



Finance and Administrative Services Department  
**PURCHASING DIVISION**  
115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

DATE: May 18, 2022  
TO: Evaluation Committee Members  
THRU: Carolyn Messersmith, Purchasing Manager **CAROLYN MESSERSMITH**  
FROM: Randall Plunkett, Purchasing Agent Senior **RANDALL PLUNKETT**  
SUBJECT: Director of Purchasing Memorandum  
RFP No. BLD2123540P1, Building Automation Systems Services – County Facilities  
Three Submittals

Digitally signed by  
CAROLYN MESSERSMITH  
Date: 2022.05.18 11:21:38  
-04'00'

Digitally signed by  
RANDALL PLUNKETT  
Date: 2022.05.18  
11:20:29 -04'00'

REFERENCE: Procurement Code, Section 21.40, Determinations of Responsiveness and Responsibility:  
21.40 (a) Determination of Responsiveness  
21.40 (b) Determination of Responsibility

The following proposers submitted solicitation responses:

- Climax, Inc. DBA Mechanical Air Concepts
- Johnson Controls, Inc.
- Siemens Industry, Inc.

**Determination of Responsiveness:**

A Responsive (Vendor) means a vendor who submits a response to a solicitation that the Director of Purchasing determines meets all requirements of the solicitation, as provided in Section 21.40(a) of the Procurement Code.

In accordance with Procurement Code Section 21.40(a), Determination of Responsiveness, "A solicitation may only be awarded to a vendor whose submission is responsive to the requirements of the solicitation... For solicitations in which an Evaluation Committee has been appointed, the Director of Purchasing's determination regarding responsiveness is not binding on the Evaluation Committee, which may accept or reject such determination but must state with specificity the basis for any rejection thereof."

Based on the solicitation requirements and each vendor's response, all proposers are recommended to be evaluated as responsive to all the solicitation's responsiveness requirements. Refer to the Responsiveness and Responsibility Matrix for responsiveness requirements details and applicable supporting memoranda.

**Determination of Responsibility:**

A Responsible (Vendor) means a vendor who is determined to have the capability in all respects to perform fully the requirements of a solicitation, as well as the integrity and reliability that will ensure good faith performance, as provided in Section 21.40(b) of the Procurement Code.

Director of Purchasing Memorandum  
RFP No. BLD2123540P1  
Title: Building Automation Systems Services – County Facilities  
May 18, 2022

In accordance with Procurement Code Section 21.40(b), Determination of Responsibility, “A solicitation may only be awarded to a vendor who is determined to be responsible to provide the goods or services requested by the solicitation. If a response to a solicitation is submitted by a joint venture, the joint venture will not be eligible to receive an award unless each member of the joint venture is determined to be responsible.”

Additionally, Section 21.40(b) further provides that “A determination of responsibility shall be made only as to those vendors whose submissions have been determined to be responsive...the Evaluation Committee, with assistance of the Purchasing Division and based on information provided by the applicable County Agencies and the Office of the County Attorney, shall determine whether vendors who have submitted responsive submissions are responsible... When making determinations of responsibility, the Director of Purchasing or the Evaluation Committee (as applicable) may request additional information from any vendor on matters that may affect a vendor’s responsibility. The failure of a vendor to provide information requested by the County may result in a determination of non-responsibility. In addition, a vendor may submit information regarding its responsibility; provided, however, that such information shall not be considered if it contradicts or materially alters the information provided by the vendor in its original response to the solicitation.”

Refer to the Responsiveness and Responsibility Matrix for responsibility requirements details, applicable supporting memoranda, and vendor’s submittal as information to the Committee Members.

**Additional Information:**

The RFP solicitation requires all vendors to electronically upload and submit their responses to the Evaluation Criteria questions with their proposals.

Two out of the three responding vendors, Climax, Inc. DBA Mechanical Air Concepts and Johnson Controls, Inc., did not provide a response to Evaluation Criteria questions 1 through 4 regarding Professional Personnel, Project Approach, Past Performance and Workload of the Firm with its initial submittal. Upon request, each firm submitted responses to Evaluation Criteria questions 1 through 4. It is in the County’s best interest to accept and rate vendors’ responses to Evaluation Criteria questions 1 through 4 to ensure broad competition, in accordance with Broward County Procurement Code Section 21.2.

**Recap:**

A draft Director of Purchasing’s Memorandum and the four (4) supporting documents from the Office of Economic and Small Business Development, the Finance and Administrative Services Department, the County Attorney’s Office and the Risk Management Division were emailed to proposers with a request that, if a proposer desires to clarify any information provided in their response, they should do so in writing. All written explanations received were subsequently reviewed by staff, as applicable.

Committee Members must consider all pertinent information when rendering a determination on responsiveness and responsibility as defined by the County’s Procurement Code.

