

## CONCESSIONS/PROCUREMENT COMMITTEE (CPC) AGENDA

**DATE:** April 20, 2020

**DAY:** Monday

**TIME:** 1:30pm

**LOCATION:** Live Streamed via [www.orlandoairports.net](http://www.orlandoairports.net)

### I. CALL TO ORDER

### II. ROLL CALL

### III. ANNOUNCEMENTS - Appeal Process and Lobbying Activities

*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. Phillip N. Brown, via email [pbrown@goaa.org](mailto:pbrown@goaa.org) with copy to [dsnyder@goaa.org](mailto:dsnyder@goaa.org) (emails will be accepted during the pandemic COVID-19)*

*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. 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 web site ([www.orlandoairports.net](http://www.orlandoairports.net)). Please contact the Director of Board Services with questions at (407) 825-2032.*

**Due to the CDC guidelines and the order of Governor DeSantis, the Greater Orlando Aviation Authority is adhering to a business distancing operational plan. Please note that all Concessions/Procurement Committee meetings will be held virtually until further notice. If you would like to speak at the meeting on an agenda item being considered, please contact the Recording Secretary, Larissa Bou at 407-825-2098 or via email [lbou@goaa.org](mailto:lbou@goaa.org) 24 hours in advance of the meeting. Otherwise, the Concessions/Procurement Committee will be available via Live Stream at [www.orlandoairports.net](http://www.orlandoairports.net)**

### IV. CONSIDERATION FOR MINUTES FOR MARCH 23, 2020

### V. CONSENT AGENDA

- A. Recommendation to Approve Amendment No. 1, First Renewal Option for Purchasing Contract 14-17, Smoke/Fire and Overhead Door Maintenance and Repair with Arbon Equipment Corporation (Arbon)

### VI. NEW BUSINESS

- A. Recommendation to Approve Amendment No. 24, Twenty-First Renewal Option for Purchasing Contract 97-42, Radio Equipment Maintenance with Motorola Solutions Inc. (Motorola)
- B. Recommendation to Rescind the Concessions/Procurement Committee Action to Approve both Amendment No. 12, Third Renewal Option and Amendment No. 13, Contract Adjustment; and Recommendation to Approve the Revised Amendment No. 12, Third Renewal Option for Purchasing Contract 13-14, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services with Schindler Elevator Corporation (Schindler)

NEXT SCHEDULED CONCESSIONS/PROCUREMENT COMMITTEE MEETING IS ON MONDAY, MAY 4, 2020

**DRAFT**

On **MARCH 23, 2020**, the **CONCESSIONS/PROCUREMENT COMMITTEE** of the **GREATER ORLANDO AVIATION AUTHORITY** met in regular session telephonically with the meeting live streamed on You Tube (OrlandoAirports). Chairman Anderson called the meeting to order at 1:30 p.m. The meeting was posted in accordance with Florida Statutes with a quorum participating. *Office of the Governor, Executive Order Number 20-69*

**Committee members present:** Raymond Anderson, Chairman  
Kathleen Sharman, Vice Chair  
Thomas Draper, Senior Director of Airport Operations  
Bradley Friel, Director of Planning  
Brian Engle, Director of Customer Experience

**Staff/Others present:** Bruce Gant, Manager of Purchasing Contracts  
Carl Weaver, Life Safety Manager, Maintenance  
Diana Hershner, Manager of Purchasing  
Pete Pelletier, Director of Information Technology  
Jo Thacker, Nelson Mullins  
Dan Gerber, Rumberger Kirk  
Larissa Bou, Recording Secretary

*Chairman Anderson announced to all present 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, and it must be received in writing by the Chief Executive Officer, Mr. Phillip N. Brown, in his office at One Jeff Fuqua Boulevard, Main Terminal Building, by Monday, March 30, 2020 at 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. As of January 16, 2013, 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. As adopted by the Board on September 19, 2012, lobbyists are required to sign-in at the Aviation Authority offices prior to any meetings with Staff or Board members. In the event a lobbyist meets with or otherwise communicates with Staff or a Board member at a location other than the Aviation Authority offices, including the Mayor of the City of Orlando or the Mayor of Orange County, at their offices, the lobbyist shall file a Notice of Lobbying (Form 4) detailing each instance of lobbying to the Aviation Authority within 7 calendar days of such lobbying. As of January 16, 2013, lobbyists will also provide a notice to the Aviation Authority when meeting with the Mayor of the City of*

## DRAFT MINUTES FOR THE MARCH 23, 2020, CONCESSIONS/PROCUREMENT COMMITTEE

*Orlando or the Mayor of Orange County at their offices. The policy, forms, and instructions are available in the Aviation Authority's offices and the web site. Please contact the Director of Board Services with questions at (407) 825-2032.*

### **CONSENT AGENDA**

1. Chairman Anderson asked if anyone in the audience would like to speak regarding any of the Consent Agenda items. Hearing none, he then asked if any Committee member had questions or wished to pull an item for discussion.

Motion was moved by Mr. Draper, second by Mr. Friel to approve the following Consent Agenda items:

A. recommendation to the Chief Executive Officer to approve the following: (1) award the Purchase of Two (2) Vehicles, pursuant to the State of Florida Contract #02-25100000-G, to Coggin Ford in the total amount of \$100,159.20; (2) authorize funding from previously-approved Capital Expenditure Funds; and (3) authorize the Purchasing Office to issue the necessary Purchase Order;

B. recommendation to Chief Executive Officer to approve the following: (1) find the quotations received from Continental & Global Services LLC, A.M. Cleaning & Supplies LLC, Malor & Company Inc. and Michigan Expedited Logistics LLC as non-responsible, for the reason stated in the memorandum; (2) award Purchasing Request for Written Quotation 92980-20, Folded Paper Towel to All Florida Paper for the not-to-exceed amount of \$176,300; (3) authorize funding from previously-approved Operations and Maintenance Fund; and (4) authorize the Purchasing Office to issue the necessary Blanket Purchase Agreement;

C. recommendation to the Chief Executive Officer to approve the following: (1) authorize the purchase of 80 sets of Bunker Gear for Aircraft Rescue & Fire Fighting (ARFF) personnel from Bennett Fire Products Co., Inc. pursuant to the Lake County, Florida Contract #17-0606B, for the not-to-exceed total amount of \$184,925.60; (2) authorize funding from previously-approved Operations and Maintenance Fund; and (3) authorize the Purchasing Office to issue the necessary Purchase Order;

D. recommendation to the Chief Executive Officer to approve the following: (1) approve Amendment No. 2 for the Increase in Value for Purchasing Contract 05-19, Fire Sprinkler Systems Maintenance Services (Wet, Dry & Pre-Action), with Convergent Technologies LLC; (2) authorize funding in the not-to-exceed amount of \$130,000.00 from the Capital Expenditure or Operations and Maintenance Fund; and (3) authorize an Aviation Authority officer or Chief Executive Officer to execute an Amendment following satisfactory review by legal counsel.

Chairman Anderson indicated that he had questions regarding Consent Agenda Items A, C, and D. In regards to Consent Agenda Item A, he asked Ms. Hershner to elaborate on Alan Jay's quotation. Ms. Hershner indicated that the quotation received from Alan Jay, under the Sourcewell contract, was in an amount of \$117,295.

