

EXECUTIVE SUMMARY

Piggyback Recommendation of \$500,000 or Greater 17-158B – Flooring with Related Equipment, Products, Supplies, Installation, and Services

This Piggyback is an Alternate Contract Source (ACS) through the State of Florida Department of Management Services (DMS), Contract No. 52100000-16ACS, utilizing the National Joint Powers Alliance (NJPA) contract that has been competitively solicited and awarded through their Request for Proposal No. 121715, and effective through February 16, 2020. The School Board of Broward County, Florida (SBBC), piggybacked off of a previous NJPA contract for this commodity and services, under SBBC assigned contract No. 53-088B through December 18, 2015. Since then, the District has used the three (3) quote process to procure this commodity and services.

In accordance with Florida Administrative Code (F.A.C.), Rule 6A-1.012 (5), and Purchasing Policy 3320, Purchasing Policies, Part II, General Provisions, Item L, the School Board shall receive and give consideration to the prices available to it under rules of the Department of Management Services, Division of Purchasing. The School Board may use prices established by the Division of Purchasing through its state purchasing agreement price schedule. School Board policy provides for the purchasing under this program of state purchasing agreements.”

Additionally, F.A.C. Rule 6A-1.012(6) states that: “In lieu of requesting competitive solicitations from three (3) or more sources, district school boards may make purchases at or below the specified prices from contracts awarded by other city or county governmental agencies, other district school boards, community colleges, federal agencies, the public or governmental agencies of any state, or from state university system cooperative bid agreements, when the proposer awarded a contract by another entity defined herein will permit purchases by a district school board at the same terms, conditions, and prices (or below such prices) awarded in such contract, and such purchases are to the economic advantage of the district school board.”

Procurement & Warehousing Services (PWS) Department has elected to negotiate with three (3) of the companies awarded under this contract listed below, based on District standardization requirements recommended by the Physical Plant Operations (PPO) Department:

- Interface Americas, Inc.
- Mannington Commercial, a business unit of Mannington Mills, Inc.
- Shaw Industries, Inc.

This recommendation is to approve Piggyback 17-158B for the purchase of floor coverings and related equipment, products, supplies, installation, and services, starting March 7, 2018 through February 16, 2020, with a spending authority of \$1,600,000. The budget will come from PPO’s operating and capital budgets, and Safety, Music & Art, Athletics, Renovation, and Technology (SMART) Program funds.

Piggybacking on this large-scale contract represents pricing advantages, and as such, cost savings to the District. Through this ‘not-to-exceed’ contract, SBBC will receive mill-direct pricing based on nationwide volume discounts, and quality products, from some of the best providers and manufacturers of flooring coverings.

By implementing this piggyback contract, SBBC will be able to establish reduced firm-fixed prices that are more advantageous than those specified in the State of Florida/NJPA contract. Upon engaging each of these manufacturers, they have offered further negotiated discounted prices, at an average of thirty-one (31) percent reduction for materials, and thirteen (13) percent reduction for labor, (when combining all discount percentages negotiated with the three (3) manufacturers), below those already established as awarded under

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this State of Florida/NJPA contract. These manufacturers have committed to maintaining these negotiated discounted prices, firm and fixed, for the two (2) year period remaining on this contract, effective through February 16, 2020, as shown in the enclosed table.

Additionally, these manufacturers have provided SBBC with an extended list of approved and authorized local tri-county (Miami Dade, Broward and Palm Beach) dealers and installers, should SBBC elects to approach such local dealers and installers to obtain quotes for comparison purposes. However, PWS has performed a recent price comparison exercise between local dealers/installers and the three (3) selected manufacturers from this State of Florida/NJPA contract. As a result, prices from the local dealers/installers are shown to be higher (when all prices combined), on an average of approximately twenty-five (25) percent, during this exercise.

As part of the current role performed by the PWS Purchasing Specialist(s), PWS will verify that the quotes received from the manufacturers, and attached to the requisitions, are in compliance with the established schedule of reduced negotiated prices agreed-upon. End-User Department will be notified of any discrepancies found on quotes.

