

**GREATER ORLANDO AVIATION AUTHORITY  
CONCESSIONS/PROCUREMENT COMMITTEE**

**DATE:** August 8, 2022

**DAY:** MONDAY

**TIME:** 1:30 P.M.

**PLACE:** CARL T. LANGFORD BOARD ROOM, ORLANDO INTERNATIONAL AIRPORT, ONE JEFF FUQUA BOULEVARD

**I. CALL TO ORDER**

**II. ROLL CALL**

**III. ANNOUNCEMENTS - Appeal Process**

*NOTE: If a bidder or proposer is aggrieved by any of the proceedings of today's meeting and wishes to appeal the results of actions made by this Committee, they must file an appeal stating the item they wish to appeal and the basis for which they wish to appeal. Any decision made at these meetings will need record of the proceedings and for that purpose may need to ensure that a verbatim record of the proceeding is made which includes the testimony and evidence upon which the appeal is to be based. Any appeal must be received in writing by the Chief Executive Officer, Mr. Kevin J. Thibault, via email [kevin.thibault@goaa.org](mailto:kevin.thibault@goaa.org) with copy to [gail.musselwhite@goaa.org](mailto:gail.musselwhite@goaa.org) by August 15, 2022, by 4:00 p.m.*

*For individuals who conduct lobbying activities with Aviation Authority employees or Board members, registration with the Aviation Authority is required each year prior to conducting any lobbying activities. A statement of expenditures incurred in connection with those lobbying instances should also be filed prior to April 1 of each year for the preceding year. Lobbying any Aviation Authority Staff who are members of any committee responsible for ranking Proposals, Letters of Interest, Statements of Qualifications or Bids and thereafter forwarding those recommendations to the Board and/or Board Members is prohibited from the time that a Request for Proposals, Request for Letters of Interests, Request for Qualifications or Request for Bids is released to the time that the Board makes an award. The policy, forms, and instructions are available on the Aviation Authority's offices web site. Please contact the Chief Administrative Officer with questions at (407) 825-7105.*

**IV. CONSIDERATION OF MINUTES FOR JUNE 13, 2022, JUNE 27, 2022 AND JULY 11, 2022**

**V. CONSENT AGENDA**

- A. Recommendation to Award Request for Quotation (RFQ) 93690-22, Purchase of HPE Synergy 480 Gen10 Servers and Maintenance Support Utilizing the State of Florida Alternate Contract Source NASPO #43211500-WSCA-15-ACS-E to High Performance Technologies, LLC

**VI. NEW BUSINESS**

- A. Recommendation to Award Request for Quotation (RFQ) 93728-22, Purchase of Seven (7) HPE Apollo 4200 Gen10 Servers, Firmware Subscription, and Maintenance Support Utilizing the State of Florida Contract #43211500-WSCA-15-ACS to High Performance Technology
- B. Recommendation to Award Request for Quotation (RFQ) 93735-22, Purchase of the CISCO CCTV Refresh Hardware, Firmware Subscription, and Maintenance Support Utilizing State of Florida Contract# 43220000-NASPO-19 –ACS, for Data Communications Products and Services to Veytec, Inc.
- C. Recommendation to Award Request for Quotation (RFQ) 93781-22, Purchase of Cisco Core Switch and Airside Distribution Switch Hardware, Firmware Subscription, and Maintenance Support utilizing State of Florida Contract# 43220000-NASPO-19 –ACS, to Veytec, Inc.
- D. Recommendation to Approve Amendment No. 2, Increase in Value for Purchasing Contract 10-20 Roadway Landscape Maintenance and Irrigation Services with Helping Hand Lawn Care
- E. Recommendation to Approve Amendment No. 4, Contract Adjustment for Purchasing Contract 01-21, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services with Schindler Elevator Corporation
- F. Recommendation to Approve Amendment No. 3, Renewal Option and Contract Adjustment for Purchasing Contract 03-20, Terminal Janitorial Maintenance, with Flagship Airport Services, Inc.

NEXT SCHEDULED CONCESSIONS/PROCUREMENT COMMITTEE MEETING IS ON AUGUST 22, 2022

On **JUNE 13, 2022**, the **CONCESSIONS/PROCUREMENT COMMITTEE** of the **GREATER ORLANDO AVIATION AUTHORITY** met in the Carl T. Langford Board Room at Orlando International Airport, One Jeff Fuqua Boulevard, Orlando, Florida, 32827. Chairman Friel called the meeting to order at 1:32p.m. The meeting was posted in accordance with Florida Statutes and a quorum was present.

**Committee members present:** Bradley Friel, Chairman  
Tom Draper, Chief of Operations  
Victoria Jaramillo, Senior Director, Marketing

**Staff/Others present:** Luis Aviles, Purchasing Manager  
Jo Thacker, Nelson Mullins, Legal Counsel  
Gail Musselwhite, Recording Secretary

*Chairman Friel began by announcing that if a bidder or proposer is aggrieved by any of the proceedings of today's meeting and wishes to appeal the results of actions made by this committee, they must file an appeal stating the item they wish to appeal and the basis for which they wish to appeal, to the Chief Executive Officer, Mr. Kevin J. Thibault, via email at [kevin.thibault@goaa.org](mailto:kevin.thibault@goaa.org) with copy to [gail.musselwhite@goaa.org](mailto:gail.musselwhite@goaa.org) by Monday, June 20, 2022 - no later than 4:00pm*

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*Those who would like to speak on any of the items on the agenda today, please fill out a speaker card that is available at the sign-in table or with **Ms. Musselwhite**, Recording Secretary*

Before proceeding to business, Ms. Thacker asked Committee members to report any conflicts of interest or violations of the Aviation Authority's Code of Ethics and Business Conduct; lobbying activities policy; or the Florida Sunshine law with regard to any agenda item. None were expressed by any Committee member.

#### **MINUTES**

1. Upon motion by Mr. Draper, second by Ms. Jaramillo, motion passed to accept the May 24, 2022 minutes as written.

#### **CONSENT AGENDA**

2. Chairman Friel asked if anyone in the audience would like to speak regarding the Consent Agenda items. Ms. Musselwhite confirmed she had not received any speaker requests. Chairman Friel then asked if any Committee member had questions or wished to pull the item for discussion.

Upon motion by Ms. Jaramillo, second by Mr. Draper, vote carried to approve the following Consent Agenda items:

A. approve that the following be recommended to the Chief Executive Officer: (1) award Purchasing Sole Source SS-00177 for Purchasing Agreement 03-23, Lift-Net Software Maintenance Agreement to Integrated Display Systems Inc.; (2) authorize funding from the Operations and Maintenance Fund in a not-to-exceed amount of \$180,000; (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

B. approve that the following be recommended to the Chief Executive Officer: (1) reject the IFB response from Greenery Productions due to the Bid price being over budget; and (2) authorize Staff to revise the IFB Documents and to re-solicit this IFB.

**RECOMMENDATION TO APPROVE AMENDMENT NO. 3, CONTRACT ADJUSTMENT FOR PURCHASING CONTRACT 01-21, ELEVATORS, ESCALATORS AND MOVING SIDEWALKS MAINTENANCE AND REPAIR SERVICES WITH SCHINDLER ELEVATOR CORPORATION**

3. This item was presented by Tom O'Day, Maintenance.

The initial term of the Contract is for forty-eight (48) months, which commenced on June 1, 2021, expiring May 31, 2025, with the Aviation Authority having the option to renew the Contract for three (3) additional periods of one (1) year each.

The Contract requires Schindler to furnish all labor, supervision, materials, repair parts, supplies, tools, diagnostic equipment, manuals, schematics, and any and all other items and services necessary or proper for, or incidental to, performing twenty-four (24) hours per day, seven (7) days per week, on-site maintenance and repair services for elevators, escalators and moving sidewalks located at the Orlando International Airport.

Schindler shall also provide and maintain an on-site inventory of spare parts and materials, perform and/or assist with the A17 Safety Code testing/witnessing inspections in accordance with the testing schedule, assist in maintaining the airport's elevator/escalator monitoring system (LiftNet) and all other items necessary or proper for, or incidental to, performing Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services at Orlando International Airport in accordance with the Contract Documents.

Contract Adjustment - Staff is requesting additional Work to modify thirty-four (34) elevators to comply with the State of Florida's adoption of *ASME A17.3-2015 Safety Code for Existing Elevators and Escalators* located in the North Terminal. The Additional work shall commence on or about August 1, 2022 with an anticipated completion date of December 31, 2023.

The fiscal impact for the Contract Adjustment is a not-to-exceed amount of \$626,642.71. Funding will be from the Operations and Maintenance Fund,

It was respectfully requested that the Concessions/Procurement Committee: (1) approve Amendment No. 3, Contract Adjustment for Purchasing Contract 01-21, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services with Schindler Elevator Corporation; (2) authorize funding from the Operations and Maintenance Fund account in the not-to-exceed amount of \$626,642.71; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

No speakers on this item.

Upon motion by Mr. Draper, second by Ms. Jaramillo, vote carried to approve staff's recommendation.

**RECOMMENDATION TO APPROVE AMENDMENT NO. 6, FIRST RENEWAL OPTION FOR PURCHASING CONTRACT 01-17, AUTOMATED PEOPLE MOVER (APM) OPERATION AND MAINTENANCE, WITH CRYSTAL MOVER SERVICES, INC.**

4. This item was presented by Tom O'Day, Maintenance.

The initial term of the Contract was for sixty (60) months, effective September 26, 2017, expiring September 25, 2022, with the Aviation Authority having two (2) options to renew the Contract for an additional period of five (5) years each. The First Renewal Option for five (5) years will begin on September 26, 2022, and expire on September 25, 2027.