In regards to Consent Agenda Item C, Chairman Anderson asked Ms. Hershner if staff conducted a price comparison. Ms. Hershner responded that after staff reached out to Bennet Fire

DRAFT MINUTES FOR THE MARCH 23, 2020, CONCESSIONS/PROCUREMENT COMMITTEE

Products Co., they were able to determine that the discount under the Sheriff's Association contract is 44%, whereas the discount under the Lake County Florida Contract #17-0606B is 50%. Moreover, staff reached out to Ten-8, who also sells bunker gear, and confirmed that they do not provide this product under any contract.

Lastly, Chairman Anderson inquired about Consent Agenda Item D, and noticed that Attachment C shows that 25% of the 272 valves in the North Terminal required replacement. He followed by asking if this request is for 1/5 of those valves, which are approximately 14 or 15 valves. Mr. Weaver explained that they are looking to replace the remaining valves, which are a total of 90. Mr. Weaver clarified that they had previously replaced 30 valves through an Emergency Procurement (EP), and this request will allow them to finish all of the valves. Additionally, the Maintenance Department had set aside money that was to be used for sprinklers, head replacement and mains, and gave the money back in order to get the valves fixed.

By roll call vote, motion passed unanimously.

**RECOMMENDATION TO AWARD INVITATION FOR BID (IFB) 10-20 ROADWAY LANDSCAPE MAINTENANCE AND IRRIGATION SERVICES**

2. Mr. Gant presented the item.

The term of the contract is for thirty-six (36) months, with the initial service to commence on or about August 1, 2020, and with the Aviation Authority having options to renew the Contract for two (2) additional periods of one (1) year each.

This contract Award will be 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 February 18, 2020, the following Bids were received:

<u>Name of Respondent</u>	<u>Total Three (3) Year Bid Price</u>
Helping Hand Lawn Care	\$1,382,319.00
Millennium Services of Florida, LLC	\$1,471,425.00
Carol King Landscape Maintenance, Inc.	\$1,471,680.00
Groundteck of Central Florida, Inc.	\$1,611,387.00
ASI Landscape Management	\$1,795,602.42

## DRAFT MINUTES FOR THE MARCH 23, 2020, CONCESSIONS/PROCUREMENT COMMITTEE

References for the three lowest bidders were checked and based thereon, Helping Hand Lawn Care, Millennium Services of Florida, LLC, and Carol King Landscape Maintenance, Inc., were determined to be responsive and responsible.

This Contract includes a Minority and Women Business Enterprise (MWBE) goal of 19% and a Local Developing Business (LDB) goal of 5%. The Office of Small Business Development reviewed all of the bids submitted for this procurement and determined that Helping Hand, Millennium of Florida, Carol King, and ASI Landscape were responsive to the MWBE and LDB requirements.

Groundtek of Central Florida, Inc. did not meet the 19% MWBE goal and proposed to meet the LDB/VBE goal with a firm that is not a certified LDB/VBE; therefore, staff recommends they are deemed non-responsive as it pertains to the small business participation requirements.

The services will be for commercial landscaping services. Pricing for the services are based on Unit Prices for the following:

- Mowing
- Edging and Trimming
- Weeding
- Pruning-Shrubs and Groundcover
- Disease and Insect Control
- Palm Weevil Treatments
- Fertilization-Turf, Shrubs and Groundcover, Palms, and Trees
- Irrigation and Maintenance
- Shredded Mulch
- Trash and Debris Removal
- Additional Work
- Annuals
- Planting Soil
- Plant Replacement Materials

Pricing will also include hourly rates for additional work. The actual amount to be paid to the contractor will be based on actual landscape maintenance and irrigation services requested, the actual quantity of additional/replacement plant material requested, and the actual amount of additional work performed, and approved by the Aviation Authority.

Helping Hand Lawn Care bid in the amount of \$1,382,319 is to be funded from the Operations and Maintenance Fund 301.631.661.5340004.000.100263. 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.

## DRAFT MINUTES FOR THE MARCH 23, 2020, CONCESSIONS/PROCUREMENT COMMITTEE

It was respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) deem the bid from Groundtek of Central Florida, Inc. as non-responsive due to the reasons stated above; (2) award Invitation for Bid (IFB) 10-20, Roadway Landscape Maintenance and Irrigation Services to Helping Hand Lawn Care as the lowest responsive and responsible bidder; (3) authorize funding from the Operations and Maintenance Fund in a not-to-exceed amount of \$1,382,319; and (4) authorize an Aviation Authority Officer or the Chief Executive Officer to execute a Contract following satisfactory review by legal counsel.

Chairman Anderson asked if anyone in the audience would like to speak regarding this item. Hearing none, he then asked if any Committee member had questions or comments. Vice Chair Sharman stated that, since Good Faith effort was not requested by the Office of Small Business Development, Groundteck of Central Florida, Inc. should not be deemed non-responsive. Ms. Thacker concurred with Vice Chair Sharman and requested that the language be stricken from staff's memorandum, both under "Issues" and under "Recommended Action". Chairman Anderson clarified that this does not impact the ranking or recommendation to award IFB to Helping Hand Lawn Care as the lowest responsive and responsible bidder.

Upon motion by Vice Chair Sharman, second by Mr. Draper, motion passed unanimously by roll call vote, to approve staff's recommendation, with inclusion of the corrections discussed.

### **RECOMMENDATION TO APPROVE AMENDMENT NO. 15, THE SIXTH RENEWAL OPTION AND A CONTRACT ADJUSTMENT OF PURCHASING CONTRACT 02-11, COMMON USE PASSENGER PROCESSING SYSTEM (CUPPS) AND COMMON USE SELF SERVICE (CUSS) OPERATIONS AND MAINTENANCE SERVICES WITH SITA INFORMATION NETWORKING COMPUTING USA, INC. (SITA)**

3. Mr. Gant presented the item.

The initial project under this contract commenced on November 1, 2011 with Final Acceptance effective May 21, 2012. The initial term of the contract was for thirty-six (36) months, effective May 22, 2012, expiring May 21, 2015, with the Aviation Authority having an indefinite number of options to renew the contract for additional periods of one (1) year each. The fifth renewal option will expire on May 21, 2020.

The contract requires SITA to furnish to the Aviation Authority detailed technical design, development, hardware, firmware, software, software licenses, installation integration, implementation, training, user manuals and documentation, operation, support and maintenance services for the CUPPS and CUSS, warranty, testing of the hardware and software, and all other items necessary or proper for, or incidental to, providing an operable and acceptable CUPPS and CUSS, including associated gateways for each airline that is dependent on a remote host computer for departure control, and a Local Departure Control System for each airline that operates independent of a remote host computer and other related components, all in accordance with the Contract Documents.

Sixth Renewal Option - May 22, 2020 - May 21, 2021.

DRAFT MINUTES FOR THE MARCH 23, 2020, CONCESSIONS/PROCUREMENT COMMITTEE

Contract Adjustment- Staff is requesting to implement Windows 10 upgrade.

Department - Concurs with the Sixth Renewal Option and Contract Adjustment.

Contractor - Based on the information known at this time, the Contractor has performed satisfactorily during the Initial Term and during the first five Renewal Options.

This is a service contract for the support and maintenance of the CUPPS and CUSS. The renewal option pricing is based on existing hourly labor rates for support with a 1.9% allowable CPI increase, maintenance and operating services as requested by the Aviation Authority; and unit prices for various components. Some of the components are new items and some of the component prices have changed.

