



# MANATEE COUNTY GOVERNMENT SOURCE SELECTION

<b>SUBJECT</b>	RFP #10-2070FL – Conduit & Fiber Optic Maintenance, Support & Restoration Svcs	<b>DATE POSTED</b>	November 17, 2010 Day posted on Mymanatee.org: 
<b>PURCHASING REPRESENTATIVE</b>	Frank Lambertson, 749-3042	<b>DATE CONTRACT SHALL BE AWARDED</b>	N/A
<b>DEPARTMENT</b>	Financial Management Dept./Purchasing Div.	<b>CONSEQUENCES IF DEFERRED</b>	N/A 
<b>SOURCE RECOMMENDATION</b>	MasTec North America, Inc., Tampa, FL	<b>AUTHORIZED BY DATE</b>	Rob Cuthbert November 17, 2010

### ACTION DESIRED

Approval to enter into negotiations with MasTec North America, Inc., Tampa, FL to provide Conduit and Fiber Optic Maintenance Support and Restoration Services on an as needed basis for an estimated annual cost of \$60,000.

### ENABLING/REGULATING AUTHORITY

*Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)*

Manatee County Code of Laws, Chapter 2-26 Manatee County Purchasing Ordinance, Section 2-26-40 and the Standards and Procedures approved by the County Administrator.

### BACKGROUND/DISCUSSION

- Manatee Estimated expenditure of future fund on a yearly basis is \$60,000.
- Funding Source: 310 6066900 534000
- **MANATEE COUNTY** firms that were directly contacted and made aware of this Request for Proposal were, and took the following actions in response to the RFP:
- There were no Manatee County firms found that would provide the products and services required by the RFP.
- Proposals were received from the following firms:

**Manatee County firms:**

None.

**Local firms:**

B & E Utility Contractor, Inc., Sarasota, FL  
MasTec North America Inc., Tampa, FL

**Other firms:**

None.

- Approval to enter into negotiations with the top ranked firm MasTec North America Inc., Tampa, FL.  
(continued on page 2)

**SUMMARY**

Recommend negotiations with MasTec North America Inc., Tampa, FL

**ATTACHMENTS: (List in order as attached)**

1. Approval Email  
Rob Cuthbert

**INSTRUCTIONS TO BOARD RECORDS:**

N/A

**COST**

\$60,000.00

**SOURCE (ACCT# & NAME)**

310-6066900-534000

**COMMENTS**

N/A

**AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)**

N/A

- Information Services Department, Communications Division requires maintenance and restoration services, items to be maintained include but are not limited to, Duraline Future Path conduit systems, HPDE conduit, pull boxes, fiber optic cable, connectors and splice enclosures.
- 4/23/10 – 10/27/10 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to one hundred fifteen (115) firms who provide this service; eighteen (18) firms downloaded the RFP and two (2) firms' submitted proposals.
- The RFP was advertised locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to members.
- The Selection Committee consisted of:  
  
Ron Hardy, Information Services Department, Communications Division  
Bill Kerey, Information Services Department, Communications Division  
Frank Lambertson, Financial Management Department, Purchasing Division
- The Selection Committee convened 10/27/10 and ranked the firms as follows for the purpose of negotiating a contract with the top ranked firm:
- Ranked #1, MasTec North America Inc., Tampa, FL – The top ranked firm, demonstrated exceptional qualifications via their proposal. Of particular importance its understanding of the County's requirements; successful past performance and familiarity with the County's fiber optic system (MasTec was the installer); a reasonable pricing structure and a willingness to work with the County.
- Ranked #2, B & E Utility Contractor, Inc., Sarasota, FL – The firm presented its professional capabilities in a clear and concise manner via their proposal response. It has successfully provided similar services as required in the Scope of Service of the Request for Proposal and provided acceptable references. However, was ranked second by the Selection Committee due to a presumed higher cost (higher labor rates) to the County.

Re: Selection for Negotiations -Conduit & Fiber Maintenance, Support and Restoration Services

Ed Hunzeker

to:

Rob Cuthbert

11/16/2010 10:53 AM

Cc:

"Melissa Assha", "Frank Lambertson"

Show Details

Please proceed!

Thank you.

Ed

On Nov 16, 2010, at 10:04 AM, "Rob Cuthbert" <[rob.cuthbert@mymanatee.org](mailto:rob.cuthbert@mymanatee.org)> wrote:

Mr. Hunzeker,

We are communicating the recommended selection of MasTec North America, Inc., Tampa, FL, for conduit and fiber maintenance and restoration services for Manatee County.

Staff will proceed with the posting of the selection and begin negotiations upon your confirmation.

Thank you. Rob Cuthbert

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**Local** firms:

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MasTec North America Inc., Tampa, FL

**Other** firms:

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Frank G. Lambertson, Contracts Negotiator  
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