

Condensed Title:

Request For Approval To Award Contracts To Equipment And Tools Solutions, Inc., Hertz Equipment Rentals Corporation, United Rentals (North America), Inc., Sunbelt Rentals, Inc., Pursuant To Invitation To Bid (ITB) No. 29-11/12, For The Rental Of Construction Equipment, In The Annual Estimated Amount Of \$20,000 For Fiscal Year 2011/2012, And \$70,000 Annually For Subsequent Fiscal Years.

Key Intended Outcome Supported:

Ensure well maintained infrastructure.

Supporting Data (Surveys, Environmental Scan, etc.):

Issue:

Shall the City Commission approve the award of Contracts?

Item Summary/Recommendation:

The purpose of Invitation to Bid (ITB) No. 29-11/12 was to establish a contract, by means of sealed bids, to a qualified vendor for the rental of construction equipment, on an as needed basis. The City rents construction and maintenance equipment, including, but not limited to, pick-up trucks, backhoes, drum rollers, crane trucks, front loaders, lifts, compressors, and pumps, necessary to the continued operations of the various departments.

This contract shall remain in effect for one (1) year from date of contract execution by the Mayor and City Clerk, and may be extended at the sole discretion of the City, through its City Manager, for three (3) additional one (1) year terms, if mutually agreed upon by both parties.

BidNet issued bid notices to 33 prospective bidders. The notices resulted in the receipt of five (5) responsive bids from the following companies: Hertz Equipment Rentals Corporation, United Rentals (North America), Inc., Equipment & Tools Solutions, Inc., Sunbelt Rentals, Inc., and Xylem Dewatering Solutions dba Godwin Pumps.


The ITB stipulated that the City reserves the right to make multiple awards if deemed in the best interest of the City. Award is being recommended to four (4) bidders, which will ensure availability of equipment, and allow the City flexibility should a vendor fail to provide the required equipment.

APPROVE THE AWARD OF CONTRACTS.

Advisory Board Recommendation:


N/A

Financial Information:




Source of Funds:	Amount	Account	
 OBPI	1	\$9,000.00	Public Works Sewer Account 425-0420-000323
	2	\$9,000.00	Public Works Water Account 425-0410-000323
	3	\$1,650.00	Public Works Streets/Streetlights Account 011-0840-323
	4	\$350.00	Property Management Account 520-1720-000342
	5		
	Total	\$20,000.00	

Financial Impact Summary:

City Clerk's Office Legislative Tracking:

Raul Aguila 

Sign-Offs:

Department Director	Assistant City Manager	City Manager
FB 	JGG  PDW _____	JMG 

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MIAMIBEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

COMMISSION MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager

DATE: June 6, 2012

SUBJECT: **REQUEST FOR APPROVAL TO AWARD CONTRACTS TO EQUIPMENT AND TOOLS SOLUTIONS, INC., HERTZ EQUIPMENT RENTALS CORPORATION, SUNBELT RENTALS, INC., AND UNITED RENTALS (NORTH AMERICA), INC., PURSUANT TO INVITATION TO BID (ITB) NO. 29-11/12, FOR THE RENTAL OF CONSTRUCTION EQUIPMENT, IN THE ANNUAL ESTIMATED AMOUNT OF \$20,000 FOR FISCAL YEAR 2011/2012, AND \$70,000 ANNUALLY FOR SUBSEQUENT FISCAL YEARS.**

ADMINISTRATION RECOMMENDATION

Approve the Award of contracts.

KEY INTENDED OUTCOME

Ensure well-maintained infrastructure.

FUNDING

Funding will be provided from the following account for Fiscal Year 2011/2012:

\$9,000	Public Works Sewer Account 425-0420-000323
\$9,000	Public Works Water Account 425-0410-000323
\$1,650	Public Works Streets/Streetlights Account 011-0840-323
\$ 350	Property Management Account 520-1720-000342
\$20,000	Total Fiscal Year 2011/2012

For subsequent Fiscal Years, commencing on October 1, 2012, the estimated annual cost of \$70,000 associated with the rental of construction equipment will be subject to funds availability approved through the budgeting process.