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

The total fiscal impact for the Sixth Renewal Option and the Contract Adjustment is a total not-to-exceed amount of \$2,530,652. Funding for the Sixth Renewal Option will be from Operations and Maintenance Funds 301.521.214.5340007.000.100425 in the amount of \$911,580; 301.521.214.5340007.000.100483 in the amount of \$812,900; 301.521.214.5520002.000.100483 in the amount of \$200,000; and an amount of \$234,000 from Capital Expenditure Fund 308.521.214.5640003.000.501400.

Funding for the Contract Adjustment will be from the General Airport Revenue Bond ZC-319 in the amount of \$372,172. Funds expected to be spent under the contract in the current fiscal year are within budget. Funding required in current and subsequent fiscal year will be allocated from the Operations and Maintenance Fund and Project Funds 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) approve Amendment No. 15, Sixth Renewal Option and Contract Adjustment to Purchasing Contract 02-11 with SITA Information Networking Computing USA, Inc.; (2) authorize funding in the total not-to-exceed amount of \$2,530,652.00, which includes a not-to-exceed amount of \$1,724,680 from Operation and Maintenance Funds, a not-to-exceed amount of \$234,000 from Capital Expenditure Fund, and a not-to-exceed amount of \$372,172 from General Airport Revenue Bond; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.

Chairman Anderson asked if anyone in the audience would like to speak regarding this item. Hearing none, he then asked if any Committee member had questions or comments. There was no response to either inquiry.

## DRAFT MINUTES FOR THE MARCH 23, 2020, CONCESSIONS/PROCUREMENT COMMITTEE

Motion was moved by Mr. Engle to approve staff's recommendation.

Vice Chair Sharman noticed that, when subtracting the purchase amount of the Windows Upgrade under Amendment No. 13, there is an increase of \$627,000 dollars. She asked Mr. Pelletier to provide the reason for the increase. Mr. Pelletier stated that there were a few reasons for the increase. First, there was a project that completed with 64 E-gate lanes that are coming off the first year of maintenance support. Additionally, it includes effort to add the Common Use equipment for all gates in combination with some proprietary airline equipment, which increases the Common Use footprint. Lastly, he indicated that there have also been general increases of CUSS and CUPPS equipment. Vice Chair Sharman followed by asking if these increases are reasonable. Mr. Pelletier responded in the affirmative.

Chairman Anderson asked if the contract allows for changes in components' prices. Mr. Pelletier confirmed yes. Furthermore, Chairman Anderson asked if staff was satisfied with SITA's price when compared to prices given to other airports. Mr. Pelletier responded that staff reviewed the price list to ensure that prices were fair market value and indicated that he could not speak to other airports' prices.

Mr. Draper second the motion. By roll call vote, motion passed unanimously to approve staff recommendation.

### **OLD BUSINESS**

4. The status of this item was updated:

A. Recommendation to Approve Amendment No. 14, Contract Adjustment for Purchasing Contract 02-11, Common Use Passenger Processing System (CUPPS) and Common Use Self Service (CUSS) with SITA Information Networking Computing USA, Inc. (SITA)- [February 24, 2020, Concessions/Procurement Committee New Business Item A, which was subject to funding ratification by the Construction Finance Oversight Committee at its March 10, 2020, meeting]

### **ADJOURNMENT**

5. Chairman Anderson asked if there was further business to discuss before the Committee. Having no further business to discuss, he adjourned the meeting at 2:05 p.m.

The next scheduled CPC meeting will be held on Monday, March 24, 2020 at 1:30 p.m.

*(Digitally signed on, 2020)*

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Larissa Bou  
Recording Secretary

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Raymond Anderson  
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: Denise K. Schneider, CPPO, C.P.M., CPPB, C.M., Assistant Director, Purchasing and Material Control

DATE: April 20, 2020

**ITEM DESCRIPTION**

Recommendation to Approve Amendment No. 1, First Renewal Option for Purchasing Contract 14-17, Smoke/Fire and Overhead Door Maintenance and Repair with Arbon Equipment Corporation (Arbon)

**BACKGROUND**

The initial term of the contract was for thirty-six (36) months, effective August 15, 2017, expiring August 14, 2020, with the Aviation Authority having two (2) options to renew the contract for an additional period of one (1) year each.

This contract requires Arbon to furnish 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 located throughout the Orlando International Airport (OIA), to ensure they are operational and compliant to all pertinent codes, and as specified in accordance with the Contract Documents.

**ISSUES**

First Renewal Option: August 15, 2020 - August 14, 2021.

Department - Concurs with the renewal.

Contractor - Based on the information known at this time, the contractor has performed satisfactorily during the initial term of the Contract.

This contract did not include a Minority and Woman Business Enterprise (MWBE) and/or Local Developing Business (LDB) participation requirement.

This is a service contract for Smoke/Fire and Overhead Door Maintenance and Repair. Pricing for this service is based on unit prices for: (1) annual scheduled inspection and maintenance and annual testing and certification; (2) semi-annual scheduled inspection and maintenance of overhead rolling steel and sectional doors; and (3) hourly labor rates for additional maintenance and repair work on an as-needed basis, per Standard Work Hours and Non-Standard Work Hours, as well as a percentage mark-up for parts and materials, as needed. There is no increase in the hourly rates or scheduled maintenance. The actual amount paid to the contractor is based on actual work requested, performed and approved by the Aviation Authority.

**FISCAL IMPACT**

The fiscal impact is a not-to-exceed amount of \$173,295.20 with funding from the following Operations and Maintenance Fund codes:

- 301.631.110.5460001.000.100025
- 301.631.170.5460001.000.100025
- 301.631.330.5460001.000.100025
- 301.631.210.5460001.000.100025
- 301.631.692.5460001.000.100025

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 Chief Executive Officer: (1) approve Amendment No. 1, First Renewal Option for Purchasing Contract 14-17, Smoke/Fire and Overhead Door Maintenance and Repair, with Arbon Equipment Corporation; (2) authorize funding in the not-to-exceed amount of \$173,295.20 from the Operations 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.

Attachments

- A - Contract History
- B - Small Business
- C - Contract Renewal Pricing
- D - Finance Form

**ATTACHMENT "A"**  
**Summary of Contract Revisions**

**14-17 Smoke / Fire and Overhead Door Maintenance and Repair with Arbon Equipment Corporation**

Contract	Approvals	Description	Term	Dollars
Initial Term	<ul style="list-style-type: none"> <li>• CPC 04/17/2017</li> <li>• Authority Board 05/17/2017 Item "K"</li> </ul>	36 Month Contract Award	08/15/2017 thru 08/14/2020	\$505,979.20
Amendment No. 1	<ul style="list-style-type: none"> <li>• CPC 04/20/2020</li> </ul>	First Renewal Option	08/15/2020 thru 08/14/2021	\$173,295.20
<b>Total Contract Value with all Changes (approved and proposed)</b>				<b>\$679,274.40</b>



**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
5850-B Cargo Road  
Orlando, Florida 32827-4399

**MEMORANDUM**

To: Denise K. Schneider, CPPO, C.P.M., C.M., Assistant Director,  
Purchasing and Material Control

From: Somdat Jiawan, Manager, Small Business Programs  
Orlando Santiago, Small Business Contract Administrator

Date: April 7, 2020

Re: Recommendation to approve Amendment No. 1, First Renewal Option for  
Purchasing Contract 14-17, Smoke/Fire and Overhead Door Maintenance  
and Repair with ~~Arbon~~ Equipment Corporation ("~~Arbon~~")

The initial term of the Contract was for thirty-six (36) months, effective August 15, 2017, expiring August 14, 2020, with the Authority having two (2) options to renew the Contract for an additional period of one (1) year each.

