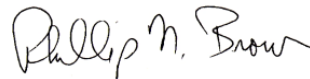
ADJOURNMENT

5. There being no further business to be considered, Chairman Brown adjourned the meeting at 11:07 a.m.

(Digitally signed on April 6, 2020)



Larissa Bou
Recording Secretary



Phillip N. Brown
Chairman