**Attachment(s):**

Responsiveness and Responsibility Matrix

Director of Purchasing Memorandum  
RFP No. BLD2123540P1  
Title: Building Automation Systems Services – County Facilities  
May 18, 2022

**Referenced Memoranda and Supporting Information:**

- 1) County Business Enterprise (CBE) Compliance Review Memorandum - Office of Economic and Small Business Development
  - 2) Financial Review Memorandum – Finance and Administrative Services Department
  - 3) Litigation Review Memorandum – Office of the County Attorney
  - 4) Insurance Review Memorandum - Risk Management Division
  - 5) Vendor Reference Verifications and Broward County Vendor Performance Evaluations
- c: Bob Melton, County Auditor, Office of the County Auditor  
Robert E. Gleason, Director, Purchasing Division, Finance and Administrative Services Department  
Fernando Amuchastegui, Senior Assistant County Attorney, Office of the County Attorney  
Janice Carter, Contract Grant Admin Senior (Project Manager), Facilities Management Division, Public Works Department

REG/rdp

**A. Responsiveness Requirements (from Standard Instructions and Special Instructions to Vendors)**

	Section	Johnson Controls, Inc.	Climax, Inc. DBA Mechanical Air Concepts	Siemens Industry, Inc.
1	Lobbyist Registration Certification	Not Retained	Not Retained	Not Retained
2	Acknowledgement of "Must" Addendum	Complies	Complies	Complies
3	Price Sheets	Provided	Provided	Provided
4	Domestic Partnership Act Certification (Delete line if this is CCNA).	Currently Complies	Currently Complies	Currently Complies
5	Living Wage Compliance Affidavit	Provided	Provided	Provided
6	Criminal History Screening Practices Certification	Provided	Provided	Provided

**B. Responsibility Requirements**

	Section	Johnson Controls, Inc.	Climax, Inc. DBA Mechanical Air Concepts	Siemens Industry, Inc.
1	Disclosure of Litigation History (refer to supporting memorandum)			
	Number of Disclosed Cases	0	0	0
	Litigation with Broward County	No	No	No
2	Disclosure of Financial Information (refer to supporting memorandum)	Provided	Provided	Provided
	Authority to Conduct Business in Florida (Sunbiz)	Authorized	Authorized	Authorized
4	Affiliated Entities of Principals	No Affiliates	No Affiliates	No Affiliates
5	Insurance Requirements (refer to supporting memorandum)	Complies	Complies	Complies
	Office of Economic and Small Business Development (refer to supporting memorandum)	Complies	Complies	Complies
7	Workforce Investment Program	Complies	Complies	Complies
8	Certifications	Provided	Provided	Provided
9	Licensing Requirements	Complies	Complies	Complies
10	Hourly Labor Rate Price Sheet	Provided	Provided	Provided

**Additional Information:**  
 Refer to Vendor's Initial submittal and supporting review memoranda.

**C. Additional Requirements/Information**

	Section	Johnson Controls, Inc.	Climax, Inc. DBA Mechanical Air Concepts	Siemens Industry, Inc.
1	County Standard Terms and Conditions (if exceptions noted, refer to supporting information)	No Exceptions	No Exceptions	Exception Taken
2	References - Have the vendor references been checked? (Refer to verified references for any comparable government experience).	Yes	Yes	Yes
3	Performance Evaluations	Refer to attached Performance Evaluations	Refer to attached Performance Evaluations	Refer to attached Performance Evaluations
4	Cone of Silence	Will Comply	Will Comply	Will Comply
	Number of Violations	0	0	0
5	Volume of Previous Work (paid) (Evaluation/Tie-Breaker Criteria) (refer to below for points allocated)			
	Proposer Reported Prime:	\$ 2,116,127.00	\$ 111,422.25	\$ 9,100,513.00
	Proposer Reported CBE:	\$ 448,301.00	\$ 0.00	\$ 1,073,843.00
	County Reported Prime:	\$ 10,827,528.38	\$ 114,220.75	\$ 17,191,574.17
	County Reported CBE:	\$ 448,301.00	\$ 0.00	\$ 1,073,843.00
	County Reported Prime less County Reported CBE	\$ 10,379,227.38	\$ 114,220.75	\$ 16,117,731.17
	Points Allocated based on Evaluation Criteria	Not Applicable	Not Applicable	Not Applicable
6	Local Preference			
	Location Certification Form (Vendor's certification)	Local Business	Not Local	Local Business
	Points Allocated based on Evaluation Criteria	0	0	0

**D. Tiebreaker**

	<b>Area</b>	<b>Johnson Controls, Inc.</b>	<b>Climax, Inc. DBA Mechanical Air Concepts</b>	<b>Siemens Industry, Inc.</b>
<b>1</b>	Local Vendor (per Procurement Code) and included Business Tax Receipt with initial submittal	Not Eligible	Nonlocal	Local Business
<b>2</b>	Domestic Partnership Act Certification (Vendor must currently offer Domestic Partnership benefit)	Currently Complies/Offers	Currently Complies/Offers	Currently Complies/Offers
<b>3</b>	Volume of Previous Work (paid) (order for tiebreaker based on C.5 above)	Refer to C.5 for VOW calculations	Refer to C.5 for VOW calculations	Refer to C.5 for VOW calculations

**Additional Information:**

**Johnson Controls, Inc.** - Did not provide a copy of the official Broward County Local Business Tax Receipt with the submittal. Therefore, is not eligible for Location tiebreaker.

**Climax, Inc. DBA Mechanical Air Technology** - Selected the option for location certification indicating the firm is not a Local Business, Locally Based Business, or a Locally Based Subsidiary. Therefore, is not eligible for Location Tiebreaker.