**Issue:**

First Renewal Option: August 15, 2020 – August 14, 2021.

**Fiscal Impact:**

The fiscal impact is a not-to-exceed amount of \$173,295.20.

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

Should you have questions, you may contact Somdat Jiawan at 407-825- 3481 or Orlando Santiago at 407-825-7134.

ATTACHMENT "C"

SMOKE/FIRE AND OVERHEAD DOOR MAINTENANCE AND REPAIR  
OPTION YEAR ONE PRICING

Item	Description	Unit Price/ Hourly Labor Rate	X	Estimated Quantity/ Hour*	Unit	Extension
1.	Annual Scheduled Inspection & Maintenance and Annual Testing & Certification of Smoke/Fire Doors (Appendix "A")	\$ <u>200.00</u>	X	148	Door	\$ <u>29,600.00</u>
2.	Semi Annual Scheduled Inspection & Maintenance Of Overhead Rolling Steel and Sectional Doors (201 Doors) (Appendix "B")	\$ <u>54.00</u>	X	402	Door	\$ <u>21,708.00</u>
3.	Repair Hourly Labor Rate for Smoke/Fire Doors - Standard Work Hours (as described in Section 1.3.1 of the Specifications)	\$ <u>142.60</u>	X	100	Hour	\$ <u>14,260.00</u>
4.	Repair Hourly Labor Rate for Overhead Rolling Steel and Sectional Doors - Standard Work Hours (as described in Section 1.3.1 of the Specifications)	\$ <u>142.60</u>	X	100	Hour	\$ <u>14,260.00</u>
5.	Repair Hourly Labor Rate for Smoke/Fire Doors - Non-Standard Work Hours (as described in Section 1.3.3 of the Specifications)	\$ <u>213.90</u>	X	24	Hour	\$ <u>5,133.60</u>
6.	Repair Hourly Labor Rate for Overhead Rolling Steel and Sectional Doors - Non-Standard Work Hours (as described in Section 1.3.3 of the Specifications)	\$ <u>213.90</u>	X	24	Hour	\$ <u>5,133.60</u>
7.	Parts and Materials					\$ <u>75,000.00</u>
8.	Contractor's Mark-Up% over its cost for Parts and Materials (ie: 1% should be entered as .01)	<u>.10</u> (% expressed in decimals)	X	75,000.00		\$ <u>7,500.00</u>

9.	New Item - Airside 4, SAPM & SAPM CEP Building	\$700.00	X	1	\$	<u>700.00</u>
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**TOTAL OPTION YEAR ONE PRICE: \$ 173,295.20**

ATTACHMENT "D"

Greater Orlando Aviation Authority  
Attachment D

Date:	<u>4/7/2020</u>	Requestor's Extension:	<u>2459</u>
Requestor's Name:	<u>Carl Weaver</u>	Preparer's Extension:	<u>2297</u>
Form Preparer's Name:	<u>Luis Aviles</u>	Purchasing Solicitation #:	<u>14-17</u>
Requestor's Department:	<u>Life Safety</u>	CCM / CPC / PSC:	<u>CPC</u>
Description:	<u>Smoke/Fire and Overhead Door Maintenance and Repair</u>	Committee Date:	<u>4/20/2020</u>
Vendor:	<u>Arbon Equipment Corporation</u>	Committee Agenda Item#:	<u>TBD</u>

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

Account Code Format: XXX.XXX.XXX.XXXXXXXXXXX.XXX.XXXXXX	FY 18 Amount	FY 19 Amount	FY 20 Amount	FY 21 Amount	FY 22 Amount	Total Contract
301.631.110.5460001.000.100025			648.00	648.00		1,296.00
301.631.170.5460001.000.100025			4,680.00	14,472.00		19,152.00
301.631.330.5460001.000.100025			12,913.00	27,732.50		40,645.50
301.631.210.5460001.000.100025			29,600.00	77,175.50		106,775.50
301.631.692.5460001.000.100025			2,089.00	3,337.00		5,426.00
						-
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						-
						-
<b>Total Requisition</b>	-	-	49,930.00	123,365.00	-	173,295.00
<b>Requisition Number</b>			85046			

OMB Notes:  
Funding Approver: Andrea Harper      Converted into PO #: \_\_\_\_\_  
Date: \_\_\_\_\_  
Buyer: \_\_\_\_\_

Total Requisition \$	173,295.00
BPA Amount \$	-
Grand Total - Agree to Committee Item \$	173,295.00



**GREATER ORLANDO AVIATION AUTHORITY**

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

**MEMORANDUM**

TO: Members of the Concessions/Procurement Committee

FROM: Denise K Schneider, CPPO, C.P.M., CPPB, C.M.  
Assistant Director Purchasing and Material Control

DATE: April 20, 2020

**ITEM DESCRIPTION**

Recommendation to approve Amendment No. 24, Twenty-First Renewal Option for Purchasing Contract 97-42, Radio Equipment Maintenance with Motorola Solutions Inc. (Motorola)

**BACKGROUND**

The initial term of the contract was for thirty six (36) months, effective August 1, 1997, expired July 31, 2000, with the Aviation Authority having unlimited options (Evergreen) to renew the Contract for additional periods of one (1) year each. The twentieth renewal option is due to expire on July 31, 2020.

This Contract requires Motorola to provide the radio maintenance on user specific items utilized at Orlando International Airport within the joint City, County and Authority 800 MHz Trunked Simulcast Radio Communications System.

On October 21, 1999, the Executive Director approved Amendment No. 1 to include additional equipment to be maintained by Motorola. Amendment No. 2 through Amendment No. 23, which approved option periods 1 through 20 (and some adjustments to the equipment being maintained), were entered into from August 31, 2000 through July 31, 2020. It is in the Authority's best interest to have radio maintenance provided by the radio manufacturer, Motorola. Orange County and City of Orlando also utilize Motorola for maintenance of the joint City, County and Authority 800 MHz Trunked Simulcast Radio Communication System.

**ISSUES**

Twenty-First Renewal Option: August 1, 2020 through July 31, 2021.

Department - Concur with renewal.

Contractor - Based on the information known at this time, Motorola has performed satisfactorily during the initial term and renewal options.

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

Maintenance pricing is based on Unit Prices and will be paid for as actual services are requested and purchased by the Authority. The annual value for the twenty-first renewal option is a not-to-exceed amount of \$74,505.48, which includes all radio infrastructure, the addition of the Distributed Antenna System (DAS) for Airsides 1 and 4, and APX6000 and APX6000XE portable radios for OPD and ARFF. There were no Unit Price increases for the renewal period.



**FISCAL IMPACT**

The fiscal impact is a not-to-exceed amount of \$74,505.48 with funding from the Operation and Maintenance Fund, Account Code: 301.412.170.5460001.000.100029. 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 the Twenty-First 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 \$74,505.48 from the Operation and Maintenance Fund; and 2) authorize an Aviation Authority officer or the Chief Executive Officer to execute an Amendment following satisfactory review by legal counsel.