The Contract requires CMSI to furnish all repair parts, materials, consumables, tools, manuals, training, management, supervision, and skilled labor as necessary for the Operations and Maintenance of the Aviation Authority's Automated People Mover (APM) system for Airside 1, Airside 3 and the South APM Systems located at the Orlando International Airport. The Operations and Maintenance services shall be provided on a twenty-four (24) hour per day, seven (7) day per week basis throughout the term of the Contract and in accordance with the Contract Specifications.

The Phase 2 Operations and Maintenance Specifications (OMS) Section 3.22.1 allows for an annual Economic Price Adjustment of the lump sum fixed prices. This allows the annual lump sum fixed prices to be adjusted for inflation to current year values.

Department – Concurs with First Renewal Option.

Contractor – Based on the information known at this time, the Contractor is performing satisfactorily during the Initial Term of the Contract.

The fiscal impact is a total estimated amount of \$40,629,625.00 with funding from the Operations and Maintenance Fund.

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 6, First Renewal Option for Purchasing Contract 01-17, Automated People Mover (APM) Operation and Maintenance with Crystal Mover Services, Inc.; (2) authorize funding in the estimated amount of \$40,629,625 from the Operations and Maintenance Fund; (3) authorize an Aviation Authority Officer or Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

No speakers on this item.

Discussion ensued.

Upon motion by Ms. Jaramillo, second by Mr. Draper, vote carried to approve staff's recommendation.

**RECOMMENDATION TO APPROVE AMENDMENT NO. 3, INCREASE IN VALUE, TO PURCHASING CONTRACT 03-18, OPERATION AND MANAGEMENT OF PARKING FACILITIES WITH ABM AVIATION, INC.**

5. This item was presented by Eric McClung, Parking Operations.

The Contract requires ABM to furnish all labor, supervision, materials, supplies, equipment, vehicles, fuel, office furniture, uniforms, and all other items necessary or proper for, or incidental to, the operation and management of parking facility services at the Orlando International Airport in accordance with the Contract Documents.

Staff is requesting an Increase in Value in the not-to-exceed amount of \$980,720 for the second renewal option. The increase is a result of additional staff needed to support the increase in parking activities, the expansion of the valet operation, and to maintain high levels of customer service. The Aviation Authority's parking is reaching capacity on regular basis and there is a need to increase parking staff to assist customers.

The fiscal impact for the Increase in Value is a not-to-exceed amount of \$980,720. Funding will be from the Operations and Maintenance Fund.

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 3, Increase in Value to Purchasing Contract 03-18 Operation and Management of Parking Facilities, with ABM Aviation, Inc.; (2) authorize funding in a not-to exceed amount of \$980,720 from the Operations and Maintenance Fund; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

No speakers on this item.

Discussion ensued.

Upon motion by Mr. Draper, second by Ms. Jaramillo, vote carried to approve staff's recommendation.

**ADJOURNMENT**

6. Chairman Friel asked if there was further business to discuss before the Committee. Having no further business to discuss, he adjourned the meeting at 1:51pm.

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Gail Musselwhite  
Recording Secretary

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Brad Friel  
Chairman

On **JUNE 27, 2022**, the **CONCESSIONS/PROCUREMENT COMMITTEE** of the **GREATER ORLANDO AVIATION AUTHORITY** met in the Carl T. Langford Board Room at Orlando International Airport, One Jeff Fuqua Boulevard, Orlando, Florida, 32827. Chairman Friel called the meeting to order at 1:30p.m. The meeting was posted in accordance with Florida Statutes and a quorum was present.

**Committee members present:** Bradley Friel, Chairman  
Yovannie Rodriguez, Vice-Chairman  
Brian Engle, Director, Customer Experience  
Victoria Jaramillo, Senior Director, Marketing

**Staff/Others present:** Luis Aviles, Purchasing Manager  
Jo Thacker, Nelson Mullins, Legal Counsel  
Gail Musselwhite, Recording Secretary

*Chairman Friel began by announcing that if a bidder or proposer is aggrieved by any of the proceedings of today's meeting and wishes to appeal the results of actions made by this committee, they must file an appeal stating the item they wish to appeal and the basis for which they wish to appeal, to the Chief Executive Officer, Mr. Kevin J. Thibault, via email at [kevin.thibault@goaa.org](mailto:kevin.thibault@goaa.org) with copy to [gail.musselwhite@goaa.org](mailto:gail.musselwhite@goaa.org) by Tuesday, July 5, 2022 - no later than 4:00pm*

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*Those who would like to speak on any of the items on the agenda today, please fill out a speaker card that is available at the sign-in table or with **Ms. Musselwhite**, Recording Secretary*

Before proceeding to business, Ms. Thacker asked Committee members to report any conflicts of interest or violations of the Aviation Authority's Code of Ethics and Business Conduct; lobbying activities policy; or the Florida Sunshine law with regard to any agenda item. None were expressed by any Committee member.

### **CONSENT AGENDA**

1. Chairman Friel asked if anyone in the audience would like to speak regarding the Consent Agenda items. Ms. Musselwhite confirmed she had not received any speaker requests. Chairman Friel then asked if any Committee member had questions or wished to pull the item for discussion.

After discussion by the Committee Members and upon motion by Vice-Chair Rodriguez, second by Ms. Jaramillo, vote carried to approve the following Consent Agenda items:

A. approve that the following be recommended to the Chief Executive Officer: (1) award Purchasing Invitation for Bid 93410-22, to United Site Services of Florida, LLC as the low, responsive and responsible bidder in the not-to-exceed value of \$207,910; (2) authorize funding from the Operations and Maintenance Fund; and (3) authorize the Purchasing Department to issue the necessary Blanket Purchase Agreement after satisfactory resolution of the vendor request regarding Self-Insured Retention.

B. approve that the following be recommended to the Chief Executive Officer: (1) award Purchasing Bid 93555-22, IClass Contactless Proximity Cards to ColorID, LLC, as the low responsive and responsible bidder; (2) authorize funding from the Operations and Maintenance Fund in a not-to-exceed amount of \$107,200; and (3) authorize Purchasing Staff to issue the Blanket Purchase Agreement.

**RECOMMENDATION TO APPROVE AMENDMENT NO. 1, CONTRACT ADJUSTMENT, FOR PURCHASING CONTRACT 04-22, TRANE CHILLER MAINTENANCE SERVICES WITH TRANE U.S. INC. (TRANE)**

2. This item was presented by Lester Cooper, Maintenance.

The initial term is for sixty (60) months with initial service effective January 1, 2022, expiring December 31, 2026 and with the Aviation Authority having options to renew the Contract for two (2) additional periods of one (1) year each.

The Contract requires Trane to provide management, maintenance, and repair services for Trane chillers, including all related components associated with electrical starter panels located at the Orlando International Airport. The Contract also allows the Aviation Authority to increase, decrease, or delete any portion of the Scope of Services of the Contract.

Contract Adjustment - Staff is requesting to add seven (7) Trane chillers to the current contract: three (3) air cooled chillers located at the HBJ Warehouse and one (1) air cooled chiller located at the Remote Sort Facility (RSF) Building, and three (3) centrifugal chillers located at Terminal C.

The Maintenance Department is requesting to add the four (4) air cool chillers to the Trane maintenance contract to allow staff to concentrate on Terminal related services and repair. The three (3) centrifugal chillers at Terminal C are specialized in nature and require manufacturer's service. These chillers provide pre-conditioned air conditioning to the loading bridges.

The fiscal impact for the Contract Adjustment is a not-to-exceed amount of \$376,140 with funding from the Operations and Maintenance Fund

It was respectfully requested that the Concessions/Procurement Committee approve the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 1, Contract Adjustment, for Purchasing Single Source 04-22, Trane Chiller Maintenance Services with Trane U.S. Inc.; (2) authorize funding from the Operations and Maintenance Fund in a not-to-exceed amount of \$376,140; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

No speakers on this item.

Discussion ensued.

Upon motion by Mr. Engle, second by Ms. Jaramillo, vote carried to approve staff's recommendation.

**RECOMMENDATION TO AWARD REQUEST FOR WRITTEN QUOTATION (RFQ) 93699-22, PURCHASE OF PALO ALTO REFRESH HARDWARE, FIRMWARE SUBSCRIPTION, AND MAINTENANCE SUPPORT UTILIZING THE STATE OF FLORIDA ALTERNATE CONTRACT SOURCE STATE OF FLORIDA# 43220000-NASPO-19-ACS MASTER CONTRACT NUMBER: AR3228, "DATA COMMUNICATIONS PRODUCTS AND SERVICES", WHICH EXPIRES ON SEPTEMBER 30, 2024 TO COMPUQUIP CYBERSECURITY**

3. This item was presented by Paul Haust, IT.

Approval of this request will result in a Purchase Order for the purchase of Palo Alto Refresh Hardware, Firmware Subscription and Maintenance Support to replace end of life devices with current more advanced hardware that will be supported. This will provide a secure barrier between the Aviation Authority's production network and various external networks which will enhance the ability of the Aviation Authority's Information Technology Department to identify and mitigate most threats that can be found on external networks and on the internet. These devices are programmable and can be configured to restrict and allow access as necessary both internally and externally; and to restrict access to unsecured, compromised, and malicious internet sites. The data that passes through the firewalls are also scanned for imbedded malicious data.