PPO will use this contract as part of their Preventive/Routine Maintenance, and Capital Improvements programs, to provide broadloom carpet, carpet tile, ceramic tile, cove base, and laminate flooring products and installation services throughout the District. These services are not provided in-house and are essential to PPO's Maintenance Operations.

Financial Impact

The total spending authority requested is \$1,600,000 as demonstrated in the breakdown below:

PPO	\$500,000
SMART	\$200,000
School Choice	\$400,000
Technical Colleges (Atlantic, McFatter, and Sheridan) Projects	\$200,000
<u>Environmental Health & Safety (EHS) & Indoor Air Quality (IAQ) Projects</u>	<u>\$150,000</u>

Estimated forecasted spending authority requested for the two (2) year period \$1,450,000

Plus

Ten (10) percent contingency provision \$145,000

Total estimated spending authority requested for the two (2) year period (rounded up) \$1,600,000

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Flooring with Related Equipment, Products, Supplies, Installation, and Services
Two-year Negotiated/Discounted Pricing

Item Description	Manufacturers											
	Shaw Industries-Patcraft Carpet Tile: Vivid Ecoworx Broadloom Carpet: Big Splash UltraLoc				Mannington Commercial Carpet Tile: Hub Broadloom Carpet: Circuit				Interface Americas Carpet Tile: Cubic Colours Broadloom Carpet: (Not applicable)			
	Unit of Measure	NJPA Contract Pricing	Negotiated Discounted Pricing	Discount Percentage	Unit of Measure	NJPA Contract Pricing	Negotiated Discounted Pricing	Discount Percentage	Unit of Measure	NJPA Contract Pricing	Negotiated Discounted Pricing	Discount Percentage
Carpet Tile 0-500 sq. yds	SY	\$20.22	\$13.99	31%	SY	\$25.18	\$17.03	32%	SY	\$22.99	\$14.00	39%
Carpet Tile 501-1000 sq. yds	SY	\$20.22	\$12.99	36%	SY	\$25.18	\$17.03	32%	SY	\$22.99	\$14.00	39%
Carpet Tile 1001+ sq. yds	SY	\$20.22	\$12.99	36%	SY	\$25.18	\$17.03	32%	SY	\$22.99	\$14.00	39%
Broadloom Carpet 0-500 sq. yds	SY	\$13.31	\$10.99	17%	SY	\$19.56	\$14.03	28%	N/A			
Broadloom Carpet 501-1000 sq. yds	SY	\$13.31	\$9.99	25%	SY	\$19.56	\$14.03	28%				
Broadloom Carpet 1001+ sq. yds	SY	\$13.31	\$9.99	25%	SY	\$19.56	\$14.03	28%				
Installation Broadloom	SY	\$6.05	\$5.45	10%	SY	\$7.95	\$6.76	15%				
Installation Broadloom (w/pattern)	SY	N/A	\$7.00	N/A	SY	\$7.95	\$6.76	15%				
Installation Carpet Tile	SY	\$5.78	\$5.20	10%	SY	\$7.80	\$6.63	15%				
Removal of Double Stick Installation	SY	N/A	\$3.75	N/A	SY	\$2.25	\$1.91	15%				
Removal of Broadloom (direct broadloom)	SY	\$2.75	\$2.47	10%	SY	\$1.30	\$1.11	15%	N/A			