Attachments

- A - Contract History
- B - Small Business
- C - Contract Renewal Pricing
- D - Finance Form

**ATTACHMENT "A"**

**Summary of Contract Revisions**

**97-42, Radio Equipment Maintenance**

<b>CONTRACT</b>	<b>APPROVALS</b>	<b>DESCRIPTION</b>	<b>TERM</b>	<b>DOLLARS</b>
Initial Term	<ul style="list-style-type: none"> <li>03/19/1997 Authority Board Item M</li> </ul>	Contract Award	8/1/97 to 7/31/00	\$152,467.20
Amendment #1	<ul style="list-style-type: none"> <li>10/21/1999 Executive Director</li> </ul>	Contract Adjustment	10/21/99 to 7/31/00	\$ 14,775.60
Amendment #2	<ul style="list-style-type: none"> <li>04/19/2000 Authority Board Item I</li> <li>6/21/2000 Executive Director</li> </ul>	1 <sup>st</sup> Renewal Option	8/1/00 to 7/31/01	\$58,900.00
Amendment #3	<ul style="list-style-type: none"> <li>03/21/2001 Authority Board Item M</li> <li>06/07/2001 Executive Director</li> </ul>	2 <sup>nd</sup> Renewal Option	8/1/01 to 7/31/02	\$61,971.00
Amendment #4	<ul style="list-style-type: none"> <li>07/23/2002 Executive Director</li> </ul>	3 <sup>rd</sup> Renewal Option and Contract Adjustment	8/1/02 to 7/31/03	\$66,191.04
Amendment #5	<ul style="list-style-type: none"> <li>07/15/2003 Executive Director</li> </ul>	4 <sup>th</sup> Renewal Option	8/1/03 to 7/31/04	\$67,520.00
Amendment #6	<ul style="list-style-type: none"> <li>07/07/2004 Executive Director</li> </ul>	5 <sup>th</sup> Renewal Option	8/1/04 to 7/31/05	\$67,720.00
Amendment # 7	<ul style="list-style-type: none"> <li>06/22/2005 Executive Director</li> </ul>	6 <sup>th</sup> Renewal Option	8/1/05 to 7/31/06	\$51,584.64
Amendment # 8	<ul style="list-style-type: none"> <li>08-15-2006 Executive Director</li> </ul>	7 <sup>th</sup> Renewal Option	8/1/06 to 7/31/07	\$81,351.66
Amendment # 9	<ul style="list-style-type: none"> <li>08/01/2007 Executive Director</li> </ul>	8 <sup>th</sup> Renewal Option	8/1/07 to 7/31/08	\$93,341.16

CONTRACT	APPROVALS	DESCRIPTION	TERM	DOLLARS
Amendment # 10	<ul style="list-style-type: none"> <li>• 03/24/2008 CPC</li> <li>• 8/6/2008 Executive Director</li> </ul>	9 <sup>th</sup> Renewal Option	8/1/08 to 7/31/09	\$97,000.00
Amendment # 11	<ul style="list-style-type: none"> <li>• 01/12/2009 CPC</li> <li>• 02/20/2009 Executive Director</li> </ul>	Contract Adjustment	2/9/09 to 7/31/09	\$3,009.84
Amendment # 12	<ul style="list-style-type: none"> <li>• 03/09/2009 CPC</li> <li>• 05/20/2009 Authority Board</li> </ul>	10 <sup>th</sup> Renewal Option	8/1/09 to 7/31/10	\$104,022.12
Amendment # 13	<ul style="list-style-type: none"> <li>• 02/08/2010 CPC</li> <li>• 03/19/2010 Executive Director</li> </ul>	11 <sup>th</sup> Renewal Option	8/1/10 to 7/31/11	\$101,462.04
Amendment # 14	<ul style="list-style-type: none"> <li>• 6/13/2011 CPC</li> <li>• 6/23/11 Executive Director</li> </ul>	12 <sup>th</sup> Renewal Option	8/1/11 to 7/31/12	\$55,488.12
Amendment # 15	<ul style="list-style-type: none"> <li>• 4/23/12 CPC</li> <li>• 7/30/12 Executive Director</li> </ul>	13 <sup>th</sup> Renewal Option	8/1/12 to 7/31/13	\$48,778.92
Amendment # 16	<ul style="list-style-type: none"> <li>• 7/30/12 Executive Director</li> </ul>	Contract Adjustment	01/01/2013 to 7/31/13	-\$11,938.05
Amendment # 17	<ul style="list-style-type: none"> <li>• 3/25/13 CPC</li> <li>• 4/11/13 Executive Director</li> </ul>	14 <sup>th</sup> Renewal Option	8/1/13 to 7/31/14	\$8,768.64
Amendment # 18	<ul style="list-style-type: none"> <li>• CPC 3/24/14</li> <li>• 04/16/2014 Authority Board</li> <li>• 7/25/14 Executive Director</li> </ul>	15 <sup>th</sup> Renewal Option and Contract Adjustment	8/1/14 to 7/31/15	\$39,340.28
Increase in Value	<ul style="list-style-type: none"> <li>• CPC 9/22/14</li> <li>• 10/1/2014 Executive Director</li> </ul>	Increase in Value	8/1/13 to 7/31/14	\$3,145.88
Amendment # 19	<ul style="list-style-type: none"> <li>• CPC 4/27/15</li> <li>• Executive Director 6/22/15</li> </ul>	16 <sup>th</sup> Renewal Option	8/1/15 to 7/31/16	\$35,189.04
Amendment # 20	<ul style="list-style-type: none"> <li>• Purchasing Manager 3/23/16</li> <li>• Executive Director 5/9/2016</li> </ul>	17 <sup>th</sup> Renewal Option	8/1/16 to 7/31/17	\$35,189.04

CONTRACT	APPROVALS	DESCRIPTION	TERM	DOLLARS
Amendment # 21	<ul style="list-style-type: none"> <li>• Purchasing Manager 12/29/2016</li> <li>• Executive Director 5/19/2017</li> </ul>	18 <sup>th</sup> Renewal Option	8/1/17 to 7/31/18	\$26,797.44
Amendment # 22	<ul style="list-style-type: none"> <li>• PM 5/21/2018</li> <li>• CEO 7/31/18</li> </ul>	19 <sup>th</sup> Renewal Option	8/1/2018 to 7/31/2019	\$39,717.44
Amendment # 23	<ul style="list-style-type: none"> <li>• CPC 6/17/2019</li> <li>• CEO 8/6/2019</li> </ul>	20 <sup>th</sup> Renewal Option	8/1/2019 to 7/31/2020	\$56,744.28
Amendment #24	<ul style="list-style-type: none"> <li>• CPC 4/20/2020</li> </ul>	21 <sup>st</sup> Renewal Option	8/1/2020 to 7/31/2021	\$74,505.48
<b>Total Contract Value with all Changes (approved and proposed)</b>				<b>\$1,433,239.76</b>



**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
5850-B Cargo Road  
Orlando, Florida 32827-4399

**MEMORANDUM**

To: Denise K. Schneider, CPPO, C.P.M., C.M., Assistant Director,  
Purchasing and Material Control

From: Somdat Jiawan, Manager, Small Business Programs  
Orlando Santiago, Small Business Contract Administrator

A handwritten signature in blue ink, appearing to be 'Somdat Jiawan', written over the 'From' field.