On May 18, 2022, the Aviation Authority issued RFQ 93699-22 for the Purchase of Palo Alto Refresh Hardware, Subscription, and Maintenance Support to nine (9) authorized resellers listed in the State of Florida Contract Alternate Contract Source #43220000-NASPO-19-ACS Master Contract Number: AR3228. On Monday, May 23, 2022, two (2) quotes were received:

Firm	Total Quote
Compuquip Cybersecurity	\$298,520.95
Optiv	\$351,940.67

The staff's review of the quotes found that the firms are responsive and responsible to the RFQ requirements.

Compuquip Cybersecurity's Request for Quote in the not-to-exceed amount of \$298,520.95 to be funded from the following Capital Expenditure Fund

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) award Request for Written Quotation (RFQ) 93699-22, Purchase of Palo Alto Refresh Hardware, Subscription, and Maintenance Support utilizing the State of Florida Alternate Contract Source State of Florida# 43220000-NASPO-19-ACS , Master Contract Number: AR3228 to Compuquip Cybersecurity; (2) authorize funding from the Capital Expenditure Fund in a not-to-exceed amount of \$298,520.95; and (3) authorize the Purchasing Department to issue the necessary Purchase Order.

No speakers on this item.

Discussion ensued.

Upon motion by Ms. Jaramillo, second by Mr. Engle, vote carried to approve staff's recommendation.

**RECOMMENDATION TO AWARD THE PURCHASE OF ORIGINAL EQUIPMENT MANUFACTURER (OEM) REPAIR PARTS FOR BAGGAGE HANDLING SYSTEMS AND PASSENGER BOARDING BRIDGES TO REPLENISH AUTHORITY INVENTORY UNDER SINGLE SOURCE PROCUREMENTS**

4. This item was presented by Scott Goodwin, Operations.

The Aviation Authority's contract for Baggage Handling Systems (BHS), Passenger Boarding Bridges (PBB) and associated Ground Support Equipment Maintenance and Repair Services requires the Aviation Authority to stock and make available as necessary inventory repair parts needed by the Contractor to support the maintenance and repair of Authority owned Baggage Handling Systems, Passenger Boarding Bridges and associated Ground Support Equipment.

This award will result in multiple Blanket Purchase Agreements (BPA's) and Purchase Orders (PO's) for a period of one (1) year through July 31, 2023, with each of the eight (8) manufacturers in the following list. The Purchase of the Original Equipment Manufacturer (OEM) repair parts will be made by the utilization of a Single Source procurement method.

Supplier	BHS or PBB	Estimated Value through 07/31/2023
ITW Commercial d/b/a Hobart GP	PBB	\$367,000
JBT AeroTech Jetway Systems	PBB	\$349,000
Cavotec INET US Inc.	PBB	\$30,000
ThyssenKrupp Airport Systems	PBB	\$79,000
Twist Inc.	PBB	\$48,000
Siemens Postal Parcel & Airport Logistics	BHS	\$172,000
Transnorm Systems Inc.	BHS	\$144,000
Daifuku America Corporation	BHS	\$40,000
<b>Total Value:</b>		<b>\$1,229,000</b>



The value of anticipated inventory replenishment of repair parts is a not-to-exceed amount of \$1,229,000. Funds expected to be spent under the resulting BPA's and PO's will be from the Operations and Maintenance Fund.

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) deem the repair parts required from the suppliers listed to be Single Source Procurements through July 31, 2023; (2) authorize funding from the Operations and Maintenance Fund in the aggregate not-to-exceed amount of \$1,229,000; (3) authorize the Purchasing Department to award blanket purchase agreements or purchase orders with each manufacturer listed based on a Single Source Procurement in compliance with the Aviation Authority policy; and (4) authorize staff to allocate and re-allocate the aggregate not-to-exceed amount among the eight (8) manufacturers as needed.

No speakers on this item.

Discussion ensued.

Upon motion by Vice-Chair Rodriguez, second by Ms. Jaramillo, vote carried to approve staff's recommendation.

**RECOMMENDATION TO APPROVE AMENDMENT NO. 3, FIRST RENEWAL OPTION AND CONTRACT ADJUSTMENT FOR PURCHASING CONTRACT 05-19, FIRE SPRINKLER SYSTEMS MAINTENANCE SERVICES WITH CONVERGINT TECHNOLOGIES LLC (CONVERGINT)**

5. This item was presented by Eric Filbert, Maintenance, Life Safety Systems.

The initial term of the contract was for thirty-six (36) months, which commenced on July 1, 2019 with the Aviation Authority having two (2) options to renew the contract for an additional period of one (1) year each. The initial term is due to expire on June 30, 2022.

The Contract requires Convergent to furnish all labor, supervision, equipment, tools, materials, supplies, and all procedures necessary for inspection, testing, certification, maintenance, and modifications of all water-based sprinkler systems located throughout the Orlando International Airport in accordance with all State of Florida and City of Orlando currently adopted applicable codes (which includes but is not limited to NFPA 13, 14, 20, 25, 101 and 1962). The Contractor will also conduct all code mandated weekly/monthly/annual running, testing and maintenance of the Aviation Authority's five (5) diesel and ten (10) electric fire pumps and ensure those systems are operational and code compliant in accordance with the Contract Documents.

First Renewal Option – July 1, 2022 to June 30, 2023 and Contract Adjustment to add Terminal C.

The fiscal impact for the First Renewal Option is a not-to-exceed amount of \$501,417. Funding will be from the Operations and Maintenance Fund.

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 3 for the First Renewal Option and Contract Adjustment for Purchasing Contract 05-19, Fire Sprinkler Systems Maintenance Services (Wet, Dry & Pre-Action), with Convergent Technologies LLC; (2) authorize funding in a not-to exceed amount of \$501,417 from the Operations and Maintenance Fund; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

No speakers on this item.

Discussion ensued.

Upon motion by Mr. Engle, second by Ms. Jaramillo, vote carried to approve staff's recommendation.

**RECOMMENDATION TO AWARD INVITATION FOR BID (IFB) 27-22, SMOKE/FIRE AND OVERHEAD DOOR MAINTENANCE AND REPAIR TO ARBON EQUIPMENT CORPORATION (ARBON)**

6. This item was presented by Luis Aviles, Purchasing.

The term of the Contract is for thirty-six (36) months with initial service to commence on or about August 14, 2022, and with the Aviation Authority having options to renew the Contract for two (2) additional periods of one (1) year each.

This Contract will be to provide all labor, supervision, equipment, tools, parts and materials, supplies, and all items/procedures necessary or proper for, or incidental to, performing inspection, maintenance, certification and repairs of all smoke, fire and overhead rolling steel and sectional doors at the Orlando International Airport (OIA) in accordance with the Specifications.

On May 19, 2022, the Aviation Authority issued Purchasing Invitation for Bid (IFB) 27-22, Smoke/Fire and Overhead Door Maintenance and Repair. A total of 601 notifications were sent out to potential vendors registered under the NIGP codes, of which two vendors viewed, and downloaded the solicitation.

On July 15, 2022, the following response was received:

<u>Name of Respondent</u>	<u>Total Three (3) Year Bid Price</u>
Arbon Equipment Corporation	\$626,060

Arbon Equipment Corporation bid in the amount of \$626,060 is to be funded from the following Operations and Maintenance Fund.

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) award Purchasing Bid 27-22, Smoke/Fire and Overhead Door Maintenance and Repair to Arbon Equipment Corporation, as the low responsive and responsible bidder; (2) authorize funding from the Operations and Maintenance Fund in a not-to-exceed amount of \$626,060; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

No speakers on this item.

Discussion ensued.

Upon motion by Ms. Jaramillo, second by Vice-Chair Rodriguez, vote carried to approve staff's recommendation.

**ADJOURNMENT**

7. Chairman Friel asked if there was further business to discuss before the Committee. Having no further business to discuss, he adjourned the meeting at 2pm.

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Gail Musselwhite  
Recording Secretary

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Brad Friel  
Chairman

On **JULY 11, 2022**, the **CONCESSIONS/PROCUREMENT COMMITTEE** of the **GREATER ORLANDO AVIATION AUTHORITY** met in the Carl T. Langford Board Room at Orlando International Airport, One Jeff Fuqua Boulevard, Orlando, Florida, 32827. Chairman Friel called the meeting to order at 1:30p.m. The meeting was posted in accordance with Florida Statutes and a quorum was present.

**Committee members present:** Bradley Friel, Chairman  
Yovannie Rodriguez, Vice-Chairman  
Tom Draper, Chief of Operations  
Brian Engle, Director, Customer Experience  
Victoria Jaramillo, Senior Director, Marketing

**Staff/Others present:** Jo Thacker, Nelson Mullins, Legal Counsel  
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### **CONSENT AGENDA**

1. Chairman Friel asked if anyone in the audience would like to speak regarding the Consent Agenda items. Ms. Musselwhite confirmed she had not received any speaker requests. Chairman Friel then asked if any Committee member had questions or wished to pull the item for discussion.

After discussion between the Committee members and upon motion by Mr. Draper, second by Ms. Vice-Chair Rodriguez, vote carried to approve the following Consent Agenda items:

A. approve that the following be recommended to the Chief Executive Officer: (1) approve the Twenty-Third Renewal Option for Purchasing Contract 97-42 with Motorola Solutions, Inc. for Radio Equipment Maintenance; (2) authorize funding in the not-to-exceed amount of \$78,235.43 from the Operation and Maintenance Fund; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute an Amendment following satisfactory review by legal counsel.