**Siemens Industry, Inc.** provided Broward County Business Tax Receipt at time of opening.



OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT  
Governmental Center Annex

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400 • FAX 954-357-5674

**MEMORANDUM**

**DATE:** May 11, 2022

**TO:** Randy Plunkett, Purchasing Agent  
Purchasing Division

**THRU:** Sandy-Michael McDonald, Director  
Office of Economic and Small Business Development

**FROM:** Maribel Feliciano, Assistant Director  
Office of Economic and Small Business Development

**RE:** **Revised County Business Enterprise (CBE) Evaluation**  
**RFP No. BLD2123540P1- Building Automation Systems Services-**  
**County Facilities**

SANDY-MICHAEL MCDONALD  
Digitally signed by SANDY-MICHAEL MCDONALD  
Date: 2022.05.16 12:59:45 -04'00'

MARIBEL FELICIANO  
Digitally signed by MARIBEL FELICIANO  
Date: 2022.05.16 12:10:51 -04'00'

***This memorandum supersedes the April 20, 2022 memorandum.***

The following is an update regarding the Office of Economic and Small Business Development's (OESBD's) review for compliance with the 10% CBE goal on optional services for the above-referenced contract. In April of 2022, OESBD received and reviewed three (3) bids for CBE participation with two (2) of the three (3) respondents meeting the goal. One of the bidders, Siemens Industry, Inc. submitted CBE Letters of Intent (LOIs) during the review period but there were no percentages listed on the LOIs to indicate the amount of CBE participation. OESBD contacted them to inquire why they did not list percentages on their LOIs. In their response, Siemens Industry, Inc. indicated that the language in the RFP does not include a scope of work or volume of work for the "Optional Services" portion of the contract. Siemens Industry, Inc. claims that as the prime contractor they did not have access to that information at the time of bid submittal. Therefore, they could not provide percentage amounts for the CBE subcontractors they identified to meet the 10% CBE goal requirement for this RFP.

OESBD has contacted Broward County's Purchasing Division to verify the aforementioned and found that although the Optional Services are negotiated at the time of request by the county, the 10% goal requirement is applicable per Section 10.3 of the RFP: *"Contractor must meet or exceed the required CBE goal by utilizing the CBE firms listed in Exhibit F (or a CBE firm substituted for a listed firm, if permitted) for ten percent (10%) of Optional Services (the "Commitment") for the scope of work and the percentage of work amounts identified on each Letter of Intent. Promptly upon execution of this Agreement by County, Contractor shall enter into formal contracts with the CBE firms listed in Exhibit F and, upon request, shall provide copies of the contracts to the Contract Administrator and OESBD."*

**Revised CBE Evaluation Memo**

**RFP No. BLD2123540P1- Building Automation Systems Services- County Facilities**

In response to the claim from Siemens Industry, Inc., Broward County's Purchasing Division held a meeting on May 2<sup>nd</sup>, 2022 with OESBD to address their concerns with Siemens Industry, Inc.'s inability to meet the CBE goal. At that meeting, OESBD informed Siemens Industry, Inc. that the other two (2) respondents for this RFP submitted LOIs to OESBD that met the CBE goal requirement. Siemens requested a summary of the optional services from OESBD that were used from existing Contract No. R1305709P1 to identify previously requested services to meet the goal requirement. Due to the fact that Siemens Industry, Inc. is the prime contractor for the current contract, and they have provided this information to OESBD thru CBE Monthly Utilization Reports (MURs) submitted by them to Broward County, OESBD did not provide this information.

On May 3<sup>rd</sup>, 2022, OESBD sent a reminder to the Purchasing Division (Purchasing) to submit a written request for OESBD to grant a second opportunity for Siemens Industry, Inc. to meet the 10% CBE goal assigned to RFP No. BLD2123540P1-Building Automation Systems Services-County Facilities. On May 3<sup>rd</sup>, 2022, the Purchasing Division sent a request via E Mail for OESBD to grant Siemens Industry, Inc. an additional opportunity to meet the CBE goal. On May 5<sup>th</sup>, 2022, Purchasing sent a follow-up E Mail requesting a status of the progress of the compliance review from OESBD. On May 6<sup>th</sup>, 2022, Purchasing sent an E Mail to OESBD that Siemens Industry, Inc, had contacted them and stated that they had not heard from OESBD, but they submitted a revised Letter of Intent (LOI) to use Edge Electric, Inc., a CBE certified firm, for 10% CBE participation as an attachment to the E Mail correspondence. On May 9<sup>th</sup>, 2022, OESBD responded to the status request and provided an update to the Purchasing Division that a second request for CBE Letters of Intent would not be necessary due to the information needed for Siemens Industry, Inc. to be in compliance was previously provided by the Purchasing Division. An overview of the revised CBE participation of the respondents is provided as follows:

**Met the CBE Requirements:**

<b><u>Firms</u></b>	<b><u>Category</u></b>	<b><u>Percentage</u></b>
<b>Climax, Inc., dba Mechanical Air Concepts (prime)</b> Airmatic Controls, Inc.	CBE	10%
<b>Johnson Controls, Inc. (prime)</b> Citizen Protection, Inc.	CBE	10%
<b>Siemens Industry, Inc. (prime)</b> Edge Electric, Inc.	CBE	10%

**Compliance Comments:**

Climax, Inc., dba Mechanical Air Concepts; Johnson Controls, Inc. and Siemens Industry, Inc. are all in compliance with the CBE program requirements of the RFP.