Date: April 9, 2020

Re: Recommendation to approve Amendment No. 24, Twenty-First Renewal  
Option for Purchasing Contract 97-42, Radio Equipment Maintenance  
with Motorola Solutions Inc. ("Motorola")

The initial term of the Contract was for thirty six (36) months, effective August 1, 1997, expiring July 31, 2000, with the Authority having unlimited options (Evergreen) to renew the Contract for additional periods of one (1) year each. The twentieth renewal option is due to expire on July 31, 2020.

Issue:

Twenty-First Renewal Option: August 1, 2020 through July 31, 2021.

Fiscal Impact:

The fiscal impact is a not-to-exceed amount of \$74,505.48.

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

Should you have questions, you may contact Somdat Jiawan at 407-825- 3481 or Orlando Santiago at 407-825-7134.

**ATTACHMENT "C"**

**TWENTY-FIRST RENEWAL OPTION PRICING**

**August 1, 2020 - JULY 31, 2021**

COUNT	Location/ Dept	MODEL	SERIAL NUM	GOAA ID	RADIO DESCRIP	SERIES	Unit Cost/Month	Total
<b>MCC 7500 CRT Consoles</b>								
1	Comm Ctr	HP Workstation	2UA14129CP	OP 1	CRT Consoles-Set		\$219.55	\$2,634.60
		NEC MultiSync LCD	ETLHWDD1702360AC808523	Calltake				\$0.00
		800 MHz Radio Console	443CNX1788					\$0.00
2	Comm Ctr	HP Workstation	2UA14129BW	OP 2	CRT Consoles-Set		\$219.55	\$2,634.60
		NEC MultiSync LCD	ETLHWDD1702360AC448523	Supervisor				\$0.00
		800 MHz Radio Console	443CNX1791					\$0.00
3	Comm Ctr	HP Workstation	2UA14129BC	OP 3	CRT Consoles-Set		\$219.55	\$2,634.60
		NEC MultiSync LCD	ETLHWDD1702360AC588523	Fire				\$0.00
		800 MHz Radio Console	443CNX1786					\$0.00
4	Comm Ctr	HP Workstation	2UA14129D4	OP 4	CRT Consoles-Set		\$219.55	\$2,634.60
		NEC MultiSync LCD	ETLHWDD1702360AC5C8523	Police				\$0.00
		800 MHz Radio Console	443CNX1789					\$0.00
5	Comm Ctr	HP Workstation	2UA14129FC	OP 5	CRT Consoles-Set		\$219.55	\$2,634.60
		NEC MultiSync LCD	ETLHWDD1702360AC478523	Tram				\$0.00
		800 MHz Radio Console	443CNX1787					\$0.00
6	Comm Ctr	HP Workstation	2UA14129BM	OP 6	CRT Consoles-Set		\$219.55	\$2,634.60
		NEC MultiSync LCD	ETLHWDD1702360AC5D8523	Training				\$0.00
		800 MHz Radio Console	443CNX1790					\$0.00
7	Annex	HP Workstation	2UA2360NDC	OP 1	CRT Consoles-Set		\$219.55	\$2,634.60
		NEC MultiSync LCD		Annex				\$0.00
		800 MHz Radio Console	443CNX1795					\$0.00
8	Annex	HP Workstation	2UA2360NCZ	OP 2	CRT Consoles-Set		\$219.55	\$2,634.60
		NEC MultiSync LCD		Annex				\$0.00
		800 MHz Radio Console	443CNX1795					\$0.00
COUNT	Location/ Dept	MODEL	SERIAL NUM	GOAAID	RADIO DESCRIP	SERIES	Unit Cost/Month	Total
<b>Smartzone Manager</b>								
1	Comm Ctr	NCD-ECX	2UA2370FB0	Comm Ctr	Smartzone Manager	N/A	\$22.50	\$270.00
2		IRR Backup	2UA2400TVY		IRR Backup		\$22.50	\$270.00
COUNT	Location/ Dept	MODEL	SERIAL NUM	GOAAID	RADIO DESCRIP	SERIES	Unit Cost/Month	Total
<b>Control Stations</b>								
1	Comm Ctr	Computer Card	N/A	Room 200	Control Stations	N/A	\$16.02	\$192.24
2	Comm Ctr	Computer Card	N/A	Room 200	Control Stations	N/A	\$16.02	\$192.24
3	Comm Ctr	Computer Card	N/A	Room 200	Control Stations	N/A	\$16.02	\$192.24
4	Comm Ctr	Computer Card	N/A	Room 200	Control Stations	N/A	\$16.02	\$192.24
5	Comm Ctr	Computer Card	N/A	Room 200	Control Stations	N/A	\$16.02	\$192.24
6	Comm Ctr	Computer Card	N/A	Room 200	Control Stations	N/A	\$16.02	\$192.24
								\$0.00
1	Comm Ctr	Tone Remote	N/A	Room 200	Tone Remote	N/A	\$4.00	\$48.00
2	Comm Ctr	Tone Remote	N/A	Room 200	Tone Remote	N/A	\$4.00	\$48.00
3	Comm Ctr	Tone Remote	N/A	Room 200	Tone Remote	N/A	\$4.00	\$48.00
4	Comm Ctr	Tone Remote	N/A	Room 200	Tone Remote	N/A	\$4.00	\$48.00
5	Comm Ctr	Tone Remote	N/A	Room 200	Tone Remote	N/A	\$4.00	\$48.00
								\$0.00
COUNT	Location/ Dept	MODEL	SERIAL NUM	GOAAID	RADIO DESCRIP	SERIES	Unit Cost/Month	Total
<b>Conventional Stations</b>								
1	Maint	N/A	448CZR0088	N/A	Repeaters	QUANTAR	\$157.80	\$1,893.60
2	Maint	N/A	448CZR0089	N/A	Repeaters	QUANTAR	\$157.80	\$1,893.60
								\$0.00
COUNT	Location/ Dept	MODEL	SERIAL NUM	GOAAID	RADIO DESCRIP	SERIES	Unit Cost/Month	Total
<b>XTS5000 Portables</b>								
0								\$0.00
<b>Distributed Antenna Sys.</b>								
COUNT	Location/ Dept	MODEL	SERIAL NUM	GOAAID	RADIO DESCRIP	SERIES	Unit Cost/Month	Total
1	South APM		N/A		DAS		\$1,303.74	\$15,644.88
1	Main Terminal		N/A		DAS		\$1,191.83	\$14,301.96
1	Airside 1		N/A		DAS		\$369.55	\$4,434.60
1	Airside 4		N/A		DAS		\$369.55	\$4,434.60