Removal of Carpet Tile	SY	\$2.75	\$2.47	10%	SY	\$1.05	\$0.89	15%	SY	\$2.60	\$2.34	10%
Carpet Disposal	SY	\$1.21	\$1.08	11%	SY	\$1.75	\$1.49	15%	SY	\$1.20	\$1.08	10%
Broadloom Reclamation	SY	N/A	Est Per Job		SY	N/A	\$1.20	N/A	N/A			
Carpet Tile Reclamation	SY	N/A	Est Per Job		SY	N/A	\$1.20	N/A	SY	\$0.90	\$0.90	0%
Installation of VCT	SF	\$0.88	\$0.79	10%	SF	\$1.75	\$1.49	15%	SF	\$0.65	\$0.65	0%
VCT Removal	SF	N/A	\$0.45	N/A	SF	\$0.60	\$0.53	12%	SF	\$0.40	\$0.40	0%
Installation of Luxury Vinyl Tile (Planks)	SF	\$2.28	\$2.05	10%	SF	\$2.00	\$1.70	15%	SF	\$1.95	\$1.75	10%
Installation of Luxury Vinyl Tile (Squares)	SF	\$2.28	\$2.05	10%	SF	\$2.00	\$1.70	15%	SF	\$1.95	\$1.75	10%
Installation of Rubber Tile	SY	N/A	\$6.00	N/A	SF	N/A	\$2.50	N/A	LF	\$1.10	\$1.00	9%
Installation of Rubber (Rolled)	SY	N/A	\$7.00	N/A	SF	N/A	\$2.75	N/A	LF	\$1.10	\$1.00	9%
Cove Base Removal & Disposal	SF	N/A	\$0.50-\$0.55	N/A	LF	N/A	\$0.30	N/A	SF	N/A	\$0.70	N/A
Installation of Transitions	LF	N/A	\$0.93 - \$2.10	N/A	LF	\$1.50	\$1.33	11%	LF	\$1.75	\$1.60	9%
Floor Prep Minor	SF	N/A	\$0.60 - \$1.80	N/A	SF	N/A	\$0.68	N/A	SF	\$0.65	\$0.60	8%
Floor Prep Major	SF	N/A	\$2.24 - \$5.84	N/A	SF	N/A	\$1.20	N/A	SF	\$2.00	\$1.80	10%
Installation of Sheet Vinyl	SY	\$20.76	\$18.68	10%	SY	\$18.00	\$15.30	15%	SY	N/A	\$7.60	N/A
Heat Welding (Sheet Vinyl)	EA	N/A	Est Per Job		LF	\$4.00	\$3.40	15%	LF	N/A	\$1.10	N/A
Installation Flash Cove	EA	N/A	Est Per Job		LF	N/A	\$11.00	N/A	LF	N/A	\$2.20	N/A
Installation Sheet Vinyl Inside Corners	EA	N/A	Est Per Job		Per piece	N/A	\$20.00	N/A	LF	N/A	\$16.25	N/A
Installation Sheet Vinyl Outside Corners	EA	N/A	Est Per Job		Per piece	N/A	\$20.00	N/A	LF	N/A	\$16.25	N/A
Palletize/Shrink Wrap Old Carpet for recycling	SY	N/A	\$0.50	N/A	Included in Reclamation Price				SY	N/A	\$0.50	N/A
Conventional Furniture Moving (Light)	SY	N/A	\$7.00	N/A	SY	\$2.50	\$2.13	15%	SY	\$4.25	\$3.85	9%
Conventional Furniture Moving (Medium)	SY	N/A	\$15.00	N/A	SY	\$4.00	\$3.40	15%	SY	\$7.35	\$6.60	10%
LIFT Systems/Carpet Tile Projects Only - Add	SY	\$22.00	\$22.00	0%	SY	\$6.95	\$5.91	15%	SY	\$15.00	\$13.50	10%
Night/Weekend Labor - Add to Regular Labor Rates	SY	Up to 20%	Up to 20%	0%	SY	N/A	\$2.25	N/A	SY	\$3.00	\$2.85	5%
Estimated Freight Cost for Broadloom/Carpet Tile	SY	N/A	Up to \$1.50	N/A	SY	\$1.27	\$1.08	15%	Included in Carpet Price			
Jessica Lunsford Badging	EA	N/A	Up to \$82.00	N/A	Handled by Subcontractor				EA	N/A	\$135.00	N/A
Project Management	Lot	<=20% of Material Cost	<=20% of Material Cost	0%	Included in prices				Lot	20% of Material Cost	20% of Material Cost	0%