

On **SEPTEMBER 7, 2021**, 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 1:30 p.m. The meeting was posted in accordance with Florida Statutes and a quorum was present.

**Committee members present:** Bradley Friel, Chairman  
Yovannie Rodriguez, Vice Chair  
Thomas Draper, Chief of Operations  
Brian Engle, Director of Customer Experience

**Staff/Others present:** Bruce Gant, Manager of Purchasing Contracts  
Jo Thacker, Nelson Mullins, Legal Counsel  
Gail Musselwhite, Recording Secretary

*Chairman Friel began by announcing that due to the COVID-19 pandemic, the Centers for Disease Control (CDC) guidelines, and the Greater Orlando Aviation Authority's ongoing focus on safety regarding events and meetings, seating at sunshine committee meetings will be limited according to space and social distancing. Attendance is on a first-come, first-served basis. All attendees must wear a face covering.*

*Chairman Friel continued 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, via email to Mr. Phillip N. Brown at pbrown@goaa.org with copy to gail.musselwhite@goaa.org by Tuesday, September 14th, 2021 - no later than 4:00pm*

*And lastly, 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. The policy, forms, and instructions are available in the Aviation Authority's offices and the web site. Please contact the Chief Administrative Officer with questions at (407) 825-7105.*

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 Mr. Engle, motion passed to accept the June 25, 2021 and July 23, 2021, minutes as written.

#### **RECOMMENDATION TO AWARD INVITATION FOR BID (IFB) 13-22, FIRE ALARM SYSTEM TESTING, CERTIFICATION AND REPAIR TO CONVERGINT TECHNOLOGIES LLC**

2. Mr. Gant presented the item.

The term of the Contract is for thirty-six (36) months with initial service to commence on or about November 1, 2021, and with the Aviation Authority having options to renew the Contract for two (2) additional periods of one (1) year each.

The contractor is responsible for the mass notification system in the North and South Terminals, the new fire alarm and paging systems in the South Intermodal Transportation Facility, Passenger Drop-off Lobby, Automated People Mover Facility, and the C Garage, as the paging system is now a part of the fire alarm system and must be maintained by certified fire alarm technicians. The South C Terminal and South C Airside areas will be amended into the awarded contract at a later date.

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On August 2, 2021, the following responses were received:

<u>Name of Respondent</u>	<u>Total Three (3) Year Bid Price</u>
Convergint Technologies LLC	\$1,602,480.00
ADT Commercial	\$3,130,635.00

Bids were reviewed for compliance with submission requirements and it was determined that Convergint Technologies LLC and ADT Commercial submitted complete Bids and are therefore deemed responsive.

References for the two (2) bidders were checked and based thereon were determined to be responsible.

This is a service Contract for Fire Alarm System Testing, Certification and Repair. Pricing for Testing and Certification for each Authority location is a fixed annual price. Pricing also includes an Hourly Labor Rate during Standard Work Hours for a full time on-site repair technician and an apprentice/helper (as needed), and an Hourly Rate for Non-Standard Hours as well as a percent mark-up over the Contractor's cost for Parts and Materials, subcontract costs and equipment rental.

This Contract did not include a Minority and Women Business Enterprise (MWBE), Local Developing Business (LDB) and/or Veteran Business Enterprise (VBE) participation requirement.

Convergint Technologies LLC bid in the amount of \$1,602,480.00 is to be funded from the Operations and Maintenance Fund. Mr. Gant provided an updated Finance Form and additional account code prior to the meeting.

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) award Purchasing Bid 13-22, Fire Alarm System Testing, Certification and Repair to Convergint Technologies LLC, as the low responsive and responsible bidder; (2) authorize funding from the Operations and Maintenance Fund in a not-to-exceed amount of \$1,602,480.00; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

Mr. Draper asked why there was such a difference in the two bid prices. Eric Filbert from the Maintenance Department responded that it appeared that ADT had proposed the same price for each building, whereas, Convergint had proposed different prices for each building.

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

**RECOMMENDATION TO AWARD PURCHASING REQUEST FOR WRITTEN QUOTATION (RFQ) 93337-21, PURCHASE OF HEWLETT PACKARD ENTERPRISE (HPE) SERVERS (SYNERGY REPLACEMENT VSPHERE HOSTS) AND SUPPORT SERVICES THROUGH THE UTILIZATION OF THE STATE OF FLORIDA CONTRACT #43211500-WSCA-15-ACS, TO HIGH PERFORMANCE TECHNOLOGIES, LLC**

3. Mr. Gant presented the item.

This approval will result in the purchase of Hewlett Packard Servers and Support Services. These Servers are to support the Aviation Authority's virtual platform and VMware ESXI environment. VMware ESXI is software that creates an overall structure to provide resources of CPU, Memory, and disk storage to virtual computers. Instead of physical servers that mount within a computer room cabinet, the Aviation Authority has moved a significant number of applications to a virtual environment (i.e., ACS, VSS/CCTV, Network and Server support, User support, FireCAD, etc.). Virtual servers allow for sharing resources that are usually allocated to a single physical server.

The Aviation Authority's current VMware virtual platform is running on end-of-life hardware. This purchase will provide the necessary Hewlett Packard Servers to replace the unsupported hardware (ProLiant BL460C Gen 8) with HPE Synergy 480 Gen 10 servers with

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the current version of ESXI (v7.0). Replacement Servers for the VMWare's virtual platform are necessary to support the latest ESXi version.

The HP Enterprise Servers and Support are offered under the State of Florida Contract #43211500-WSCA-15-ACS, entitled, "Computer, Equipment, Peripherals, and Services".

RFQ 93337-21 was distributed only to HP Enterprise authorized resellers (a total of 25 when the RFQ was issued) listed in the State of Florida Contract #43211500-WSCA-15-ACS, entitled, "Computer, Equipment, Peripherals, and Services". The State of Florida Contract is through the National Association of State Procurement Officials (NASPO).

On August 17, 2021, the Aviation Authority received two (2) responses as listed below:

Firm	Total Quote
High Performance Technologies, LLC	\$337,999.20
Insight Public Sector	\$396,606.48

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

The Small Business Development Department has reviewed the requirements for this purchase and has determined that the State of Florida Contract #43211500-WSCA-15-ACS does not lend itself to MWBE/LDB/VBE participation.

High Performance Technologies, LLC's quotation in the amount of \$337,999.20 is to be funded from the previously approved Capital Expenditure Fund. Funds expected to be spent in the current fiscal year are within budget. Funding required in current and subsequent fiscal years will be allocated from the previously-approved Capital Expenditure Fund, as approved through the budget process and when funds become available.

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) award Purchasing Request for Written Quotation (RFQ) 93337-21, Purchase of Hewlett Packard Servers (Synergy Replacement vSphere Hosts) and Support Services through the Utilization of the State of Florida Contract #43211500-WSCA-15-ACS, to High Performance Technologies, LLC, as the low responsive and responsible respondent; (2) authorize funding from the previously-approved Capital Expenditure Funds in the not-to-exceed amount of \$337,999.20 and (3) authorize the Purchasing Department to issue the necessary Purchase Order.

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

Before adjournment Chairman Friel recognized this as Mr. Gant's final committee meeting prior to his retirement and thanked him for his valuable service to the Committee.

**ADJOURNMENT**

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

  
Gail Musselwhite  
Recording Secretary

  
Brad Friel  
Chairman