APX6000 Portables	MODEL	SERIAL NUM	GOAAID	RADIO DESCRIP	Unit Cost/Month	Total	
1	OPD	H98UCH9PW7BN	481CTR4666	65235	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4667	65236	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4668	65237	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4669	65238	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4670	65239	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4671	65240	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4672	65241	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4673	65242	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4674	65243	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4675	65244	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4676	65245	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4677	65246	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4678	65247	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4679	65248	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4680	65249	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4681	65250	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4682	65251	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4683	65252	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4684	65253	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4685	65254	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4686	65255	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4687	65256	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4688	65257	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4689	65258	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4690	65259	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4691	65260	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4692	65261	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4713	65262	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4714	65263	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4715	65264	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4716	65265	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4717	65266	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4718	65267	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4719	65268	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4720	65269	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4721	65270	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4722	65271	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4723	65272	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4724	65273	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4725	65274	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4726	65275	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4727	65276	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4728	65277	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4729	65278	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4730	65279	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4731	65280	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4732	65281	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4733	65282	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4734	65283	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4735	65284	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4736	65285	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4737	65286	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4738	65287	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4739	65288	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4740	65289	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4741	65290	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4742	65291	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4743	65292	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4744	65293	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4745	65294	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4746	65295	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4747	65296	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4748	65297	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4749	65298	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4750	65299	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4751	65300	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4752	65301	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4753	65302	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4754	65303	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4755	65304	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4756	65305	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4757	65306	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4758	65307	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4759	65308	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4760	65309	APX6000	\$4.75	\$57.00
1	OPD	H98UCH9PW7BN	481CTR4761	65310	APX6000	\$4.75	\$57.00
APX6000 Portables	MODEL	SERIAL NUM	GOAAID	RADIO DESCRIP	Unit Cost/Month	Total	
1	OPD	H98UCH9PW7BN	481CTR4762	65311	APX6000	\$4.75	\$57.00
					Month	Annual	
Amendment No. 24 Estimated cost with all DAS systems maintenance and bi annual tests					\$6,208.79	\$74,505.48	



ATTACHMENT "D"

Greater Orlando Aviation Authority  
Attachment D

Date:	<u>4/9/2020</u>	Requestor's Extension:	<u>2063</u>
Requestor's Name:	<u>Paul Cook</u>	Preparer's Extension:	<u>2297</u>
Form Preparer's Name:	<u>Luis Aviles</u>	Purchasing Solicitation #:	<u>97-42</u>
Requestor's Department:	<u>Communications</u>	CCM / CPC / PSC:	<u>CPC</u>
Description:	<u>Radio Maintenance</u>	Committee Date:	<u>4/20/2020</u>
Vendor:	<u>Motorola Solutions, Inc.</u>	Committee Agenda Item#:	<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 19 Amount	FY 20 Amount	FY 21 Amount	FY 22 Amount	FY 23 Amount	Total Contract
301.412.170.5460001.000.100029		12,417.58	62,087.90			74,505.48
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
						-
<b>Total Requisition</b>	-	12,417.58	62,087.90	-	-	74,505.48
<b>Requisition Number</b>		86439				

OMB Notes:  
 Funding Approver: Andrea Harper      Converted into PO #: \_\_\_\_\_  
 Date: \_\_\_\_\_  
 Buyer: \_\_\_\_\_

Total Requisition	\$	74,505.48
BPA Amount	\$	-
<b>Grand Total - Agree to Committee Item</b>	<b>\$</b>	<b>74,505.48</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: Bruce L. Gant, Purchasing Manager - Contracts

DATE: April 20, 2020

**ITEM DESCRIPTION**

Recommendation to Rescind the Concessions/Procurement Committee Action to Approve both Amendment No. 12, Third Renewal Option and Amendment No. 13, Contract Adjustment; and Recommendation to Approve the Revised Amendment No. 12, Third Renewal Option for Purchasing Contract 13-14, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services with Schindler Elevator Corporation (Schindler)

**BACKGROUND**

The initial term of the contract was for forty-eight (48) months, effective June 1, 2014, expired May 31, 2018, with the Aviation Authority having options to renew the contract for three (3) additional periods of one (1) year each. The second renewal option is due to expire on May 31, 2020.

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 for elevators, escalators and moving sidewalks located at the Orlando International Airports. Schindler shall provide and maintain an on-site inventory of spare parts and shall perform or assist with the A17 Safety Code testing/witnessing inspections in accordance with the testing schedule, and shall maintain 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.

**ISSUES**

Third Renewal Option - June 1, 2020 to May 31, 2021

Department - Concur with the renewal option.

Contractor - Based on information known at this time, Schindler has performed satisfactory during the initial term, first and second renewal options.

The monthly cost for the third renewal option for the maintenance and repair (per each unit) shall remain \$1,221.84, for a total not-to-exceed amount of \$4,452,630.86. There is no change to the unit prices from the second renewal option.

The inventory is adjusted to add the six elevators from Terminal C Parking Garage.

This contract includes a Minority and Women Business Enterprise (MWBE) participation goal of 16%. The Small Business Development Department certifies that this contract is in good standing as it relates to MWBE participation goal.

**FISCAL IMPACT**

The fiscal impact for the third renewal option is a not-to-exceed amount of \$4,452,630.86. Funding will be from the Operation and Maintenance Fund at the following account code numbers:

301.631.170.5460001.000.100012  
301.631.210.5460001.000.100012  
301.631.510.5460001.000.100012  
301.631.611.5460001.000.100012  
301.631.615.5460001.000.100012  
301.631.692.5460001.000.100012  
301.631.330.5460001.000.100012

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) rescind its action taken at the February 24, 2020, meeting to approve both Amendment No. 12, Third Renewal Option and Amendment No. 13, Contract Adjustment to Purchasing Contract 13-14, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services; (2) approve the revised Amendment No. 12, Third Renewal Option for Purchasing Contract 13-14, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services with Schindler Elevator Corporation; (3) authorize funding in a not-to-exceed total amount of \$4,452,630.86 from the Operations and Maintenance Fund; and (4) authorize an Aviation Authority Officer or the Chief Executive Officer to execute an amendment following satisfactory review by legal counsel.

Attachments

- A - Contract History
- B - Small Business Memo
- C - Finance Form
- D - Option Three

**ATTACHMENT "A"**  
**SUMMARY OF CONTRACT REVISIONS**  
**13-14 ELEVATORS, ESCALATORS AND MOVING SIDEWALKS**  
**MAINTENANCE AND REPAIR SERVICES**