B. approve that the following be recommended to the Chief Executive Officer: (1) award Request for Written Quotation (RFQ) 93715-22, Purchase of an Infoblox DDI Solution to include Software Subscriptions, Necessary Licenses, Maintenance Support, and Professional Services utilizing the Master Agreement AR2472/Carahsoft FL/State of FL# 43230000-NASPO-16-ACS to World Wide Technologies, Inc.; (2) authorize funding from the Capital Expenditure Funds in a not-to-exceed amount of \$193,139.89; and (3) authorize the Purchasing Department to issue the necessary Purchase Order.

C. approve that the following be recommended to the Chief Executive Officer: (1) award Request for Written Quotation (RFQ) 93704-22, Purchase of the Exagrid EX84 Backup Disk Storage Hardware and Maintenance Support utilizing the GSA Contract# GS35F303DA to Presidio Networked Solutions, LLC; (2)

authorize funding from Capital Expenditure Funds in a not-to-exceed amount of \$180,660.06; and (3) authorize the Purchasing Department to issue the necessary Purchase Order.

**RECOMMENDATION TO APPROVE AMENDMENT NO. 3, SECOND RENEWAL OPTION FOR PURCHASING CONTRACT 11-18, LANDSCAPE MAINTENANCE OF PARKING LOTS WITH HELPING HAND LAWN CARE LLC**

2. This item was presented by Daisily Pagan, Maintenance.

The initial term of the Contract was for thirty-six (36) months, which commenced on October 15, 2018, with the Aviation Authority having options to renew the Contract for two (2) additional periods of one (1) year each. The first renewal option is due to expire on October 14, 2022.

The Contract will be to furnish all labor, supervision, materials, supplies, equipment, tools, chemicals, and all other items necessary or proper for, or incidental to, performing landscape maintenance of parking lots at the Orlando International Airport in accordance with the Contract Documents. The parking lots locations are:

- North Park Place located at the intersection of Bear Road and Cargo Road
- South Park Place located at the South Access Road
- Employee Parking Lot located at the north end of Casa Verde Road
- West Park Place located on Tradeport Drive
- South Cell Lot

The annual value for the Second Renewal Option is a total not-to-exceed amount of \$282,548.72, which includes a CPI increase of 4.2% as allowed per the contract documents. The actual amount paid to the contractor is based on actual work requested, performed, and approved by the Aviation Authority, based on the unit prices.

Second Renewal Option – October 15, 2022 through October 14, 2023.

The fiscal impact for the Second Renewal Option is a total not-to-exceed amount of \$282,548.72 with funding from the Operations and Maintenance Fund.

It was respectfully requested that the Concessions/Procurement Committee approve the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 3, Second Renewal Option for Purchasing Contract 11-18, Landscape Maintenance of Parking Lots with Helping Hand Lawn Care, LLC; (2) authorize funding from the Operations and Maintenance Fund in the not-to-exceed amount of \$282,548.72 and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

No speakers on this item.

Discussion ensued.

Upon motion by Mr. Engle, second by Mr. Draper, vote carried to approve staff's recommendation.

**RECOMMENDATION TO APPROVE AMENDMENT NO. 3, RENEWAL OPTION AND CONTRACT ADJUSTMENT FOR PURCHASING CONTRACT 03-20, TERMINAL JANITORIAL MAINTENANCE, WITH FLAGSHIP AIRPORT SERVICES, INC.**

3. This item was presented by Nina Gilbert, Maintenance.

The initial term of the Contract is for thirty-six (36) months, effective October 1, 2019, and expires September 30, 2022, with the Aviation Authority having one (1) option to renew the Contract for an additional period of three (3) years.

The Contract requires Flagship to furnish all labor, supervision, equipment, tools, materials, supplies, office space on property, uniforms, fuel, and vehicles and all other items necessary or proper for, or incidental to, providing terminal janitorial maintenance at the Orlando International Airport. Janitorial Maintenance

services shall be provided on a twenty-four (24) hour per day, seven (7) day per week basis throughout the term of the Contract and in accordance with the Contract Specifications.

Aviation Authority staff have evaluated, and negotiated the Management Fee provided by Flagship. The Three Year Renewal Option also includes Reimbursable Payroll & Operating Expenses in the total-not-exceed amount of \$60,566,400. Reimbursable Payroll and Operating Expenses cover janitorial staff Payroll, Payroll taxes, Bio-Hazard & Regulated Trash, Overtime & Shift Differential, 401K, Health Insurance, Uniforms and Consumables and Cleaning Supplies. All terms and conditions as well as authorized deductions and penalties allowed under the Contract remain in full force and effect.

The fiscal impact is a total not-to-exceed amount of \$79,614,500 for the Three Year Renewal Option and Contract Adjustment with funding from the Operations and Maintenance Fund.

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 3, Three Year Renewal Option and Contract Adjustment for Purchasing Contract 03-20, Terminal Janitorial Maintenance, with Flagship Airport Services, Inc.; (2) authorize funding in the not-to-exceed amount of \$79,614,500 from the Operations and Maintenance Funds; and (3) authorize an Aviation Authority Officer or Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

No speakers on this item.

Discussion ensued.

Upon motion by Ms. Jaramillo, second by Mr. Engle, vote carried to approve staff's recommendation.

**ADJOURNMENT**

4. Chairman Friel asked if there was further business to discuss before the Committee. Having no further business to discuss, he adjourned the meeting at 1:51pm.

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Gail Musselwhite  
Recording Secretary

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Brad Friel  
Chairman



**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
One Jeff Fuqua Boulevard  
Orlando, Florida 32827-4399

**MEMORANDUM**

TO: Members of the Concessions/Procurement Committee

FROM: Scott Gunelius – Assistant Manager of Systems, Information Technology

DATE: August 8, 2022

**ITEM DESCRIPTION**

Recommendation to Award Request for Quotation (RFQ) 93690-22, Purchase of HPE Synergy 480 Gen10 Servers and Maintenance Support Utilizing the State of Florida Alternate Contract Source NASPO #43211500-WSCA-15-ACS-E to High Performance Technologies, LLC (HPT)

**BACKGROUND**

Approval of this request will result in the purchase of servers and maintenance support for the Aviation Authority. This purchase will expand the "shared" DxEnterprise 3-node cluster (PDXE15-17) to seven nodes in anticipated support of SharePoint 2019 database instances and to accommodate testing of other candidate instances. DxEnterprise is a High Availability (HA) solution to ensure minimal effect on application downtime during system failures and automatic recovery from failure when running services on a cluster. This ensures systems, databases, and applications operate when and as needed.

The Aviation Authority has a "shared" cluster with three servers supporting five database workloads. To accommodate two resource-intensive SharePoint 2019 database workloads, support future applications and distribute the cluster effectively between the Aviation Authorities Main Computer Room and Emergency Computer Room, we need to expand the cluster by adding four servers. We have already upgraded memory in the three, 4+ year-old servers to the maximum they will support to accommodate near-term growth, but we are nearing the workload capacity the cluster can support with the existing servers.

**ISSUES**

On June 10, 2022, the Aviation Authority issued RFQ 93690-22 for the Purchase of HPE Synergy 480 Gen10 servers and maintenance support to a total of six (6) authorized resellers listed in the following cooperative contracts: State of Florida Contract #43211500-WSCA-15-ACS, Sourcwell Contract#: 081419, and OMNIA Partners Contract# 4400006644. On June 20, 2022, three (3) quotes were received:

<u>Firm</u>	<u>Total Quote</u>
High Performance Technologies, LLC (HPT)	\$172,832.00
Hewlett Packard Enterprise (HPE)	\$199,272.36
Raion Development Group	\$218,441.72

Staff's review of the quotes found that the firms are responsive and responsible to the RFQ requirements. The three (3) vendors, which did not respond, were asked to confirm the reason that a bid was not submitted. These three vendors did not respond to Purchasing's inquiry.

The Small Business Development Department (SBDD) determined no small business goals for Minority and Women Business Enterprise (MWBE), Local Developing Business (LDB) and/or Veteran Business

Enterprise (VBE) participation, due to SBDD cannot change the terms and conditions of an existing contract such as the State of Florida Alternate Contract Source NASPO #43211500-WSCA-15-ACS-E.

### **FISCAL IMPACT**

High Performance Technologies, LLC's quote in the not-to-exceed amount of \$172,832 is to be funded from the following Capital Expenditure Fund account codes: 308.521.170.5640003.000.501507 (Hardware) and 308.521.170.5460001.000.501507 (Support). Funds expected to be spent under the contract in the current fiscal year are within budget.

### **RECOMMENDED ACTION**

It is respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Chief Executive Officer: (1) award Request for Quotation (RFQ) 93690-22, the Purchase of HPE Synergy 480 Gen10 servers and maintenance support utilizing the State of Florida Alternate Contract Source NASPO #43211500-WSCA-15-ACS-E to High Performance Technologies, LLC; (2) authorize funding from the Capital Expenditure Fund in a not-to-exceed amount of \$172,832; and (3) authorize the Purchasing Department to issue the necessary Purchase Order.

### Attachments

A – Award Criteria

B – Finance Form



**ATTACHMENT A  
Award Criteria**

**Award Criteria:**

The Aviation Authority's policy 450.03, "Government Contract/Annual Contract" permits the procurement of items from a supplier based on a requirements contract/annual/multi-year agreement with any public entity.

