

MANATEE COUNTY GOVERNMENT

INTENT TO NEGOTIATE

SUBJECT	Collection, Demanufacturing & Recycling of Electronic Equipment	DATE POSTED	MC <u>5/4/15</u> ✓ SE DS <u>5/4/15</u> ✓ SE CC <u>N/A</u>
PURCHASING REPRESENTATIVE	Frank Lambertson, 3042	DATE CONTRACT SHALL BE AWARDED	May 11, 2015
DEPARTMENT	Utilities Department	CONSEQUENCES IF DEFERRED	None <i>[Signature]</i>
SOLICITATION	RFP #15-0740FL	AUTHORIZED BY DATE	Melissa M. Wendel, CPPO May 4, 2015

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with **A1 Assets, Inc.**, Longwood, FL to provide for the Collection, Demanufacturing, and Recycling of Electronic Equipment for the Utilities Department, Solid Waste Division.

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

BACKGROUND/DISCUSSION

PROJECT BACKGROUND:

The Manatee County Landfill receives an estimate of over 500,000 tons of solid waste material annually. It is the responsibility of the County to manage this material in an environmentally safe manner and to every extent possible, conserve the natural resources threatened by the disposal of this material. To assist in this endeavor, an e-scrap (computer and other electronic equipment) collection service is presently being offered to the community by the County.

The purpose of this RFP was to obtain from qualified firms, their experience, qualifications, and pricing for the collection, transportation, demanufacturing, and proper disposal of computer and other electronic equipment generated from residents and small businesses within Manatee County.

The E-Scrap to be collected is described below:

- a. Televisions (all sizes)
- b. Monitors and Terminals
- c. Central Processor Units
- d. Small Computer Peripherals (mouse, cable, game hardware, uninterruptible power supplies, external drives and modems, and keyboards)
- e. Large Computer Peripherals (stand up printer, scanners, copiers, fax machines and table top peripherals)
- f. Video and Audio Equipment
- g. Small Household Electrical Appliances (microwave, hair dryer, battery charger, iron, digital camera)
- h. Telecommunications Equipment (desk top and mobile cell)
- i. Laptop Computer
- j. Hard Drives
- k. UPS Batteries and Battery Backup

	N/A	FUNDING SOURCE (Acct Number & Name)	401 0009400 546001 <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
COST	Estimated Average Annual Cost: \$70,000.	AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)	N/A

SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Six (6) proposals were received.

Manatee County Firms that were directly solicited:

None

Manatee County Firms that submitted proposals:

M-PowerTech Asset Recovery Services, LLC, Bradenton, FL

Local firms that submitted proposals include:

SEER, Inc., Tampa, FL

TK6 Worldwide, Inc., Tampa, FL

Other (non-local) firms that submitted proposals include:

A1 Assets Inc., Longwood, FL

AERC Recycling Solutions, Mt. Arlington, NJ

Telecycle, LLC, College Park, GA

EVALUATION COMMITTEE (VOTING) MEMBERS:

Name, Title, Department

David Pickup, Manager Special Wastes, Solid Waste Division, Utilities Department

Joshua Fields, Utilities Water Maintenance Superintendent, Underground Maintenance Division, Utilities Department

Frank Lambertson, Contracts Negotiator, Financial Mgmt. Department (chairperson)

Non-Voting Staff Attending:

Cari Walz, Household Hazardous Waste Tech., Solid Waste Division, Utilities Department

EVALUATION RESULTS:

Evaluation Committee Meeting #1 was convened to discuss procedures and responsibilities of Evaluation Committee members, and determined that oral presentations would be required from the following short listed firms: TK6 Worldwide, Inc., Tampa, FL; AERC Recycling Solutions, Mt. Arlington, NJ; and A1 Assets Inc., Longwood, FL.

Oral presentations were made to the Evaluation Committee by the short listed firms.

Evaluation Committee Meeting #2 was convened following the oral presentation to discuss the offers based on the RFP's requirements and the oral presentations, continuing the acquisition process with the Committee's recommendation to the County Administrator.

A1 Assets Inc., Longwood, FL - A1 Assets Inc., demonstrated exceptional qualifications via their proposal and oral presentation. References were verified, all contacted spoke very highly of the firm and this positive feedback was shared with the committee. When comparing proposed category costs per pound, no charge items and credits per pound A1 provided the most cost effective process for electronic recycling. Therefore, the firm was ranked first by the Evaluation Committee in all round

capabilities and resources as they expressed a willingness to work with the County in making our electronic recycling program a success.

AERC Recycling Solutions, Mt. Arlington, NJ – The firm submitted an informative proposal, demonstrating the ability to perform the required services and made a professional presentation. Additionally, the Solid Waste Division was very appreciative of how AERC assisted in providing recycling services when a previous contractor went out of business unexpectedly. While AERC could certainly provide the required services it would have been at a higher cost than the selected firm due to higher price per pound, labor rate and no credit for other items.

TK6 Worldwide, Inc., Tampa, FL – The proposer submitted a satisfactory proposal and made a good presentation discussing their qualifications. However, the Evaluation Committee ranked it third as a cost per pound for every collected item raised the overall cost of recycling and the firm lacked experience with a large county recycling program.

REMAINING RESPONDENTS:

These remaining respondents, although well qualified, were not selected based on a comparison of capabilities of the selected firms.

M-PowerTech Asset Recovery Services, LLC, Bradenton, FL
SEER, Inc., Tampa, FL
Telecycle, LLC, College Park, GA

ESTIMATED COST OF SERVICES: The estimated yearly cost is \$70,000

FUNDING: Solid Waste Recycling 480 0011000 534000

The above justifications are a generalized summary of major observations intended only to provide the County Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.

The Evaluation Committee voted 3-0 to proceed with A1 Assets Inc., Longwood, FL.

The resulting agreements will be managed by David Pickup, Solid Waste Division, Utilities Department.