CONTRACT	APPROVALS	DESCRIPTION	TERM	DOLLARS
Initial Term	<ul style="list-style-type: none"> <li>• 01/13/2014 CPC</li> <li>• 02/19/2014 Board Approved, Item D</li> </ul>	48 Months Contract Award (First Year Funding)	06/01/2014 to 05/31/2018	\$3,131,293.20
Amendment No. 1	<ul style="list-style-type: none"> <li>• 07/14/2014 CPC</li> <li>• 08/20/2014 Board Approved, Item L</li> </ul>	Contract Adjustment (Upgrade for 82 Elevators to meet ADA Codes)	06/01/2014 to 05/31/2018	\$510,800.00
Amendment No. 2	<ul style="list-style-type: none"> <li>• 09/22/2014</li> <li>• 10/15/2014 Board Approved, Item C</li> </ul>	Contract Adjustment Modernization Refurbishment	06/01/2014 to 05/31/2018	\$2,291,325.47
Amendment No. 3	<ul style="list-style-type: none"> <li>• 12/15/2014 Language Change</li> </ul>	Contract Adjustment (Include First-Year & Second-Year Apprentice Staffing)	06/01/2014 to 05/31/2018	\$0.00
Amendment No. 4	<ul style="list-style-type: none"> <li>• 09/22/2014 CPC</li> <li>• 10/15/2014 Board Approved, Item C</li> </ul>	Second Year Funding	06/01/2014 to 05/31/2018	\$3,267,241.00
Amendment No. 5	<ul style="list-style-type: none"> <li>• 03/14/2016 CPC</li> <li>• 04/20/2016 Board Approved</li> </ul>	Third Year Funding	06/01/2014 to 05/31/2018	\$3,154,587.30
Amendment No. 6	<ul style="list-style-type: none"> <li>• 08/05/2016 PM</li> </ul>	Contract Adjustment	06/01/2014 to 05/31/2018	\$9,983.97
Amendment No. 7	<ul style="list-style-type: none"> <li>• 03/20/2017 CPC</li> <li>• 04/19/2017 Board Approved</li> </ul>	Fourth Year Funding & Contract Adjustment	06/01/2014 to 05/31/2018	\$3,699,613.02
Amendment No. 8	<ul style="list-style-type: none"> <li>• 10/17/2017 PM</li> </ul>	Contract Adjustment (Testing Dates)		No Value
Amendment No. 9	<ul style="list-style-type: none"> <li>• 01/08/2018 CPC</li> <li>• 02/21/2018 Board Approved, Item W</li> </ul>	Increase in Value First Renewal Option	06/01/2018 to 05/31/2019	\$1,177,445.68 \$4,284,910.08
Amendment No. 10	<ul style="list-style-type: none"> <li>• 01/08/2018</li> </ul>	Contract Adjustment	06/01/2018 to 05/31/2019	No Value
Amendment No. 11	<ul style="list-style-type: none"> <li>• 04/15/2019 CPC</li> <li>• 05/15/2019 Board Approved, Item X</li> </ul>	Second Renewal Option	06/01/2019 to 05/31/2020	\$4,349,500.00
Amendment No. 12	<ul style="list-style-type: none"> <li>• 04/20/2020 CPC</li> </ul>	Third Renewal Option	06/01/2020 to 05/31/2021	\$4,452,630.86
<b>Total Contract Value with all Changes (approved and proposed)</b>				<b>\$30,329,330.58</b>



**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
5850-B Cargo Road  
Orlando, Florida 32827-4399

**MEMORANDUM**

To: Denise K. Schneider, CPPO, C.P.M., C.M., Assistant Director, Purchasing and Material Control

From: Somdat Jiawan, Manager, Small Business Programs  
Orlando Santiago, Small Business Contract Administrator

A handwritten signature in blue ink, likely belonging to Somdat Jiawan or Orlando Santiago.

Date: April 2, 2020

Re: Recommendation to Approve Amendment No. 12, Third Renewal Option for Purchasing Contract 13-14, Elevators, Escalators and Moving Sidewalks Maintenance and Repair Services with Schindler Elevator Corporation.

The initial term of the Contract was for forty-eight (48) months, effective June 1, 2014, expired May 31, 2018, with the Authority having options to renew the Contract for three (3) additional periods of one (1) year each. The Second Renewal Option is due to expire on May 31, 2020.

**Issues:**

Third Renewal Option and Contract Adjustment - June 1, 2020 to May 31, 2021.

**Fiscal Impact:**

The fiscal impact for the Third Renewal Option is a not-to-exceed amount of \$4,452,630.86.

At the time of award a 16% MWBE 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.

Should you have questions, you may contact Orlando Santiago at 407-825-7134.

Finance Form

Greater Orlando Aviation Authority			
Attachment "C"			
Date:	4/7/2020	Requestor's Extension:	2375
Requestor's Name:	Thomas O'Day	Preparer's Extension:	6425
Form Preparer's Name:	Janice Hughes	Purchasing Solicitation #:	13-14
Requestor's Department:	Maintenance	CCM / CPC / PSC:	CPC
Description:	Elevator, Escalator Maint & Repair	Committee Date:	4/20/2020
Vendor:	Schindler Elevator Corporation	Committee Agenda Item#:	
		Requisition #	

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

Account Code	FY 20	FY 21	FY 22	FY 23	FY 24	Total
Format: xxx.xxx.xxx.xxxxxxx.xxx.xxxxxx	Amount	Amount	Amount	Amount	Amount	Contract
301.631.170.5460001.000.100012	\$13,096	\$26,192				\$39,288
301.631.210.5460001.000.100012	\$923,266	\$1,846,532				\$2,769,798
301.631.330.5460001.000.100012	\$6,548	\$13,096				\$19,644
301.631.510.5460001.000.100012	\$72,028	\$144,056				\$216,084
301.631.611.5460001.000.100012	\$268,467	\$536,935				\$805,402
301.631.615.5460001.000.100012	\$19,644	\$39,288				\$58,932
301.631.692.5460001.000.100012	\$181,161	\$362,322				\$543,483
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
<b>Total Requisition</b>	\$1,484,210	\$2,968,421				\$4,452,631
<b>Requisition Number</b>	84728					
<b>OMB Notes:</b>						
<b>Funding Approver</b>				<b>Converted into PO #:</b>		
				<b>Date:</b>		
<b>Total Requisition</b>	\$	4,452,630.86		<b>Buyer:</b>		
<b>BPA Amount</b>						
<b>Grand Total - Agree to Committee Item</b>	\$	4,452,630.86				

\*\* Finance will provide signed form, which will be filed on the record\*\*

**ATTACHMENT D  
13-14 ELEVATORS, ESCALATORS AND MOVING SIDEWALKS MAINTENANCE AND REPAIR**

ITEM	TYPE	ESTIMATED NO. OF UNITS	X		MONTHLY COST PER UNIT FOR MAINTENANCE REPAIR	X	ESTIMATED NO. OF FREQUENCY*	=	NUMBER OF UNITS X MONTHLY COST X FREQUENCY
Elevator	Gearless Traction	91	X		\$1,221.84	X	12	=	\$1,334,249.28
Elevator	Gearless Traction	12	X		\$1,221.84	X	12	=	\$175,944.96
Elevator	Hydraulic	39	X		\$1,221.84	X	12	=	\$571,821.12
Escalator	VFD	6	X		\$1,221.84	X	12	=	\$87,972.48
Escalator	Single Drive	81	X		\$1,221.84	X	12	=	\$1,187,628.48
Escalator	Multi Drive	4	X		\$1,221.84	X	12	=	\$58,648.32
Moving Sidewalk	Single Drive	9	X		\$1,221.84	X	12	=	\$131,958.72
ADDITIONAL WORKING HOURS		HOURLY RATE (%) Increase	X	=	HOURLY RATE (\$)	X	ESTIMATED NO. OF HOURS*	=	EXTENSION (\$)
Mechanic		0%	X	=	\$154.75	X	3,500	=	\$541,625.00
Helper and Apprentices (1 <sup>st</sup> , 2 <sup>nd</sup> , 3 <sup>rd</sup> and 4 <sup>th</sup> Year Apprentice)		0%	X	=	\$115.59	X	1,750	=	\$202,282.50
					MARKUP %	X	ESTIMATED ANNUAL VALUE*	=	EXTENSION (\$)
Contractors Mark-up for Sub-Contracted Labor, Parts, Materials, and Equipment Rental					.07 (% expressed in decimals)	X	\$150,000.00	=	\$160,500.00 (\$10,500.00 Contractors Mark-up + \$150,000.00)
<b>ESTIMATED NOT-TO-EXCEED THIRD RENEWAL OPTION AMOUNT:</b>									<b>\$4,452,630.86</b>

Contract #13-14 Third Option Renewal (June 1, 2020 through May 31, 2021)