**Clarifications Required During the Process:**

N/A

**Irregularities or Issues that Impact Recommended Ranking:**

N/A

## ATTACHMENT B

Greater Orlando Aviation Authority  
Finance Attachment - Revised

Date:	<u>7/12/2022</u>	Requestor's Extension:	<u>3478</u>
Requestor's Name:	<u>Scott Gunelius</u>	Preparer's Extension:	<u>3478</u>
Form Preparer's Name:	<u>Scott Gunelius</u>	Purchasing Solicitation #:	<u>RFQ 93690-22</u>
Requestor's Department:	<u>Information Technology</u>	CCM / CPC / PSC:	<u>CPC</u>
Description:	<u>DxEnterprise Servers</u>	Committee Date:	<u>7/25/2022</u>
Vendor:	<u>High Performance Technologies, LLC</u>	Committee Agenda Item#:	<u></u>

**NON-PROJECT FUNDS: O&M, CAP EX, I&D, R&R, OEA REVENUE FUNDS**

Account Code Format: xxx.xxx.xxx.xxxxxxx.xxx.xxxxxx	FY 22 Amount	FY 23 Amount	FY 24 Amount	FY 25 Amount	FY 26 Amount	Total Contract
308.521.170.5460001.000.501507 (Support) GH	17,244.00					17,244.00
308.521.170.5640003.000.501507 (Hardware) GH	155,588.00					155,588.00
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
<b>Total Requisition</b>	172,832.00	-	-	-	-	172,832.00
Requisition Number	91643					

OMB Notes:  
Funding Approver Andrea Harper

Total Requisition \$ -  
PO Amount \$ 172,832.00  
Grand Total - Agree to Committee Item \$ 172,832.00

Converted into PO #: \_\_\_\_\_  
Date: \_\_\_\_\_  
Buyer: \_\_\_\_\_



**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
One Jeff Fuqua Boulevard

**MEMORANDUM**

TO: Members of the Concessions/Procurement Committee

FROM: Pete Pelletier, Director of Information Technology

DATE: August 8, 2022

**ITEM DESCRIPTION**

Recommendation to Award Request for Quotation (RFQ) 93728-22, Purchase of Seven (7) HPE Apollo 4200 Gen10 Servers, Firmware Subscription, and Maintenance Support Utilizing the State of Florida Contract #43211500-WSCA-15-ACS to High Performance Technology (HPT)

**BACKGROUND**

Approval of this request will result in a Purchase Order for the purchase of seven (7) HPE Apollo 4200 Gen10 Servers, Firmware License, and Maintenance Support. This will replace existing HPE ProLiant DL360 G7/DL360p Gen8 servers and HPE D2600 Disk Storage Enclosures originally purchased between 2012 and 2015 that support the, GOAA provided, TSA Network Video Surveillance System (VSS) recordings. The current hardware is at or near end of life support which needs to be replaced with current and supported technology hardware and firmware.

**ISSUES**

On June 15, 2022, the Aviation Authority issued RFQ 93728-22 for the Purchase of seven (7) HPE Apollo 4200 Gen10 Servers to a total of four (4) authorized resellers listed in the following Contracts: State of Florida Contract #43211500-WSCA-15-ACS, Sourcewell Contract#: 081419, and OMNIA Partners Contract# 4400006644. On June 27, 2022, two (2) quotes were received:

<u>Firm</u>	<u>Total Quote</u>
High Performance Technology	\$447,230.00
SHI International Corp (SHI)	\$488,225.99

The staff's review of the quotes received; found that the firms are responsive and responsible to the RFQ requirements.

Small Business Development Department (SBDD) determined no small business goals for Minority and Women Business Enterprise, Local Developing Business and/or Veteran Business Enterprise participation, due to SBDD cannot change the terms and conditions of an existing contract such as State of Florida State of Florida #43211500-WSCA-15-ACS.

**FISCAL IMPACT**

High Performance Technology's quote is for a not-to-exceed amount of \$447,230 to be funded from the following Capital Expenditure Fund account codes: 308.521.210.5640003.000.501580 (Hardware), 308.521.210.5640002.000.501580 (Software), and 308.521.210.5460001.000.501580 (Support). Funds expected to be spent under the contract in the current fiscal year are within budget.

## **RECOMMENDED ACTION**

It is respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) award Request for Quotation (RFQ) 93728-22 Purchase of Seven HPE Apollo 4200 Gen10 Servers, Firmware Subscription, and Maintenance Support Utilizing the State of Florida Contract #43211500-WSCA-15-ACS to High Performance Technology; (2) authorize funding from the Capital Expenditure Fund in the not-to-exceed amount of \$447,230; and (3) authorize the Purchasing Department to issue the necessary Purchase Order.

### Attachments

A – Award Criteria

B - Finance Form

**ATTACHMENT A**  
Award Criteria

**Award Criteria:**

The Aviation Authority's policy 450.03, "Government Contract/Annual Contract" permits the procurement of items from a supplier based on a requirements contract/annual/multi-year agreement with any public entity.

**Clarifications Required During the Process:**

N/A

**Irregularities or Issues that Impact Recommended Ranking:**

N/A

### ATTACHMENT B

Greater Orlando Aviation Authority						
Finance Attachment - Revised						
Date:	7/9/2022	Requestor's Extension:	3478			
Requestor's Name:	Scott Gunelius	Preparer's Extension:	3478			
Form Preparer's Name:	Scott Gunelius	Purchasing Solicitation #	RFQ 93728-22			
Requestor's Department:	Information Technology	CCM / CPC / PSC:	CPC			
Description:	NTC TSA NVR Replacement	Committee Date:	7/25/2022			
Vendor:	High Performance Technology, LLC	Committee Agenda Item:				
<b>NON-PROJECT FUNDS: O&amp;M, CAP EX, I&amp;D, R&amp;R, OEA REVENUE FUNDS</b>						
Account Code	FY 22	FY 23	FY 24	FY 25	FY 26	Total
Format: xxx.xxx.xxx.xxxxxx.xxx.xxxxxx	Amount	Amount	Amount	Amount	Amount	Contract
308.521.210.5460001.000.501580 (Support) GH	55,832.00					55,832.00
308.521.210.5640002.000.501580 (Software) GH	4,543.00					4,543.00
308.521.210.5640003.000.501580 (Hardware)	386,855.00					386,855.00
						-
						-
						-
						-
						-
						-
						-
						-
						-
<b>Total Requisition</b>	447,230.00	-	-	-	-	447,230.00
<b>Requisition Number</b>	91642					
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>OMB Notes: Funding Approver</p> <p style="text-align: center; font-size: 1.2em;"><i>Andrea Harper</i></p> </div> <div style="width: 50%;"> <p>Converted into PO #:</p> <p>Date:</p> <p>Buyer:</p> </div> </div>						
Total Requisition	\$ -					
PO Amount	\$ 447,230.00					
<b>Grand Total - Agree to Committee Item</b>	<b>\$ 447,230.00</b>					



**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
One Jeff Fuqua Boulevard  
Orlando, Florida 32827-4399

**MEMORANDUM**

TO: Members of the Concessions/Procurement Committee

FROM: Pete Pelletier, Director of Information Technology

DATE: August 8, 2022

**ITEM DESCRIPTION**

Recommendation to Award Request for Quotation (RFQ) 93735-22, Purchase of the CISCO CCTV Refresh Hardware, Firmware Subscription, and Maintenance Support Utilizing State of Florida Contract# 43220000-NASPO-19 –ACS, “Data Communications Products” and Master Agreement #AR3227 to Veytec, Inc.

**BACKGROUND**

Approval of this request will result in a Purchase Order for the purchase of CISCO CCTV Refresh hardware, firmware subscription, and Maintenance Support. This hardware will be designated for the Transportation Security Administration (TSA), which is on a separate network from the Aviation Authority. This equipment is required to replace all end of life and unsupported hardware and licenses within the TSA security infrastructure network. The monies allocated for this project have been previously approved through GOAA budgeting process and are currently available within the IT budget.

**ISSUES**

On June 9, 2022, the Aviation Authority issued RFQ# 93735-22 for the Purchase of the CISCO Refresh hardware, firmware subscription, and maintenance support to five (5) authorized resellers listed in the State of Florida Contract# 43220000-NASPO-19 –ACS, GSA Contract#: GS34F303DA, Sourcewell Contract#: 081419, and OMNIA Partners Contract# 4400006644. On June 16, 2022, two (2) quotes were received:

<u>Firm</u>	<u>Total Quote</u>
Veytec, Inc.	\$347,158.00
Insight Public Sector	\$375,300.92

Staff’s review of the quotes found that the firms are responsive and responsible to the RFQ requirements. After the RFQ opening, Staff reached out to the other authorized resellers to inquire why they did not submit a quote. Two of the vendors stated that they overlooked the request for quotes and one did not respond to the inquiry.

The Small Business Development Department has reviewed the requirements for this purchase and has determined that it cannot change the terms and conditions of an existing contract such as the CISCO Refresh Hardware, Subscription, and Maintenance Support utilizing the State of Florida Contract# 43220000-NASPO-19 –ACS.



## **FISCAL IMPACT**

Veytec Inc.'s quote in the not-to-exceed amount of \$347,158 to be funded from the following Capital Expenditure Fund account codes: 308.521.210.5640003.000.501.580 (Hardware), 308.521.210.5640001.000.501580 (Support), and 308.521.210.5640002.000.501580 (Software). Funds expected to be spent under the contract in the current fiscal year are within budget.

## **RECOMMENDED ACTION**

It is respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) award Request for Quotation (RFQ) 93735-22, Purchase of the CISCO CCTV Refresh Hardware, Subscription, and Maintenance Support, Utilizing the State of Florida Contract# 43220000-NASPO-19 –ACS for Data Communications Products and Services to Veytec, Inc.; (2) authorize funding from the Capital Expenditure Fund in a not-to-exceed amount of \$347,158; and (3) authorize the Purchasing Department to issue the necessary Purchase Order.

