

**MANATEE COUNTY GOVERNMENT
INTENT TO AWARD**

RFO No.	18-R068258JE	DATE POSTED	MC _____ DS _____
PROCUREMENT REPRESENTATIVE	Jacob Erickson	AWARD DATE	June 27, 2018
DEPARTMENT	Parks and Natural Resources Department	AUTHORIZED BY DATE	Theresa Webb, CPPO, CPPB, CPSM, C.P.M., Procurement Official  6/26/2018

NOTICE OF INTENT TO AWARD

The Manatee County Procurement Division provides notice of its intent to award a contract with ASAP Ice for the provision of Ice Vending Machine Services.

ENABLING/REGULATING AUTHORITY

Manatee County Procurement Ordinance, Sec 2-26.

BACKGROUND/DISCUSSION

BACKGROUND
This solicitation was advertised on April 9, 2018 on the Manatee County website and DemandStar. It was also provided to the Manatee County Chamber of Commerce and the Manasota Black Chamber of Commerce for release of its members. One offer was received from:

1. ASAP Ice Ellenton, FL

TECHNICAL EVALUATIONS
Evaluation of the offer was conducted based upon the criteria in the RFO. Attached is a copy of the strengths and weaknesses identified for the offer.

The Property Management Department is recommending award of an agreement for Ice Vending Machine Services to the following firm(s):

ASAP Ice., Ellenton, FL

ATTACHMENTS (List in order of attached)	RFO No. 18-R068258JE – Scoring Summary	NAME OF FUNDING SOURCE	N/A
COST	Revenue Generating	FUNDS VERIFIED	N/A

Technical Evaluation Form for Ice Vending Machine Services 18-R068258JE Request for Offer June 27, 2018 Manatee County Government Procurement Division Bradenton, FL		Project Approach		Capabilities and Sustainability		Offeror and Team's Experience		Proposed Commission Structure		TOTAL		PERCENTAGE OF PERFECT SCORE	
		40	30	10	20	100							
ASAP Ice		33.0	28.0	8.0	15.0	84.0					84%		
Maximum Score													

Technical Evaluation Team Members:
Angela Hontis

1	Angela Honts Score	Project Approach 40	
		<ol style="list-style-type: none"> 1. Offeror's approach to providing services and how approach meets County objectives. 2. Narrative of approach and methodology for engaging with County and public. 3. Offeror's technical ability to implement and perform all facets of Scope. 4. Joint venture statement. 5. Type of vending machines. 6. Procedures for handling, depositing, reconciling, auditing and reporting revenues. 7. Methodologies and procedures for providing customer service. 8. Risk management plan 9. Safety plan. 10. Refund Policy. 11. Schedule of preventative maintenance. 12. Project schedule. 13. System for cash handling. 	

		Strengths	Weaknesses
ASAP Ice	33.0	33.0 <ol style="list-style-type: none"> 1. Approach includes energy efficiencies related to electrical amperage draws, Energy Star rating, NSF certification and UL rating. 2. Offeror stated experience (35+ yrs) working with County representatives and Public. Offeror noted willingness to work with County Project Manager. 3. Strength: Offeror states he has experience with the proposed machine vendor and will have repairs made by persons who have been trained by the manufacturer of the vending machines. He appears to have the knowledge and experience and has provided a model of the proposed machine. 4. N/A 5. Brochure provided with manufacturer make and model and specifications. 6. Information provided. A permanent vend counter as well as a resettable vend counter are noted. 7. Information provided. 8. Risk Management plan provided and mitigation of potential issues and mitigation provided. 9. Offeror states no environmental impact and that no chemicals will be dumped into the ground during installation of the machine. Also noted, that DEP has approved the machine for a french drain. 10. N/A 11. Service and routine maintenance recommendations provided. Proposed blank maintenance log provided. 12. A loose schedule was provided under Tab 5. 13. Offeror proposes a tracking/vend counter for each machine and for auditing purposes . 	<ol style="list-style-type: none"> 1. Energy Star rating score not noted (1-100?) for the vending machine. 2. None. 3. Refund website not provided. 4. N/A 5. None. 6. Transportation method from vending machine through bank deposit not noted. Documented deposits noted, however reconciliation of money was unclear. 7. None. 8. None. 9. Potential environmental impacts during operation no noted if any. 10. Not provided. 11. Comprehensive schedule not provided. 12. Detailed project schedule not provided. 13. None.

2	Angela Honts Score	Capabilities and Sustainability 30	
		<ol style="list-style-type: none"> 1. Installation plan and schedule. 2. Capabilities and sustainability of ice vending machines. 3. Legal capacity. 4. Prior or pending litigation. 5. Financial capacity. 6. Access to financial records. 	

		Strengths	Weaknesses
ASAP Ice	28.0	28.0 <ol style="list-style-type: none"> 1. Understands licensed contractors needed for plumbing and electrical. 2. Narrative of schedule provided as requested. 3. All information has been provided. Offeror is licensed by FDACS for ice production and has a Florida resale certificate. Registered as a fictitious name. 4. Offeror has no current or pending litigation noted. 5. Offeror states self funded and private investors but not a joint filing. 6. Provided letter provided granting access upon contract award. 7. None. 	<ol style="list-style-type: none"> 1. Schedule provided is limited could have been more comprehensive to include comprehensive construction and permitting/AHJ inspections. 2. Possibly the use of refrigerant Freon R404A - may not be the most energy efficient as stated and have higher GWP than others available. 3. None. 4. Private investor information not provided. 5. Not a joint filing and unclear what the offeror to investor funding is. 6. None. 7. None.

3	Angela Honts Score	Offeror and Team's Experience 10	
		<ol style="list-style-type: none"> 1. Background, size and years in business. 2. Years of experience in ice vending machine services. 3. Experience in ice vending machine services for other clients. 4. Key personnel. 5. Proposed sub-contractors. 6. Three client references. 	

		Strengths	Weaknesses
ASAP Ice	8.0	8.0 <ol style="list-style-type: none"> 1. Provided. Offeror seems to have done a lot of research. 2. Spent 2 years researching. 3. None identified. 4. Dealing directly with the owner. 5. One vendor provided. 6. Three references provided. 	<ol style="list-style-type: none"> 1. Ice vending experience limited to offeror's own business application. 2. Less than 1 year. 3. It appears that the only experience is the Offeror's personal business. 4. None. 5. None. 6. It is not clear if the references are related to ice vending scope of work.

4	Angela Honts Score	Proposed Commission Structure 20	
		Offeror's structure that includes rent and commission to be paid to County. Include projections of anticipated revenue and customer price that product will vend for the period of the first 12 months.	

		Strengths	Weaknesses
ASAP Ice	15.0	15.0 <p>Payment structure not only conformed to the RFP instructions it also provided an alternate payment option (commission per vend.)</p>	<p>Anticipated net revenues for each location not listed - just vends per day</p>