**Revised CBE Evaluation Memo**  
**RFP No. BLD2123540P1- Building Automation Systems Services- County Facilities**

**CBE Compliance History:**

The following is a report of the respondents' CBE compliance history for active and completed projects within the last five (5) years of the RFP opening date of March 9th, 2022. The information is compiled from various sources including Contract Central, OESBD's Database (ALTs) and Monthly Utilization Reports (MURs):

**Climax, Inc., dba Mechanical Air Concepts:** OESBD found no active or completed projects with CBE requirements within the last 5 years.

**Johnson Controls Inc.**

<b>Project Name</b>	<b>Project Number</b>	<b>Amount Paid to CBE Firms</b>
Fire Alarm and Card Access Systems	M2113151A1	\$448,301.00

**CBE Compliance History (continued):Siemens Industry, Inc.**

<b>Project Name</b>	<b>Project Number</b>	<b>Amount Paid to CBE Firms</b>
Energy Audit and Performance Consultant Services	R1243101P1	\$973,512.00
Building Automation Systems Services	R1305709P1	\$100,331.00

cc: Janice Carter, Contract Grant Administrator, FMD  
Donna-Ann Knapp, Small Business Development Manager, OESBD  
James Vose, Jr., Small Business Development Specialist, OESBD



## FINANCE AND ADMINISTRATIVE SERVICES DEPARTMENT

115 S. Andrews Avenue, Room 513 • Fort Lauderdale, Florida 33301 • 954-357-7130 • FAX 954-357-7134 • Email: [finance@broward.org](mailto:finance@broward.org)

### MEMORANDUM

To: Janice Carter, Project Manager, Facilities Management Division

Cc: Randall Plunkett, Purchasing Agent Senior, Purchasing Division

From: Lori Fortenberry, Acting Finance Manager  
Finance and Administrative Services Department

Digitally signed by LORI  
FORTENBERRY  
Date: 2022.04.04 16:35:39  
-04'00'

Date: April 4, 2022

Re: **BLD2123540P1 - Building Automation Systems Services-County Facilities**

This memorandum provides a review of the financial statements for the respondents of the above referenced RFP.

The RFP specifies that the respondents will provide two years of financial statements. At a minimum, financial statements are generally defined as balance sheets and statements of operations (income statements) and may include tax returns which include this data. This review is not intended to express an opinion on the financial statements, but to determine whether the proposer has met the element of responsibility. Our review is intended to disclose to the committee whether the respondent submitted all of the required financial documents as specified in the RFP and to make the committee aware of any reportable condition and/or apparent issues in the financial statements which would indicate that the firm is not capable of performing the services specified in the RFP.

Reportable conditions include negative equity, net loss, and current ratios less than 1.0. The current ratio is calculated by dividing current assets by current liabilities, with a ratio of 1.0 or higher generally indicates a firm can meet its financial obligations in a timely manner. Debt to Equity is a measure of a company's financial leverage calculated by dividing its total liabilities by stockholders' equity. This ratio provides the relative proportion of the firm's equity and debt used to finance assets. A reportable condition is not necessarily indicative of a firm's inability to perform but may be one of many factors the Committee considers in its evaluation.

There were three (3) respondents to the RFP. All Respondents fully complied with the financial requirements of the RFP.

The following are the comment to be brought to the attention of the committee:

**Siemens Industry, Inc.** – Financials were originally presented in Euros. Converted to USD using the 12/31/2021 exchange rate of 1.137.

Attached is a spreadsheet showing selected financial data.

RFP/RLJ#	BLD2123540P1
TITLE:	Building Automation Systems Services-County Facilities
AGENCY:	Facilities Management Division
PM:	Janice Carter
# of RESPONDERS:	3

Responder Name:	Johnson Controls, Inc.
Confidentiality Claim:	N
Publicly Traded:	N

FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
9/30/2021	Form 8-k	N	23,668,000,000	1,637,000,000	18,753,000,000	9,998,000,000	9,098,000,000	41,890,000,000	23,137,000,000	1.23	1.10
9/30/2020	Form 8-k	N	22,317,000,000	631,000,000	18,533,000,000	10,053,000,000	8,248,000,000	40,815,000,000	22,282,000,000	1.20	1.22

Responder Name:	Climax Inc., dba Mechanical Air Concepts
Confidentiality Claim:	N
Publicly Traded:	N

FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
12/31/2021	Financial Statements	N	6,085,877	904,954	1,545,967	2,560,786	439,064	2,582,568	1,036,601	0.67	5.83
12/31/2020	Financial Statements	N	3,245,630	76,681	625,923	1,310,394	554,210	1,325,782	699,858	1.12	2.36

Responder Name:	Siemens Industry, Inc.
Confidentiality Claim:	N
Publicly Traded:	N

FY Period	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Curr. Assets (CA)	Curr. Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
12/31/2021	Financial Statements	Y	70,795,305,000	7,614,489,000	56,025,675,000	59,510,580,000	45,425,424,000	158,734,296,000	102,708,621,000	1.83	1.31
12/31/2020	Financial Statements	Y	62,823,798,000	4,775,400,000	45,278,751,000	60,224,616,000	38,791,029,000	140,870,889,000	95,592,138,000	2.11	1.55

<sup>1</sup> Debt to Equity Ratio The Debt to Equity Ratio is a measure of a company's financial leverage calculated by dividing its total liabilities by stockholders' equity. It indicates the proportion of equity and debt the company is using to finance its assets. A high debt/equity ratio generally means that a company has been aggressive in financing its growth with debt.