### Attachments

A – Award Criteria

B - Finance Form

**ATTACHMENT A**  
Award Criteria

**Award Criteria:**

The Aviation Authority's policy 450.03, "Government Contract/Annual Contract" permits the procurement of items from a supplier based on a requirements contract/annual/multi-year agreement with any public entity.

**Clarifications Required During the Process:**

N/A

**Irregularities or Issues that Impact Recommended Ranking:**

N/A

### ATTACHMENT B FINANCE FORM

#### FINANCE FORM

<b>Greater Orlando Aviation Authority</b>			
<b>Finance Attachment - Revised</b>			
Date:	7/7/2022	Requestor's Extension:	3512
Requestor's Name:	Jason Gross	Preparer's Extension:	3512
Form Preparer's Name:	Ian Brooks	Purchasing Solicitation #:	RFQ 937035-22
Requestor's Department:	Information Technology	CCM / CPC / PSC:	CPC
Description:	CISCO CCTV Refresh	Committee Date:	7/25/2022
Vendor:	Veytec, Inc.	Committee Agenda Item:	

**NON-PROJECT FUNDS: O&M, CAP EX, I&D, R&R, OEA REVENUE FUNDS**

Account Code	FY 22	FY 23	FY 24	FY 25	FY 26	Total
Format: xxx.xxx.xxx.xxxxxxx.xxx.xxxxx	Amount	Amount	Amount	Amount	Amount	Contract
308.521210.5640003.000.501580 (Hardware) <b>GH</b>	263,038.00					263,038.00
308.521210.5460001.000.501580 (Maintenance Support) <b>GH</b>	51,980.00					51,980.00
308.521210.5640002.000.501580 (Software) <b>GH</b>	32,140.00					32,140.00
						-
						-
						-
						-
						-
						-
						-
						-
						-
<b>Total Requisition</b>	347,158.00	-	-	-	-	347,158.00
<b>Requisition Number</b>	<b>91791</b>					

<p>OMB Notes:</p> <p>Funding Approver: <u>Andrea Harper</u></p> <p>Total Requisition \$ -</p> <p>PO Amount \$ 347,158.00</p> <p>Grand Total - Agree to Committee Item \$ 347,158.00</p>	<p>Converted into PO #:</p> <p>Date:</p> <p>Buyer:</p>
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**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
One Jeff Fuqua Boulevard  
Orlando, Florida 32827-4399

**MEMORANDUM**

TO: Members of the Concessions/Procurement Committee

FROM: Pete Pelletier, Director of Information Technology

DATE: August 8, 2022

**ITEM DESCRIPTION**

Recommendation to Award Request for Quotation (RFQ) 93781-22, Purchase of Cisco Core Switch and Airside Distribution Switch Hardware, Firmware Subscription, and Maintenance Support utilizing State of Florida Contract# 43220000-NASPO-19 –ACS, to Veytec, Inc.

**BACKGROUND**

Approval of this request will result in a Purchase Order for the purchase of Cisco Core Switch and Airside Distribution Switch Hardware, Firmware Subscription, and Maintenance Support. This hardware is to replace existing essential network hardware. These Switches are the heart of the Aviation Authority Infrastructure Network and support all applications, users, and servers. Current hardware in place is at the end of life. This hardware will no longer be supported or updated by the manufacturer to include patches, parts, and or physical support. The new hardware will provide the Aviation Authority with current and supported technology hardware and firmware. The monies allocated for this project have been previously approved through GOAA budgeting process and are currently available within the IT budget.

**ISSUES**

On July 6, 2022, the Aviation Authority issued RFQ# 93781-22 for the Purchase of CISCO Catalyst 9600 Series 6 Slot Chassis Hardware, Firmware Subscription, and Maintenance Support to a total of six (6) authorized resellers listed in the following Other Entity Contracts: State of Florida Contract# 43220000-NASPO-19 –ACS, GSA Contract#: GS34F303DA, Sourcewell Contract#: 081419, and OMNIA Partners Contract# 4400006644. On July 11, 2022, five (5) quotes were received:

<u>Firm</u>	<u>Total Quote</u>
Veytec, Inc.	\$762,060.00
Modcomp, Inc. d/b/a CSPI Technology Solutions	\$859,826.26
Insight Public Sector	\$861,576.22
Presidio	\$890,310.94
CDW	\$1,107,816.42
SHI International, Inc. (SHI)	No Bid

Staff's review of the quotes found that the firms are responsive and responsible to the RFQ requirements. After the RFQ opening, Staff reached out to SHI to inquire why they did not submit a quote. SHI did not respond to the inquiry.

The Small Business Development Department has reviewed the requirements for this purchase and has determined that it cannot change the terms and conditions of an existing contract such as the State of Florida Contract# 43220000-NASPO-19 –ACS.

### **FISCAL IMPACT**

Veytec Inc.'s quote in the not-to-exceed amount of \$762,060 is to be funded from the following Capital Expenditure Fund account codes: 308.521.170.5460001.000.500758 (Maintenance) and 308.521.170.5640003.000.500758 (Hardware). Funds expected to be spent under the contract in the current fiscal year are within budget.

### **RECOMMENDED ACTION**

It is respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) ) award Request for Quotation (RFQ) 93781-22, Purchase of the CISCO Catalyst 9600 Series 6 Slot Chassis Hardware, Subscription, and Maintenance Support, utilizing the State of Florida Contract# 43220000-NASPO-19 –ACS, to Veytec, Inc.; (2) authorize funding from Capital Expenditure Fund in the not-to-exceed amount of \$762,060; and (3) authorize the Purchasing Department to issue the necessary Purchase Order.

### Attachments

A – Award Criteria

B - Finance Form

**ATTACHMENT A**  
Award Criteria

**Award Criteria:**

The Aviation Authority's policy 450.03, "Government Contract/Annual Contract" permits the procurement of items from a supplier based on a requirements contract/annual/multi-year agreement with any public entity.

**Clarifications Required During the Process:**

N/A

**Irregularities or Issues that Impact Recommended Ranking:**

N/A

## ATTACHMENT B

### Greater Orlando Aviation Authority Finance Attachment

Date:	7/25/2022	Requestor's Extension:	3512
Requestor's Name:	Jason Gross	Preparer's Extension:	3512
Form Preparer's Name:	Jason Gross	Purchasing Solicitation #:	RFQ 937081-22
Requestor's Department:	Information Technology	CCM / CPC / PSC:	CPC
Description:	CISCO Catalyst 9600 Series 6 Slot Chassis	Committee Date:	8/8/2022
Vendor:	Veytec, Inc.	Committee Agenda Item#:	

### NON-PROJECT FUNDS: O&M, CAP EX, I&D, R&R, OEA REVENUE FUNDS

Account Code <small>Format: xxx.xxx.xxx.xxxxxxx.xxx.xxxxxx</small>	FY 22 Amount	FY 23 Amount	FY 24 Amount	FY 25 Amount	FY 26 Amount	Total Contract
308.521.170.5460001.000.500758 (Maint)	316,490.00					316,490.00
308.521.170.5640002.000.500758 (SW)	-					-
308.521.170.5640003.000.50758 (HW)	445,570.00					445,570.00
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
<b>Total Requisition</b>	762,060.00	-	-	-	-	762,060.00
<b>Requisition Number</b>	91774					

OMB Notes:  
 Funding Approver: Andrea Harper  
 Total Requisition \$ -  
 PO Amount \$ 762,060.00  
 Grand Total - Agree to Committee Item \$ 762,060.00

Converted into PO #: \_\_\_\_\_  
 Date: \_\_\_\_\_  
 Buyer: \_\_\_\_\_





**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
One Jeff Fuqua Boulevard  
Orlando, Florida 32827-4399

**MEMORANDUM**

TO: Members of the Concessions/Procurement Committee

FROM: Gary Hunt, Director of Maintenance

DATE: August 8, 2022

**ITEM DESCRIPTION**

Recommendation to Approve Amendment No. 2, Increase in Value for Purchasing Contract 10-20 Roadway Landscape Maintenance and Irrigation Services with Helping Hand Lawn Care (Helping Hand)

**BACKGROUND**

The initial term of the Contract is for thirty-six (36) months, effective August 1, 2020, expiring July 31, 2023, with the Authority having options to renew the Contract for two (2) additional periods of one (1) year each. The Initial Term is due to expire on July 31, 2023.

This Contract requires Helping Hand to furnish all labor, supervision, materials (including any replacement plant material required), supplies, tools, equipment, licenses, permits, chemicals, fertilizer, mulch, and all other items necessary or proper for, or incidental to, performing exterior landscape maintenance and irrigation services of specified roadway landscape areas at the Orlando International Airport in accordance with the Contract Documents.

On March 23, 2020, the Concessions/Procurement Committee approved Staff's recommendation to award Purchasing Contract No. 10-20 Roadway Landscape Maintenance and Irrigation Services at the Orlando International Airport, to Helping Hand, as the lowest responsive and responsible bidder in an amount not-to-exceed \$1,382,319. On May 20, 2020, the Aviation Authority Board re-assessed the frequency of services required due to the economic impacts attributable to COVID-19 and reduced the Contract to an amount not-to-exceed \$1,057,962.

**ISSUES**

Increase in Value – Staff is requesting the frequency of services be returned to the original amounts for Years Two and Three, for an increase of \$216,238. Pricing is based on unit prices for Mowing, Edging and Trimming, Weeding, and Trash and Debris Removal Services. The actual amount paid to the Contractor is based on actual work requested, performed, and approved by the Aviation Authority, based on the unit prices.