Additional funding may be required due to increased need of services, subject to the review and approval of the Office of Budget and Performance Improvement (OBPI).

ANALYSIS

The purpose of Invitation to Bid (ITB) No. 29-11/12 is to establish a contract, by means of sealed bids, to a qualified vendor for the rental of construction equipment, on an as needed basis. The City rents construction and maintenance equipment, including, but not limited to, pick-up trucks, backhoes, drum rollers, crane trucks, front loaders, lifts, compressors, and pumps. This equipment is necessary to the continued operations of the various departments such as during unforeseen emergencies; to replace existing equipment out for repair, or for jobs that require specific equipment which the City does not own.

This contract shall remain in effect for one (1) year from date of contract execution by the Mayor and City Clerk, and may be extended at the sole discretion of the City, through its City Manager, for three (3) additional one (1) year terms, if mutually agreed upon by both parties.

BID PROCESS

Invitation to Bid (the "ITB") No. 29-11/12, was issued on February 29, 2012 with a bid opening date of March 29, 2012. One (1) addendum was issued to provide additional information and to respond to all questions submitted by the prospective bidders. BidNet issued bid notices to 33 prospective bidders. The notices resulted in the receipt of seven (7) bids from the following companies:

- Hertz Equipment Rentals Corporation
- United Rentals (North America), Inc.
- Equipment & Tools Solutions, Inc.
- Sunbelt Rentals, Inc.
- Xylem Dewatering Solutions dba Godwin Pumps
- * Flagler Construction Equipment, LLC
- * Gold Coast Crane Service, Inc.

*Flagler Construction Equipment and Gold Coast Crane Service were deemed non-responsive due to failure to submit the Bid Form as required by the ITB.

The ITB stipulated that award of this contract may be made to a primary and secondary lowest and best bidder per Group, as defined in General Conditions 1.38, whose bid will be the most advantageous to the City of Miami Beach. The City reserved the right to make multiple awards if deemed in the best interest of the City.

In determining the lowest and best bidder, the City utilized the "Best Value" Procurement process. An administrative review panel, comprised of the following City staff members convened on May 18, 2012 to review and evaluate all responsive bids.

- Gus Andino, Property Management
- Martha Torres, Public Works
- Jeremy Hinkle, Greenspace Management

Bids were evaluated and ranked according to the following criteria:

1. Experience and qualifications of the Bidder (**15 points**).
2. Cost (**60 points**).
3. Methodology and Approach (**15 points**).
4. Past performance (**10 points**).

The Panel scored all bidders as follows:

COMPANY NAME	FINAL RANKINGS				
	Gus Andino	Marta Torres	Jeremy Hinkle	Low Aggregate Totals	Ranking Order
	Rank (Points)	Rank (Points)	Rank (Points)		
Hertz Equipment Rentals	2 (94)	1 (90)	1 (95)	4	1
Sunbelt Rentals	1 (97)	2 (80)	3 (76)	6	2
United Rentals (North America)	3 (93)	3 (65)	2 (89)	8	3
Xylem Dewatering Solutions	5 (78)	4 (63)	4 (75)	13	4
Equipment and Tools Solutions	4 (91)	5 (50)	5 (70)	14	5

The Panel recommended award of a contract to the top three (3) ranked bidders, Hertz Equipment Rentals, Sunbelt Rentals and United Rentals (North America). Award to multiple vendors will ensure availability of equipment, allowing the City flexibility should a vendor fail to provide the required equipment. The Panel believed that having three companies under contract will serve the needs of the City.

It must be noted that when the mobilization charge was accounted for, Equipment and Tools Solutions (ETS) offered the lowest rate for line items 10, 11, 12 and 13. ETS was not recommended by the Panel based on company qualifications and variety of equipment offered. It is the Administration's recommendation that ETS be awarded a contract so the City benefits from the lowest rates. ETS is a pre-qualified vendor under Miami-Dade County Contract 8446-5/17 for construction equipment rental. Additionally, favorable performance evaluation surveys were received for ETS.