<sup>2</sup> Current Ratio The Current Ratio is a liquidity ratio that measures a company's ability to pay short-term obligations and is calculated by dividing current assets by current liabilities. The higher the current ratio, the more capable the company is of paying its obligations. A ratio under 1.0 suggests that the company would be unable to pay off its obligations if they came due at that point.

**MEMORANDUM**

**TO:** Randall Plunkett, Purchasing Agent  
**FROM:** Matthew Haber, County Attorney's Office MSH  
Signature/ Initials  
**DATE:** March 21, 2022  
**RE:** **Litigation Review for Solicitation # BLD2123540P1 Building Automation Sy**

We reviewed the litigation history between Broward County and the proposing vendors. [check one of the following two boxes below]

- No record of litigation during the last five (5) years between Broward County and any proposing vendor for this solicitation.
- Litigation history with Broward County exists with one or more proposing vendor for this solicitation in last five (5) years. See details below for more information.

In addition, we reviewed the litigation disclosure forms submitted by proposing vendors regarding material case history between vendors and third parties during the last three years. [check one of the following three boxes below]

- No record of material case history between vendors and third parties during the last three years.
- Material case history exists with one or more proposing vendor and third parties for this solicitation in last three (3) years. However, based on our analysis of the applicable litigation, we do not believe it presents a concern regarding responsibility.
- Material case history exists with one or more proposing vendor and third parties for this solicitation in last three (3) years. Based on our analysis, one or more of these disclosed cases presents a concern regarding responsibility that should be considered by the committee.

List vendor name, filing date, applicable court, asserted claims, and status of any applicable litigation:



Finance and Administrative Services Department  
**RISK MANAGEMENT DIVISION**  
115 S Andrews Avenue, Room 218 • Fort Lauderdale, Florida 33301 • 954-357-7200 • FAX 954-357-7180

INSURANCE COMPLIANCE MEMORANDUM

April 11, 2022

TO: Randall Plunkett, Purchasing Agent Senior  
FROM: Colleen Pounall, Assistant Risk Manager *CPounall*  
RE: BLD2123540P1, Building Automation Systems Services-County Facilities

Digitally signed by  
COLLEEN A. POUNALL  
Date: 2022.04.11 16:12:56  
-04'00'

We have reviewed the proof of insurance from the proposers.

This solicitation requires proposers to either provide proof of insurance (even if the minimum limits are not met), or a letter stating that the proposer will comply with the minimum insurance requirements if awarded.

The requirements in this solicitation were:

- General Liability
- Automobile Liability
- Workers Compensation

Below is a summary of the compliance of the proposers:

Johnson Controls, Inc.	Compliant
Climax Inc. dba Mechanical Air Concepts	Compliant
Siemens Industry, Inc.	Compliant

Please advise Risk Management of any exceptions taken to the standard terms and conditions of the insurance article.



Vendor Reference Verification Form for RFPs, RLI's and RFQs

Broward County Solicitation No. and Title:
Bid #BLD2123540P1 - Building Automation Systems Services - County Facilities

Reference for: Climax/Mechanical Air
Organization/Firm Name providing reference: Florida Memorial University - Main Campus - Miami Gardens
Contact Name: David Jaccarino Title: Facilities Director Reference date: 3/4/2022
Contact Email: david.jaccarino@fmuniv.edu Contact Phone: (305) 815-8039
Name of Referenced Project: Florida Memorial University Controls Upgrade
Contract No. Date Services Provided: 01/01/2020 Project Amount: 1,500,000.00

Vendor's role in Project: [X] Prime Vendor [ ] Subconsultant/Subcontractor
Would you use this vendor again? [X] Yes [ ] No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Upgrade and new installation of HVAC equipment and controls

Table with 5 columns: Please rate your experience with the referenced Vendor, Needs Improvement, Satisfactory, Excellent, Not Applicable. Rows include Vendor's Quality of Service, Vendor's Organization, Timeliness of, Project completed within budget, and Cooperation with.

Additional Comments: (provide on additional sheet if needed)
Very professional organization with excellent follow-up.

\*\*\*THIS SECTION FOR COUNTY USE ONLY\*\*\*

Verified via: [X] EMAIL [ ] VERBAL Verified by: Janice Carter Division: FMD Date: 3/18/2022

All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to the Broward County Procurement Code.