Department – Concurrs with the Increase in Value.

Contractor – Based on the information known at this time, Helping Hand has performed satisfactorily during the initial term and first renewal option.

This Contract includes a Minority and Women Business Enterprise (MWBE) goal of 19% and a Local Developing Business (LDB) goal of 5%. The Small Business Development department certifies that this Contract is in good standing as it relates to the MWBE and LDB goals.

## **FISCAL IMPACT**

The fiscal impact for Amendment No. 2 is a not-to-exceed amount of \$216,238. Funding will be from the Operations & Maintenance Fund, Account Code 301.631.661.5340004.000.100263.

Funds expected to be spent under the Contract in the current fiscal year are within approved budget. Funding required in current and subsequent fiscal year will be allocated from the Operations and Maintenance Fund as approved through the budget process and when funds become available.

## **RECOMMENDED ACTION**

It is respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 2 for Purchasing Contract 10-20 Roadway Landscape Maintenance and Irrigation Services with Helping Hand Lawn Care; (2) authorize funding from the Operations and Maintenance Fund in the not-to-exceed amount of \$216,238; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

### Attachments

A –Contract History

B – Finance Form

**ATTACHMENT A**

**CONTRACT HISTORY**

**CONTRACT 10-20, Roadway Landscape Maintenance and Irrigation Services**

<b>Contract</b>	<b>Approvals</b>	<b>Description</b>	<b>Term</b>	<b>Dollars</b>
Initial Term	<ul style="list-style-type: none"><li>• CPC 3/23/2020</li><li>• Board 5/20/2020 NB Item "C"</li></ul>	36 Months Contract Award	8/1/2021 Thru 7/31/2023	\$1,057,962.00
Amendment No. 1	<ul style="list-style-type: none"><li>• PM Memo 5/24/2021</li></ul>	Contract Adjustment Three Locations	6/1/2021 Thru 7/31/2023	\$93,205.00
Amendment No. 2	<ul style="list-style-type: none"><li>• Pending CPC 08/08/22</li></ul>	Increase in Value	7/25/2022 Thru 7/31/2023	\$216,238.00

Total Contract Value with all changes (approved and proposed):

**\$1,367,405**

## ATTACHMENT B FINANCE FORM

### Greater Orlando Aviation Authority Attachment C

Date:	7/14/2022	Requestor's Extension:	2158
Requestor's Name:	Daisily Pagan	Preparer's Extension:	2485
Form Preparer's Name:	John Field	Purchasing Solicitation #:	810-20
Requestor's Department:	Maintenance	CCM / CPC / PSC:	CPC Memo
Description:	Roadway Landscape Maint. & Irr. Serv.	Committee Date:	7/25/2022
Vendor:	Helping Hand Lawn Care	Committee Agenda Item#:	

### NON-PROJECT FUNDS: O&M, CAP EX, I&D, R&R, OEA REVENUE FUNDS

Account Code <small>Format: xxx.xxx.xxx.xxxxxxx.xxx.xxxxxx</small>	FY 22 Amount	FY 23 Amount	FY 24 Amount	FY25 Amount	FY26 Amount	Total Contract
301.631.661.5340004.000.100263 GH	45,049.58	171,188.42	-	-	-	216,238.00
						-
						-
						-
						-
						-
						-
						-
						-
<b>Total Requisition</b>	45,049.58	171,188.42	-	-	-	216,238.00
Requisition Number	91806	91807				

OMB Notes:  
 Funding Approver Andrea Harper

Total Requisition \$	216,238.00
BPA Amount \$	-
<b>Grand Total - Agree to Committee Item \$</b>	<b>216,238.00</b>

Converted into PO #: \_\_\_\_\_  
 Date: \_\_\_\_\_  
 Buyer: \_\_\_\_\_



**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
One Jeff Fuqua Boulevard  
Orlando, Florida 32827-4399

**MEMORANDUM**

TO: Members of the Concessions/Procurement Committee

FROM: Gary M. Hunt, Director of Maintenance

DATE: August 8, 2022

**ITEM DESCRIPTION**

Recommendation to Approve Amendment No. 4, Contract Adjustment for Purchasing Contract 01-21, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services with Schindler Elevator Corporation ("Schindler")

**BACKGROUND**

The initial term of the Contract is for forty-eight (48) months, which commenced on June 1, 2021, expiring May 31, 2025, with the Aviation Authority having the option to renew the Contract for three (3) additional periods of one (1) year each.

The Contract requires Schindler to furnish all labor, supervision, materials, repair parts, supplies, tools, diagnostic equipment, manuals, schematics, and any and all other items and services necessary or proper for, or incidental to, performing twenty-four (24) hours per day, seven (7) days per week, on-site maintenance and repair services for elevators, escalators and moving sidewalks located at the Orlando International Airport.

Schindler shall also provide and maintain an on-site inventory of spare parts and materials, perform and/or assist with the A17 Safety Code testing/witnessing inspections in accordance with the testing schedule, assist in maintaining the airport's elevator/escalator monitoring system (LiftNet) and all other items necessary or proper for, or incidental to, performing Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services at Orlando International Airport in accordance with the Contract Documents.

The Contract allows for all new Equipment added to this Contract shall be maintained by Contractor at the reduced rate of twenty-five percent (25%) off the monthly cost per unit for maintenance and repair in accordance with the Contract Documents. This reduced rate shall remain in effect for the first six (6) months of the life of the new equipment.

For the term of the contract the Contractor shall provide a number of onsite staff equal to or greater than one (1) Mechanic, Helper or Apprentice for every twenty and one-half (20.5) units maintained by the Contractor. Contractor shall schedule such staff in shifts throughout each twenty four (24) hour period in its discretion; provided such staff scheduling is sufficient to satisfy the obligations of Contractor.

The Contract also allows for Additional Work per Section 3.5.2 of the Specifications, Page S-26, which states "Additional Work shall also refer to upgrades, enhancements, modifications, and the replacement or refurbishment of any equipment, component, or system, as deemed necessary by the Aviation Authority to improve the aesthetics, safety, reliability, or performance of the Equipment or system(s)."

## **ISSUES**

Contract Adjustment - Staff is requesting to add the new seventy-five (75) elevator/escalator units for Terminal C, increasing the staffing levels to ten (10) mechanics, an increase of four (4) dedicated mechanics to maintain and repair the additional units located within Terminal C. The monthly unit price per unit includes the additional staffing requirements per the contract terms and conditions.

Department – Concurs with the Contract Adjustment.

Contractor – Based on the information known at this time, Schindler is performing satisfactorily during the initial term.

Pricing is based on the adjusted monthly maintenance and repair rate of \$966.59 per unit for the first six months beginning on or about September 1, 2022 through February 28, 2023; and beginning March 1, 2023 through May 31, 2023 the current monthly maintenance and repair rate of \$1,288.79 per unit.

There are no changes to the current hourly rates for mechanic (\$196.54) and helper (\$157.23) and the mark-up percentage over its costs for subcontractor labor, parts, materials, and equipment rentals purchased for the elevator, escalator and moving sidewalks. The actual amount paid to the Contractor is based on actual work requested, performed and approved by the Aviation Authority.

The total-not-to-exceed value for this Contract Adjustment is \$930,014.07, beginning on or about September 1, 2022 thru May 31, 2023.

This contract includes a Minority and Women Business Enterprise (MWBE) participation requirement. The participation goal for this contract is 18% for MWBE. The Small Business Development Department certifies that the contract is in good standing as it relates to MWBE participation.

## **FISCAL IMPACT**

The fiscal impact for the Contract Adjustment is a not-to-exceed amount of \$930,014.07. Funding will be from the Operations and Maintenance Fund, account code 301.631.210.5460001.000.100012. Funds expected to be spent under the Contract in the current fiscal year are within budget. Funding required in current and subsequent fiscal years will be allocated from the, Operations and Maintenance Fund as approved through the budget process and when funds become available.

## **RECOMMENDED ACTION**

It is respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 4, Contract Adjustment for Purchasing Contract 01-21, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services with Schindler Elevator Corporation; (2) authorize funding from the Operations and Maintenance Fund account in the not-to-exceed amount of \$930,014.07; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

### Attachments

- A – Contract History
- B – Finance Form

**ATTACHMENT A**

**CONTRACT HISTORY**

**Contract 01-21, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services**

<b>Contract</b>	<b>Approvals</b>	<b>Description</b>	<b>Term</b>	<b>Dollars</b>
Initial Term	<ul style="list-style-type: none"> <li>• CPC 12/14/2020</li> <li>• Board 2/2/2021 Item "G"</li> </ul>	48 Months Contract Award Year 1 Pricing	6/1/2021 Thru 5/31/2025	\$4,133,772.56
Amendment No. 1	<ul style="list-style-type: none"> <li>• CPC 6/28/2021</li> <li>• Board 7/21/2021 Item G</li> </ul>	Contract Adjustment Remove and Replace Two (2) Escalators	9/1/2021 Thru 12/31/2022	\$2,458,584.00
Amendment No. 2	<ul style="list-style-type: none"> <li>• CPC 3/14/2022</li> <li>• Board 4/20/2022 Item I</li> </ul>	Contract Adjustment Year 2 Funding	6/1/2022 Thru 5/31/2023	\$4,278,618.92
Amendment No. 3	<ul style="list-style-type: none"> <li>• CPC 6/13/2022</li> <li>• Pending Board 7/20/2022</li> </ul>	Contract Adjustment Code Requirement Add (34 Locks)	8/1/2022 Thru 12/31/2023	\$626,642.71
Amendment No. 4	<ul style="list-style-type: none"> <li>• Pending CPC 08/08/22</li> </ul>	Contract Adjustment Adding 75 Units (Terminal C)	9/1/2022 Thru 5/31/2023	\$930,014.07

