

1. REQUESTED MOTION:

ACTION REQUESTED: Award RFQ-03-02 ELEVATOR MAINTENANCE AND MODERNIZATION SERVICES, to the proposer whose proposal was evaluated by the Proposal Evaluation Committee as being in the best interest of Lee County, Kone, Inc., for 1st Year Maintenance cost of \$78,360.00, 2nd Year Maintenance cost of \$78,360.00, 3rd Year Maintenance cost of \$78,360.00 and Modernization cost of \$1,043,442.00. Approve deductions reflected in the costs in the amount of \$7,052.00 for a 3% Maintenance discount per year and \$20,869.00 for a 2% Modernization discount per year. This contract is for three (3) years.

WHY ACTION IS NECESSARY: Board approval required.

WHAT ACTION ACCOMPLISHES: Provides Lee County with a firm that will provide elevator maintenance for various Lee County facilities as well as modernization services for the following: Justice Center, Lee County Jail, and the Lee County Administration Building.

2. DEPARTMENTAL CATEGORY:

COMMISSION DISTRICT #:

C2A

3. MEETING DATE:

07-08-2003

4. AGENDA:

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

5. REQUIREMENT/PURPOSE:
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. CODE AC-4-4
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER
- B. DEPARTMENT
- C. DIVISION Facilities Management
- BY: Rich Beck, Division Director

7. BACKGROUND:

The Facilities Management office submitted a request to Contracts Management to obtain qualifications for Elevator Maintenance and Modernization Services. The anticipated cost required the use of the formal advertised sealed procedure.

The deadline for receipt of qualification statements was March 4, 2003. A total of four (4) qualification statements were received by the established deadline. All four (4) qualification statements were considered at the Qualification Selection Committee meeting held on March 26, 2003. The Qualification Selection Committee consisted of the following staff members: Jim Lavender, Public Works Director, Rick Beck, Facilities Management Director and Jayne Elwell, Project Manager.

After the review and evaluation of the Letters of Qualifications on March 26, 2003, it was the consensus of the Committee that the following firms were qualified to proceed to Step-2 Price Proposal Opening: Abell Elevator International, General Elevator Sales & Services Inc., Kone, Inc., ThyssenKrupp Elevator. On the advertised deadline of May 15, 2003 sealed Price Proposals were received from: General Elevator Sales & Services Inc., Kone, Inc. and ThyssenKrupp Elevator. A Price Proposal Evaluation Committee meeting was held on June 2, 2003 to discuss the proposals submitted. Following discussions, it was the consensus of the Committee to recommend award to Kone, Inc. as the proposer being in the best interest of Lee County. This contract is for a three (3) years.

On June 5, 2003 a Notice of Intent to file a protest was received by fax from General Elevator Sales & Service, Inc. The formal written protest was received from Mike Cavender, President, General Elevator Sales & Service, Inc. on June 16, 2003. An informal protest hearing was scheduled for Monday, June 23, 2003, however, on June 20, 2003 a letter of withdrawal from the protest was received by fax from Mike Cavender.

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8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
					OA	OM	Risk	GC	
<i>J. Lavender</i> 6-23-03	<i>Lead</i> <i>[Signature]</i> 6/23	N/A		<i>[Signature]</i> 6/23/03	<i>CA</i> 6/23/03	<i>[Signature]</i> 6/24/03	<i>[Signature]</i> 6/23/03	<i>[Signature]</i> 6-23-03	<i>J. Lavender</i> 6-23-03

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: 6/23/03
Time: 12:08 pm
Forwarded To:
Co. Admin
6/23/03 1:51 pm

RECEIVED BY
COUNTY CLERK
6/23/03
1:45pm
6/20/03
2:30pm

Funding will be available in account strings: QC5121200100.503190.4201
QC5121200100.503190.4203
QC5121200100.503190
CG5211600100.503190
QC5121200100.503190.4202
QC5121200100.503190.4204
PE5414742103.503190
RH5722000100.503190 CR

- Attachment: 1) Overall Evaluation Sheet
2) Pricing Tabulation Sheet
3) Reference Check Summary Sheet
4) Protest Withdrawal Letter