The attached bid tabulation shows daily, monthly and weekly rates offered by each bidder. Prices shall remain fixed and firm during the term of the contract. While the City has listed all major items on the bid solicitation which are rented on an as needed basis, there may be additional equipment that must be rented by the City during the term of this contract. Under these circumstances, successful bidder(s) under this contract shall be invited to submit price quotes for the additional equipment. The City reserves the right to award these items to the lowest responsible bidder or to bid the items through a separate solicitation in the best interest of the City.

There were no responsive bids received for Line Items 3 and 3a for the rental of a 25 and 50 ton crane, with operator. Public Works Department budgets approximately \$3,000 per year for the rental of this type of equipment. It is recommended that the City utilizes Miami-Dade County Contract 8446-5/17 for the rental of this type of equipment, until expiration on March 21, 2013, and any subsequent renewals.

Equipment and Tools Solutions (ETS), Inc. is a Miami based company that rents heavy equipment such as dozers, backhoes, excavators, etc. ETS has been in business since 2006, and has serviced municipal as well as private accounts throughout Miami-Dade County and the South Florida area.

Hertz Equipment Rentals Corporation was founded in 1965, and is recognized as one of the largest global equipment companies. Hertz has been working with government agencies for more than 30 years, offering a large variety of equipment, including aerial equipment, earthmoving and compaction equipment, trucks and trailers.

Sunbelt Rentals, Inc. is a full line equipment rental company established in 1983, based in Fort Mill, South Carolina. Sunbelt operates out of 34 states with 350 locations nationwide. Sunbelt services government accounts on every level from federal, state, county, cities and school boards. Currently they hold contracts with Miami-Dade County, School Boards of Broward and Dade, St. Lucie County. Sunbelt has been a vendor of the City for the past several years, providing highly satisfactory service to the City.

United Rentals (North America), Inc. was founded in 1997, and operates a network of 900 rental locations in 48 states and 10 Canadian provinces. United Rentals offers over 600 different types of rentals to customers that include construction and industrial companies, utilities, municipalities and other government agencies, and independent contractors.

COST COMPARISON

The ITB listed those items most commonly requested. Not all items are needed on a given year. Miami-Dade County has a contract No. 8446-5/17, which is a pre-qualification of bidders, with no set pricing. Every time a department needs a rental, they send out a request for quotes. Pricing is determined upon availability and is different each time. The latest rates paid for equipment rented by the City, utilizing Miami-Dade County Contract, compared to the rates submitted by Bidders are shown below:

Description	Current Rates Paid	Rates per ITB 29-11/12
26' Scissor Lift	\$195.00/Day	\$135.00/Day
Mobilization Charge	\$150.00	\$125.00
Silent Trash Pump 6"	\$264.00/Day	\$225.00/Day
Mobilization Charge	\$400.00	\$250.00
2.5 to 3 Ton Drum Roller	\$165.00/Day	\$100
Mobilization Charge	\$198.00	\$250.00

CITY MANAGER'S REVIEW

After considering the review and recommendation of City staff, the City Manager exercised his due diligence and recommends award to Equipment tools and Solutions, Inc. for those line items where the company was lower, to allow for additional cost savings, in addition to the Panel's recommended bidders, Hertz Equipment Rentals Corporation, United Rentals (North America), Inc., Sunbelt Rentals, Inc.

CONCLUSION

Based on the aforementioned, the Administration recommends that the Mayor and City Commission award contracts to Equipment and Tools Solutions, Inc., Hertz Equipment Rentals Corporation, United Rentals (North America), Inc., Sunbelt Rentals, Inc., pursuant to Invitation to Bid (ITB) No. 29-11/12, for the rental of construction equipment, in the annual estimated amount of \$20,000 for Fiscal Year 2011/2012, and \$70,000 annually for subsequent fiscal years.