**Total Contract Value with all changes (approved and proposed):**

**\$12,277,076.25**



## ATTACHMENT B

### Greater Orlando Aviation Authority Attachment C

<b>Date:</b>	7/14/2022	<b>Requestor's Extension:</b>	2637
<b>Requestor's Name:</b>	Thomas O'Day	<b>Preparer's Extension:</b>	2495
<b>Form Preparer's Name:</b>	John Field	<b>Purchasing Solicitation #:</b>	B01-21
<b>Requestor's Department:</b>	Maintenance	<b>CCM / CPC / PSC:</b>	CPC
<b>Description:</b>	<small>Elevator/Escalator/Moving Sidewalks Maintenance and Repair - Amendment #3</small>	<b>Committee Date:</b>	7/25/2022
<b>Vendor:</b>	Schindler Elevator Corporation	<b>Committee Agenda Item#:</b>	NB - -

### NON-PROJECT FUNDS: O&M, CAP EX, I&D, R&R, OEA REVENUE FUNDS

Account Code <small>Format: xxx.xxx.xxx.xxxxxxx.xxx.xxxxxx</small>	FY 22 Amount	FY 23 Amount	FY 24 Amount	FY 25 Amount	FY 26 Amount	Total Contract
301.631.210.5460001.000.100012 GH	103,334.90	826,679.17				930,014.07
						-
						-
						-
						-
						-
						-
						-
						-
						-
<b>Grand Total</b>	103,334.90	826,679.17	-	-	-	930,014.07
<b>Requisition Number</b>	91810	91811				

**OMB Notes:**  
**Funding Approver:** Andrea Harper  
**Total Requisition \$** 930,014.07  
**BPA Amount**  
**Grand Total - Agree to Committee Item \$** 930,014.07

**Converted into PO #:** \_\_\_\_\_  
**Date:** \_\_\_\_\_  
**Buyer:** \_\_\_\_\_



## GREATER ORLANDO AVIATION AUTHORITY

Orlando International Airport  
One Jeff Fuqua Boulevard  
Orlando, Florida 32827-4399

### MEMORANDUM

TO: Members of the Concessions/Procurement Committee

FROM: Gary M. Hunt, Maintenance Director

DATE: August 8, 2022

### ITEM DESCRIPTION

Recommendation to Approve Amendment No. 3, Renewal Option and Contract Adjustment for Purchasing Contract 03-20, Terminal Janitorial Maintenance, with Flagship Airport Services, Inc. ("Flagship")

### BACKGROUND

The initial term of the Contract is for thirty-six (36) months, effective October 1, 2019, and expiring September 30, 2022, with the Aviation Authority having one (1) three-year option to renew the Contract. On July 11, 2022, this Committee approved that option. Further discussions have concluded that the Aviation Authority would be best served by three (3) one-year options to renew the Contract. Flagship has performed satisfactorily during the initial period. The change from one (1) three-year option to three (3) one-year options is not a reflection of Flagship's service to the Aviation Authority. Rather, it is a change in the Aviation Authority's approach to this contract.

The Contract requires Flagship to furnish all labor, supervision, equipment, tools, materials, supplies, office space on property, uniforms, fuel, and vehicles and all other items necessary or proper for, or incidental to, providing terminal janitorial maintenance at the Orlando International Airport. Janitorial Maintenance services shall be provided on a twenty-four (24) hour per day, seven (7) day per week basis throughout the term of the Contract and in accordance with the Contract Specifications.

During year two of the initial term of the contract, competition for employees became intense. To remain competitive, GOAA leadership approved an increase in the starting wage for the janitorial staff. Starting wages on the Terminal Janitorial Maintenance contract were to \$15.00 per hour from \$10.00 per hour. To ensure there was not a compression issue as well as a retention issue amongst current staffing, all current staff received a \$3.08 per hour increase.

Currently, the vacancy rate on the contract is at less than 5%. Although there is still the regular turnover of employees, the rate is considerably lower than anticipated based on the issues in the early months of year three of the contract. The renewal reflects the current economic conditions.

### ISSUES

Renewal Option – October 1, 2022 through September 30, 2023

Contract Adjustment – Flagship has requested a three percent (3%) increase to their Management Fee for the North Terminal and the Train Station to cover increased Workers Compensation insurance and General Liability Insurance costs for the One-Year Renewal Option. The renewal option Management Fee

for the Main Terminal and Train Station were adjusted to reflect the three (3) percent increase for a total not-to-exceed amount of \$6,162,600.

Aviation Authority staff have evaluated, and negotiated the Management Fee provided by Flagship. The One-Year Renewal Option also includes reimbursable payroll & operating expenses in the total-not-exceed amount of \$19,212,200. Reimbursable payroll and operating expenses cover janitorial staff payroll, payroll taxes, bio-hazard & regulated trash, overtime & shift differential, 401K, health insurance, uniforms and consumables and cleaning supplies. All terms and conditions as well as authorized deductions and penalties allowed under the Contract remain in full force and effect.

The total not-to-exceed price for the One-Year Renewal Option and Contract Adjustment is \$25,374,800.

Department – Concurs with the Renewal Option and Contract Adjustment.

Contractor – Based on information known at this time, Contractor has performed satisfactorily during the initial term of the contract. The Contractor has provided value added services which include exemplary disinfecting services during the COVID-19 Pandemic for both the Terminal and other campus properties not included in the Contract. They also provided emergency restoration services which exceed contract expectations.

At the time of award a 20% MWBE and 17% LDB participation was established. The Small Business Development Department certifies that the vendor is in good standing as it relates to small business participation. The same small business participation requirement will apply to this amendment.

#### **FISCAL IMPACT**

The fiscal impact is a total not-to-exceed amount of \$25,374,800 with funding from the Operations and Maintenance Fund Account Codes, 301.631.692.5340005.000.100227 and 301.631.210.5340005.100227. Funds expected to be spent under the contract in the current fiscal year are within budget. Funding required in current and subsequent fiscal years will be allocated from the Operations and Maintenance Fund as approved through the budget process and when funds become available.

#### **RECOMMENDED ACTION**

It is respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) approve Amendment No. 3, One-Year Renewal Option and Contract Adjustment for Purchasing Contract 03-20, Terminal Janitorial Maintenance, with Flagship Airport Services, Inc.; (2) authorize funding in the not-to-exceed amount of \$25,374,800 from the Operations and Maintenance Fund; and (3) authorize an Aviation Authority Officer or Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

#### Attachments

- A – Contract History
- C – Finance Form

**ATTACHMENT A  
SUMMARY OF CONTRACT REVISIONS  
03-20, Terminal Janitorial Maintenance**

<b>Contract</b>	<b>Approvals</b>	<b>Description</b>	<b>Term</b>	<b>Dollars</b>
Initial Term & Amendment No. 1	<ul style="list-style-type: none"> <li>• CPC 06/20/2019</li> <li>• Authority Board 08/28/2019, New Business Item "TT"</li> </ul>	36 Months (Contract Award)	10/01/2019 through 9/30/2022	\$57,374,600
Amendment No. 2	<ul style="list-style-type: none"> <li>• CPC 12/13/2021</li> <li>• Authority Board 06/15/22, New Business Item "G"</li> </ul>	Contract Adjustment	07/01/2022 through 9/30/2022	\$2,365,300
Amendment No. 3	<ul style="list-style-type: none"> <li>• Pending CPC 08/08/2022</li> </ul>	One-Year Renewal Option and Contract Adjustment	10/01/22 Through 09/30/2023	\$25,374,800
<b>Total Contract Value with all Changes (approved and proposed)</b>				<b>\$85,114,700</b>

**Greater Orlando Aviation Authority  
Attachment "C"**

Date:	<u>6/20/2018</u>	Requestor's Extension:	<u>2685</u>
Requestor's Name:	<u>Nina Gilbert</u>	Preparer's Extension:	<u>2297</u>
Form Preparer's Name:	<u>Luis Aviles</u>	Purchasing Solicitation #:	<u>N03-20</u>
Requestor's Department:	<u>Maintenance</u>	CCM / CPC / PSC:	<u>CPC</u>
Description:	<u>Terminal Janitorial Maintenance</u>	Committee Date:	<u>8/8/2022</u>
Vendor:	<u>Flagship Airport Services, Inc.</u>	Committee Agenda Item#:	<u></u>
		Requisition #	<u>TBD</u>

**NON-PROJECT FUNDS: O&M, CAP EX, I&D, R&R, OEA REVENUE FUNDS**

Account Code Format: xxx.xxx.xxx.xxxxxxx.xxx.xxxxxx	FY 22 Amount	FY 23 Amount	FY 24 Amount	FY 25 Amount
301.631.210.5340005.000.100227		\$ 22,837,319.99		
301.631.692.5340005.000.100227		\$ 2,537,480.01		
<b>Total Requisition</b>	-	25,374,800.00	-	-
<b>Requisition Number</b>		91692		

OMB Notes:  
Funding Approver Andrea Harper

Converted into PO #: \_\_\_\_\_  
Date: \_\_\_\_\_  
Buyer: \_\_\_\_\_

Total Requisition \_\_\_\_\_  
BPA Amount \_\_\_\_\_  
Grand Total - Agree to Committee Item \_\_\_\_\_