**Lee County Elevator Bid
Scoring for Basis of Award**

Item and Maximum Score	ThyssenKrupp	General	Kone
1. Capability & Experience of the firm. 20%	20%	20%	20%
2. Capability & Experience of key personnel. 25% (Based on reference checks and actual experience.)	25%	20%	15%
3. Adequacy of facilities and equipment. 5%	5%	5%	5%
4. Adequacy of financial, managerial and technical resources. 10%	10%	10%	10%
5. Adequacy and quality of staffing and implementation. 10%	10%	10%	10%
6. Response to terms of this proposal. 5%	5%	5%	5%
7. Pricing. 25%	5%	15%	25%
Grand Total: 100%	80%	85%	90%

Lee County Elevator Bid-Pricing

Item	ThyssenKrupp	General	Kone
1. 1 st Year Maintenance	\$229,940	\$85,720	\$78,360
2. 2 nd Year Maintenance	\$229,940	\$85,720	\$78,360
3. 3 rd Year Maintenance	\$229,940	\$85,720	\$78,360
3. Modernization	\$2,072,000	\$1,006,600	\$1,043,442
4. Bid Discounts			
3% Maintenance			(-\$7,052)
2% Modernization			(-\$20,869)
Grand Total	\$2,761,820	\$1,263,760	\$1,250,601

User Comments from Reference Checks Elevator Service Vendors

ThyssenKrupp Elevator

“Never had a problem requiring management attention”
“So pleased we signed a 10 year contract”
“Very pleased”
“Professional, completed work on schedule”
“No complaints”
“Residents happy”

Abell Elevator

“Very responsive”
“Personality clash with modernization repairman”
“Excessive callbacks upon completion of our first elevator modernization”
“Good response time”
“Cylinder needed major repair 6 months after 20 year modernization”
“Most of the time, they respond on time”

General Elevator Sales and Service, Inc.

“No problems”
“They are one of the best in all that we have had previously”
“One of the few I’d do (contract) without hesitation”
“Only one minor incident...with 98 elevators”
“Wonderful”
“Can’t say enough good things about them”

Kone, Inc.

“Don’t like to call the central office instead of local Naples office”
“Get a lot of callbacks. Maintenance not like it used to be”
“Account rep is not easily available”
“Have done a good job”
“Did a fabulous job on our modernization”
“Delays in starting work on our modernization”
“Service calls could be a little quicker”
“Very professional”
“Disagreement on excessive overtime charges for after hours service”
“No problem with their service or response time”

Corporate Office
10801 Satellite Blvd.
Orlando, FL 32837
(407) 859-4340
1-800-683-0561
Fax (407) 851-2428



Branch Offices:

Daytona/Jacksonville
1757 Nova Road, Suite 116
Holly Hill, FL 32117
(386) 252-0005
1-800-683-0561
Fax (386) 257-3019

Branch Offices:

Tampa/Clearwater
6218 147th Ave. North
Clearwater, FL 33760
(727) 535-5588
1-800-683-2341
Fax (727) 530-5382

Melbourne/ FT. Pierce
9100 16th Place, Suite 1
Vero Beach, FL 32966
(772) 770-0469
1-800-683-0561
Fax (772) 770-6128

June 20, 2003

Attn: Ms. Cindy Logan
Lee County Government
P. O. Box 398
Fort Myers, FL 33902-0398

Sent Via Fax: 239/335-2335

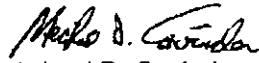
RE: Solicitation No.: RFQ-03-02
Withdrawal Notice From our Formal Protest Filing

Dear Ms. Logan:

May this facsimile letter serve as our official notification to withdraw G.E.S.S., Inc.'s formal protest filing, determined by an unintentional and inadvertent oversight. We apologize to you for these inconveniences but having knowledge of an executed Addendum #1 notice supports our decision to withdraw.

G.E.S.S., Inc. would appreciate if you would return our protest bid bond rescinding and releasing us of all claims thereof. Thank you for your acceptance and attention given this matter.

Respectfully,


Michael D. Cavinder
President

cc: Tom Garwood, Esq.



ELEVATOR SERVICE & MODERNIZATION

www.generalelevator.com