**ITB 29-11/12 - RENTAL OF CONSTRUCTION EQUIPMENT
 BID TABULATION**

Item	Equipment	DAILY RATE				Xylem dba Godwin Pumps
		ETS	Hertz	Sunbelt Rentals	United Rentals	
1	Front Loader	\$595.00	\$379.00	\$475.00	595.00	No Bid
2	2.5 Ton Drum Roller	\$325.00	\$100.00	\$220.00	199.00	No Bid
3	25 Ton Boom Crane with Operator	No Bid	No Bid	No Bid	No Bid	No Bid
3a	50 Ton Boom Crane with Operator	No Bid	No Bid	No Bid	No Bid	No Bid
47	Silent Trash Pump 6"	No Bid	\$249.00	\$225.00	No Bid	\$267.00
5	Silent Trash Pump 8"	No Bid	\$447.00	\$325.00	No Bid	\$379.00
6	Silent Trash Pump 10"	No Bid	\$510.00	\$325.00	No Bid	\$450.00
7	Pick up Truck F150 ½ Ton or equal	No Bid	\$105.00	No Bid	No Bid	No Bid
8	Trailer 7-9 Ton (Backhoe Trailer)	No Bid	No Bid	No Bid	No Bid	No Bid
9	Skid Loader Bobcat S130 Rubber Tire or equal	\$245.00	\$141.00	\$200.00	179.00	No Bid
10	Back Hoe John Deere 310 Size 4WD or equal	\$365.00	\$171.00	\$230.00	\$252.00	No Bid
11	Air compressor Towable 185 CFM	\$65.00	\$55.00	\$79.00	\$91.00	No Bid
12	Portable Lighting Tower with Trailer	\$60.00	\$55.00	\$79.00	\$77.00	No Bid
13	Forklift (Aprox. 3,000 lbs) lifting capacity, straight mast	\$125.00	\$101.00	\$125.00	\$157.00	No Bid
14	High Lift (various sizes) Provide description below:					
14.1	40 ft Straight Boom	\$345.00	No Bid	\$225.00	\$242.00	No Bid
14.2	40 ft Articulating Boom	No Bid	\$145.00	No Bid	No Bid	No Bid
14.3	45 ft Articulating Boom	No Bid	No Bid	\$235.00	\$242.00	No Bid
14.4	60 ft Straight Boom	\$395.00	No Bid	\$365.00	\$324.00	No Bid
14.5	60 ft Articulating Boom	No Bid	\$269.00	\$365.00	No Bid	No Bid
14.6	80 ft Straight Boom	No Bid	\$374.00	\$455.00	No Bid	No Bid
14.7	80 ft Articulating Boom	No Bid	No Bid	\$455.00	No Bid	No Bid
14.8	120 ft Straight Boom	No Bid	\$781.00	No Bid	No Bid	No Bid
14.9	19' Electric Scissor Lift	\$195.00	No Bid	No Bid	\$115.00	No Bid
14.10	20' Electric Scissor Lift	\$195.00	No Bid	No Bid	No Bid	No Bid
14.11	26' Electric Scissor Lift	\$195.00	No Bid	No Bid	\$135.00	No Bid
Mobilization Charge		Included	\$200.00	\$150.00	\$250.00	\$400.00
Environmental Fee				1-4%	0.0048%	