Vendor Reference Verification Form for RFPs, RLIs and RFQs

Broward County Solicitation No. and Title:
BLD2123540P1 - Building Automation System Services - County Facilities

Reference for: Climax Inc DBA Mechanical Air Concepts

Organization/Firm Name providing reference:

Baptist Health South Florida

Contact Name: Hernando Morales Title: Manager Facilities Operations -Baptist Reference date: 03-18-2022

Contact Email: HernandoM@baptisthealth.net Contact Phone: (305)608-7876

Name of Referenced Project: Controls Service Agreement 24/7/365 Days/Year For 35 Properties

Contract No. 10000-0000960075 and 10000-0000948725 Date Services Provided: 2021-Present Project Amount: \$212,000.00/Year

Vendor's role in Project: [X] Prime Vendor [ ] Subconsultant/Subcontractor

Would you use this vendor again? [X] Yes [ ] No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Remote and onsite support to maintain HVAC controls for 35 critical care facilities up and running and retro-commissioning services

Table with 5 columns: Please rate your experience with the referenced Vendor, Needs Improvement, Satisfactory, Excellent, Not Applicable. Rows include Vendor's Quality of Service, Vendor's Organization, Timeliness of, Project completed within budget, and Cooperation with.

Additional Comments: (provide on additional sheet if needed) In Other Construction Projects, Contractor Demonstrates Competency and Excellence, Including Doral Hospital, Baptist Pharmacy Warehouse, CDSC

\*\*\*THIS SECTION FOR COUNTY USE ONLY\*\*\*

Verified via: [X] EMAIL [ ] VERBAL Verified by: Janice Carter Division: FMD Date: 3/18/2022

All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to the Broward County Procurement Code.



Vendor Reference Verification Form for RFPs, RLIs and RFQs

Broward County Solicitation No. and Title: BLD2123540P1 - Building Automation System Services - County Facilities

Reference for: Climax Inc DBA Mechanical Air Concepts

Organization/Firm Name providing reference: Colliers International

Contact Name: Duanne Jordan Title: Sr Property Mgr Reference date: 3-9-2022

Contact Email: duanne.jordan@colliers.com Contact Phone: (786) 486-3535

Name of Referenced Project: Burger King Headquarters 5505 Blue Lagoon Drive, Miami FL 33126

Contract No. Ongoing Construction and Maintenance Contract Date Services Provided: 03/06/2019 Project Amount: 3,700,000.00

Vendor's role in Project: [X] Prime Vendor [ ] Subconsultant/Subcontractor

Would you use this vendor again? [X] Yes [ ] No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Retrofit, Installation and Service Of Pneumatic Control System And Trane Tracer Summit System Conversion To DDC

Table with 5 columns: Please rate your experience with the referenced Vendor, Needs Improvement, Satisfactory, Excellent, Not Applicable. Rows include Vendor's Quality of Service, Vendor's Organization, Timeliness, Project budget, and Cooperation.

Additional Comments: (provide on additional sheet if needed) MAC has provided single source solutions to Colliers since 2015. They Command many trades including controls, pneumatics, integration, mechanical and testing and balancing. They are a great partner at our facilities.

\*\*\*THIS SECTION FOR COUNTY USE ONLY\*\*\*

Verified via: [X] EMAIL [ ] VERBAL Verified by: Janice Carter Division: FMD Date: 3/18/2022

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**Vendor Reference Verification Form for RFPs, RLLs and RFQs**

Broward County Solicitation No. and Title:

Bid BLD2123540P1 Building Automation Systems Services - County Facilities

Reference for: Johnson Controls Inc.

Organization/Firm Name providing reference:

Florida International University

Contact Name: Danny Paán Title: Director Operation Reference date: 02/22/2022

Contact Email: paand@fiu.edu Contact Phone: (305) 348-4005

Name of Referenced Project: Controls Service

Contract No. Date Services Provided: Project Amount:  
07/01/2021 147,000.00

Vendor's role in Project:  Prime Vendor  Subconsultant/Subcontractor

Would you use this vendor again?  Yes  No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

[Empty box for description of services]

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
a. Responsive	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
a. Staff expertise	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
a. Project	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
a. Your Firm	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)

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Vendor Reference Verification Form – RFPs, RLLs, RFQs  
(Revised 1/22)



**Vendor Reference Verification Form for RFPs, RLIs and RFQs**

**Broward County Solicitation No. and Title:**

**Bid BLD2123540P1 Building Automation Systems Services - County Facilities**

**Reference for:** Johnson Controls Inc.

**Organization/Firm Name providing reference:**

Telemundo

**Contact Name:** Adrian Paez **Title:** Director Operation **Reference date:** 03/18/2022

**Contact Email:** adrian.paez@nbcunl.com **Contact Phone:** (786) 586-0168

**Name of Referenced Project:** Controls Service

<b>Contract No.</b>	<b>Date Services Provided:</b>	<b>Project Amount:</b>
	02/01/2022	121,879.00

**Vendor's role in Project:**  Prime Vendor  Subconsultant/Subcontractor

**Would you use this vendor again?**  Yes  No **If No, please specify in Additional Comments (below).**

**Description of services provided by Vendor:**

Provide all controls/mechanical services for all buildings and the chiller plant.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
a. Responsive	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Project completed within budget	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Cooperation with:				
a. Your Firm	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Subcontractor(s)/Subconsultant(s)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Regulatory Agency(ies)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Additional Comments: (provide on additional sheet if needed)**

\*\*\*THIS SECTION FOR COUNTY USE ONLY\*\*\*

Verified via:  EMAIL  VERBAL Verified by: Janice Carter Division: FMD Date: 03/30/2022

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Vendor Reference Verification Form for RFPs, RLIs and RFQs

Broward County Solicitation No. and Title:

Bld BLD2123540P1 Building Automation Systems Services - County Facilities

Reference for: Johnson Controls Inc.

