

EXECUTIVE SUMMARY

Recommendation of \$500,000 or Greater FY20-102 – Fire Alarm Services

Introduction:

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the recommendation to award the following:

1. Request for Proposal (RFP) FY20-102 – Fire Alarm Services award to Bass-United Fire & Security Systems, Inc. for the annual testing, inspection, and certification of all fire alarm systems District-wide.
2. Request for Proposal (RFP) FY20-102 – Fire Alarm Services award to Bass-United Fire & Security Systems, Inc. for the service, repair, and maintenance of the proprietary Honeywell systems (FCI and Notifier).
3. Single Source Direct Negotiation award to Johnson Controls, Inc. for the service, repair, maintenance, and parts of the proprietary SimplexGrinnell systems.

Procurement & Warehousing Services (PWS) is bringing two (2) agreements in the same Board item because they refer to the same demand: Fire Alarm Services. These Agreements are for a period of three (3) years from November 13, 2019 through December 31, 2022, with a renewal option for two (2) additional one (1) year periods. This Bid replaces the current Invitation to Bid (ITB) 14-081F, which has a bid term of five (5) years from November 13, 2014 through November 12, 2019. The spending authority requested is \$1,400,000.

Goods/Services Description

Responsible: Physical Plant Operation (PPO)

The Fire Alarm Services bid is utilized by Physical Plant Operations (PPO) primarily for the annual “testing, inspection, and certification” of all fire alarm systems District-wide - which is mandated by law and code per National Fire Protection Association (NFPA 1, 101), State of Florida Building Code Chapter 9, State of Florida Statutes #633, and the Florida Fire Prevention Code. The bid is also used when necessary for “manufacturer certified” service, repair, and maintenance that is not performed by in-house PPO fire alarm technicians. Currently, three (3) different fire alarm systems are located throughout the District: SimplexGrinnell (from Johnson Controls, Inc.); FCI and Notifier (from Honeywell).

The annual “testing, inspection, and certification” can be completed by any licensed fire alarm vendor; however, “Manufacturer Certified” service, repairs, and maintenance must be completed by a factory authorized dealer.

Procurement Method

Responsible: PWS

PWS issued an RFP FY20-102 – Fire Alarm Services for service, repair, maintenance, and inspection of Honeywell fire alarm systems. The RFP ran from August 12, 2019 through September 18, 2019. There were one-hundred and ninety-five (195) vendors notified, and ten vendors (10) downloaded the RFP. Only one (1) proposal was received from Bass-United Fire & Security Systems, Inc.

Recommendation of \$500,000 or Greater
FY20-102 – Fire Alarm Services
November 6, 2019 Board Agenda
Page 2

Pursuant to Purchasing Policy 3320 and Section 6A-1.012(12)(c) from Florida Administrative Code, if less than two (2) responsive proposals for a commodity or contractual services are received, the school district may negotiate on the best terms and conditions or decide to reject all bids. PWS decided to establish negotiations to procure the best value for the services provided, and it is recommending Bass-United Fire & Security Systems, Inc. for the award.

Additionally, for Honeywell systems above, PWS conducted outreach meetings in April 2019, prior to issuing the solicitation, with the target to have companies pre-qualified and ready to bid. Multiple companies stated they were interested in getting pre-qualified and bidding; however, no company decided to complete the pre-qualification process.

The Affirmative Procurement Initiative implemented in this solicitation is the SBE Prime Evaluation Preference.

For the service, repair, maintenance of SimplexGrinnell fire alarm system, PWS issued a Request for Information (RFI) FY20-142. The RFI ran from September 16, 2019 through September 25, 2019. There were one hundred and twenty-seven (127) vendors notified, and six vendors, (6) downloaded the RFI. No valid response was received.

The Purchasing Policy 3320, Part II – Section I establishes:

“Commodities or contractual services available only from a single source are exempt from the competitive solicitation requirements. When The School Board believes that commodities or contractual services are available only from a single source, unless an exemption is established herein, the Supply Management & Logistics Department shall electronically or otherwise publicly post a description of the commodities or contractual services sought for a period of at least seven (7) business days. (...) If it is determined in writing by the District School Board, after reviewing any information received from prospective vendors, that the commodities or contractual services are available only from a single source, the District School Board shall provide notice of its intended decision to enter a single-source contract in the manner specified in Section 120.57(3), Florida Statutes, and may negotiate on the best terms and conditions with the single-source vendor.”

Through the RFI process, PWS determined that for the service, repair, maintenance of SimplexGrinnell fire alarm system, that Johnson Controls, Inc. (as the sole proprietor) is the only source (single source) for this demand. PWS decided to establish negotiations to procure the best value for the services above, recommending Johnson Controls, Inc. for the award.

Financial Impact
Responsible: PWS

In the current ITB 14-081F – Fire Alarm Services, the District pays approximately \$516,000 annually for annual “testing, inspection, and certifications” using three (3) vendors. By leveraging all schools and sites to be inspected with only one (1) vendor, the District will pay approximately \$372,000 annually, which represents hard savings of \$432,000 for a three (3) year contract.

Recommendation of \$500,000 or Greater
FY20-102 – Fire Alarm Services
November 6, 2019 Board Agenda
Page 3

The total spending authority requested is \$1,400,000, as demonstrated in the breakdown below.

Annual testing, inspections, and certifications		\$ 372,000
<u>Estimated annual services, repairs, and maintenance</u>	+	<u>\$ 94,666</u>
Annual estimated spending authority needed	=	\$ 466,666
<u>Years in contract term</u>	x	<u>3</u>
Forecasted spend based	=	\$1,399,998
Total spending authority		\$1,400,000

PWS is responsible for the control of the District contracts' spending authority. This action is performed through the unique Bid ID issued per solicitation, which only has a new number assigned when a new solicitation is awarded. In a renewal, the original Bid ID assigned to the contract does not change, therefore spending authority analysis is performed in its totality.

The amount requested was determined based on PPO's requirements to satisfy the needs of the District, and a comparison of expenditures from the previous bid term and the projected savings accounted through negotiations. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the contract award amount.