Organization/Firm Name providing reference:

Florida Atlantic University

Contact Name: Patrick Cheung Title: Director Operation Reference date: 03/18/2022

Contact Email: pcheung@fau.edu Contact Phone: (561) 289-6036

Name of Referenced Project: Controls Service

Contract No. Date Services Provided: 08/01/2021 Project Amount: 40,681.00

Vendor's role in Project: [X] Prime Vendor [ ] Subconsultant/Subcontractor

Would you use this vendor again? [X] Yes [ ] No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Preventative Maintenance, Building automation controls. Update and recommission existing controls, graphics and point to...

Table with 5 columns: Please rate your experience with the referenced Vendor, Needs Improvement, Satisfactory, Excellent, Not Applicable. Rows include Vendor's Quality of Service, Vendor's Organization, Timeliness of, Project completed within budget, and Cooperation with.

Additional Comments: (provide on additional sheet if needed)

\*\*\*THIS SECTION FOR COUNTY USE ONLY\*\*\*

Verified via: [X] EMAIL [ ] VERBAL Verified by: Janice Carter Division: FMD Date: 03/21/2022

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Vendor Reference Verification Form - RFPs, RLIs, RFQs (Revised 1/22)



Vendor Reference Verification Form for RFPs, RLI's and RFQs

Broward County Solicitation No. and Title:

BLD2123540P1 - Building Automation Systems Services - County Facilities

Reference for: Siemens Industry, Inc

Organization/Firm Name providing reference:

University of Miami

Contact Name: Jose Varona Title: BMS Reference date: 2/22/2022

Contact Email: j.varona@miami.edu Contact Phone: (305) 297-7413

Name of Referenced Project: Ongoing BMS Service Contract

Contract No. Date Services Provided: Project Amount:
Total Annual Value ongoing since 2010 1,250,000.00

Vendor's role in Project: [X] Prime Vendor [ ] Subconsultant/Subcontractor

Would you use this vendor again? [X] Yes [ ] No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Ongoing maintenance and repairs of multiple facilities.

Table with 5 columns: Needs Improvement, Satisfactory, Excellent, Not Applicable. Rows include Vendor's Quality of Service, Vendor's Organization, Timeliness of, Project completed within budget, and Cooperation with.

Additional Comments: (provide on additional sheet if needed)

\*\*\*THIS SECTION FOR COUNTY USE ONLY\*\*\*

Verified via: [X] EMAIL [ ] VERBAL Verified by: Janice Carter Division: FMD Date: 3/22/2022

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Vendor Reference Verification Form - RFPs, RLI's, RFQs (Revised 1/22)



Vendor Reference Verification Form for RFPs, RLIs and RFQs

Broward County Solicitation No. and Title:

BLD2123540P1 - Building Automation Systems Services - County Facilities

Reference for: Siemens Industry, Inc

Organization/Firm Name providing reference:

Miami-Dade County

Contact Name: David Garcia Title: BMS Reference date:

Contact Email: dgarcia@miamidade.gov Contact Phone: (305) 375-4217

Name of Referenced Project: Ongoing BMS Service Contract

Contract No. Date Services Provided: Project Amount:
N/A ongoing since 1992 2,000,000.00

Vendor's role in Project: [X] Prime Vendor [ ] Subconsultant/Subcontractor

Would you use this vendor again? [X] Yes [ ] No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Ongoing maintenance and repairs of multiple facilities.

Table with 5 columns: Needs Improvement, Satisfactory, Excellent, Not Applicable. Rows include Vendor's Quality of Service, Vendor's Organization, Timeliness of, Project completed within budget, and Cooperation with.

Additional Comments: (provide on additional sheet if needed)

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Vendor Reference Verification Form for RFPs, RLIs and RFQs

Broward County Solicitation No. and Title:

BLD2123540P1 - Building Automation Systems Services - County Facilities

Reference for: Siemens Industry, Inc

Organization/Firm Name providing reference:

Joe DiMaggio Children's Hospital

Contact Name: Terry Reardon Title: Facilities Director Reference date:

Contact Email: TReardon@mhs.net Contact Phone: (954) 265-0581

Name of Referenced Project: Ongoing BMS Service Contract

Contract No. Date Services Provided: Project Amount:
N/A 01/01/2022 150,000.00

Vendor's role in Project: [X] Prime Vendor [ ] Subconsultant/Subcontractor

Would you use this vendor again? [X] Yes [ ] No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Ongoing maintenance and repairs of multiple facilities.

Table with 5 columns: Needs Improvement, Satisfactory, Excellent, Not Applicable. Rows include Vendor's Quality of Service, Vendor's Organization, Timeliness of, Project completed within budget, and Cooperation with.

Additional Comments: (provide on additional sheet if needed)

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- ▼ **Contracts Central**
  - ▷ Fixed/Open Contracts
  - ▷ Work Auth
  - ▷ Projects
- ▼ **PURCHASING**
  - ▷ Procurement
  - ▷ FileRoom Dashboard
  - ▷ FileRoom Insert
  - ▷ Debarment Dashboard
- ▼ **Favorites**
  - ▷ Prime Vendor
  - ▷ Sub Vendor
  - ▷ Purchase Order
  - ▷ Evaluation
- ▷ Log Off

**Prime Vendor Dashboard - MECHANICAL AIR  
CONCEPTSCLIMAX INC**

**NEW PS / 0000005131 - MECHANICAL AIR  
CONCEPTSCLIMAX INC Prime Vendor Summary**

**1 OE: Open**  
Thres: PS: **\$201,805.60** Used: **\$3,911.40** Remain: **\$197,894.20**

**1 OE: Expired**  
Thres: PS: **\$350,830.50** Used: **\$297,337.50** Remain: **\$53,493.00**

**2 OE:**  
Total: Thres: **\$552,636.10** Used: **\$301,248.90** Remain: **\$251,387.20**

No Fixed Contracts

**2 Final/Completed/Renewal Eval Have Been Completed (5 Yrs)  
For A Overall Average Of: 4.12**

From Begining Of Advantage: First PO Issued Date: **05/30/2019**

Purchase Orders: **30 POs With A Total Amt Of: \$301,248.90 Paid  
To Dt: (\$123,062.50) Balance: \$178,186.40**

[Contracts](#)   [Purchase Orders](#)   [Documents](#)   [Finish](#)

**Vendor Performance Evaluations**

**5yr Final/Complete/Renew (2) Avg: 4.12**

- ▼ Contracts Central
  - ▷ Fixed/Open Contracts
  - ▷ Work Auth
  - ▷ Projects
- ▼ PURCHASING
  - ▷ Procurement
  - ▷ FileRoom Dashboard
  - ▷ FileRoom Insert
  - ▷ Debarment Dashboard
- ▼ Favorites
  - ▷ Prime Vendor
  - ▷ Sub Vendor
  - ▷ Purchase Order
  - ▷ Evaluation
- ▷ Log Off

Prime Vendor Dashboard - JOHNSON CONTROLS INC

VC0000014521 / VC00014521 - JOHNSON CONTROLS INC Prime Vendor Summary

1 OE: Open Thres: PS: \$7,778,231.72 Used: \$1,950,694.64 Remain: \$5,827,537.08

11 OE: Expired

Thres: Adv: \$14,181,919.29 PS: \$12,372,352.77 Total: \$26,554,272.06 Used: \$34,250,909.34 Remain: (\$7,696,637.28)

12 OE: Total: Thres: \$34,332,503.78 Used: \$36,201,603.98 Remain: (\$1,869,100.20)

Fixed Contracts - Open: 0 Total \$0.00 Closed: 11 Total: \$12,335,468.70

5 Final/Completed/Renewal Eval Have Been Completed (5 Yrs) For A Overall Average Of: 3.97

From Begining Of Advantage: First PO Issued Date: 10/08/2004

Purchase Orders: 1,816 POs With A Total Amt Of: \$43,089,676.50 Paid To Dt: (\$41,592,808.37) Balance: \$1,264,907.14

Contracts

Purchase Orders

Sub Vendors

Documents

Finish

Vendor Performance Evaluations

5yr Final/Complete/Renew (5) Avg: 3.97

Archived Final/Complete/Renew (9) Avg: 3.87

Periodic (2) Avg: 4.5

Old - Manual (11)

- ▼ Contracts Central
  - ▶ Fixed/Open Contracts
  - ▶ Work Auth
  - ▶ Projects
- ▼ PURCHASING
  - ▶ Procurement
  - ▶ FileRoom Dashboard
  - ▶ FileRoom Insert
  - ▶ Debarment Dashboard
- ▼ Favorites
  - ▶ Prime Vendor
  - ▶ Sub Vendor
  - ▶ Purchase Order
  - ▶ Evaluation
- ▶ Log Off

**Prime Vendor Dashboard - SIEMENS INDUSTRY INC**

**VC0000005476 / VC00005476 - SIEMENS INDUSTRY INC Prime Vendor Summary**

**5 OE: Open Thres: PS: \$26,014,551.79 Used: \$16,072,491.08 Remain: \$9,942,060.71**

**12 OE: Expired**

**Thres: Adv: \$2,296,988.51 PS: \$3,962,026.79 Total: \$6,259,015.30 Used: \$4,431,728.93 Remain: \$1,827,286.37**

**17 OE: Total: Thres: \$32,273,567.09 Used: \$20,504,220.01 Remain: \$11,769,347.08**

**Fixed Contracts - Open: 0 Total \$0.00 Closed: 1 Total: \$217,576.00**

**5 Final/Completed/Renewal Eval Have Been Completed (5 Yrs) For A Overall Average Of: 4.08**

**From Begining Of Advantage: First PO Issued Date: 10/11/2004**

**Purchase Orders: 759 POs With A Total Amt Of: \$21,068,722.08 Paid To Dt: (\$20,052,340.63) Balance: \$969,579.42**

[Contracts](#) [Purchase Orders](#) [Documents](#) [Finish](#)

**Vendor Performance Evaluations**

[5yr Final/Complete/Renew \(5\) Avg: 4.08](#)

[Archived Final/Complete/Renew \(15\) Avg: 4.23](#)

[Periodic \(3\) Avg: 3.83](#)

[Old - Manual \(1\)](#)