**ITB 29-11/12 - RENTAL OF CONSTRUCTION EQUIPMENT
 BID TABULATION**

Item	Equipment	WEEKLY RATE				Xylem dba godwing Pumps
		ETS	Hertz	Sunbelt Rentals	United Rentals	
1	Front Loader	\$1,595.00	\$1,075.00	\$1,220.00	\$1,446.00	No Bid
2	2.5 Ton Drum Roller	\$745.00	\$485.00	\$605.00	\$708.00	No Bid
3	25 Ton Boom Crane with Operator	No Bid	No Bid	No Bid	No Bid	No Bid
3a	50 Ton Boom Crane with Operator	No Bid	No Bid	No Bid	No Bid	No Bid
47	Silent Trash Pump 6"	No Bid	\$745.00	\$625.00	No Bid	\$800.00
5	Silent Trash Pump 8"	No Bid	\$1,309.00	\$825.00	No Bid	\$1,110.00
6	Silent Trash Pump 10"	No Bid	\$3,384.00	\$825.00	No Bid	\$1,350.00
7	Pick up Truck F150 ½ Ton or equal	No Bid	\$376.00	No Bid	No Bid	No Bid
8	Trailer 7-9 Ton (Backhoe Trailer)	No Bid	No Bid	No Bid	No Bid	No Bid
9	Skid Loader Bobcat S130 Rubber Tire or equal	\$545.00	\$313.00	\$475.00	\$442.00	No Bid
10	Back Hoe John Deere 310 Size 4WD or equal	\$615.00	\$433.00	\$595.00	\$631.00	No Bid
11	Air compressor Towable 185 CFM	\$275.00	\$125.00	\$179.00	\$221.00	No Bid
12	Portable Lighting Tower with Trailer	\$245.00	\$155.00	\$179.00	\$186.00	No Bid
13	Forklift (Approx. 3,000 lbs) lifting capacity, straight mast	\$375.00	\$333.00	\$375.00	\$453.00	No Bid
14	High Lift (various sizes) Provide description below:					
14.1	40 ft Straight Boom	\$695.00	No Bid	\$555.00	\$605.00	No Bid
14.2	40 ft Articulating Boom	No Bid	\$430.00	No Bid	No Bid	No Bid
14.3	45 ft Articulating Boom	No Bid	No Bid	\$565.00	\$605.00	No Bid
14.4	60 ft Straight Boom	\$715.00	No Bid	\$735.00	\$810.00	No Bid
14.5	60 ft Articulating Boom	No Bid	\$593.00	\$735.00	No Bid	No Bid
14.6	80 ft Straight Boom	No Bid	\$1,001.00	\$1,195.00	No Bid	No Bid
14.7	80 ft Articulating Boom	No Bid	No Bid	\$1,195.00	No Bid	No Bid
14.8	120 ft Straight Boom	No Bid	\$2,962.00	No Bid	No Bid	No Bid
14.9	19' Electric Scissor Lift	\$245.00	No Bid	No Bid	\$175.00	No Bid
14.10	20' Electric Scissor Lift	\$250.00	No Bid	No Bid	No Bid	No Bid
14.11	26' Electric Scissor Lift	\$350.00	No Bid	No Bid	\$250.00	No Bid
	Mobilization Charge	Included	\$200.00	\$150.00	\$250.00	\$400.00
	Environmental Fee			1-4%		

**ITB 29-11/12 - RENTAL OF CONSTRUCTION EQUIPMENT
 BID TABULATION**

Item	Equipment	MONTHLY RATE				Xylem dba godwing Pumps
		ETS	Hertz	Sunbelt Rentals	United Rentals	
1	Front Loader	\$3,475.00	\$3,300.00	\$3,451.00	\$3,286.00	No Bid
2	2.5 Ton Drum Roller	\$1,545.00	\$960.00	\$1,350.00	\$1,198.00	No Bid
3	25 Ton Boom Crane with Operator	No Bid	No Bid	No Bid	No Bid	No Bid
3a	50 Ton Boom Crane with Operator	No Bid	No Bid	No Bid	No Bid	No Bid
47	Silent Trash Pump 6"	No Bid	\$2,234.00	\$1,800.00	No Bid	2,400.00
5	Silent Trash Pump 8"	No Bid	\$3,565.00	\$2,200.00	No Bid	3,330.00
6	Silent Trash Pump 10"	No Bid	\$10,151.00	\$2,200.00	No Bid	4,050.00
7	Pick up Truck F150 ½ Ton or equal	No Bid	\$675.00	No Bid	No Bid	No Bid
8	Trailer 7-9 Ton (Backhoe Trailer)	No Bid	No Bid	No Bid	No Bid	No Bid
9	Skid Loader Bobcat S130 Rubber Tire or equal	\$1,275.00	\$750.00	\$1,050.00	\$1,106.00	No Bid
10	Back Hoe John Deere 310 Size 4WD or equal	\$1,495.00	\$1,389.00	\$1,300.00	\$1,351.00	No Bid
11	Air compressor Towable 185 CFM	\$445.00	\$389.00	\$419.00	\$556.00	No Bid
12	Portable Lighting Tower with Trailer	\$495.00	\$349.00	\$419.00	\$462.00	No Bid
13	Forklift (Aprox. 3,000 lbs) lifting capacity, straight mast	\$770.00	\$709.00	\$909.00	\$1,052.00	No Bid
14	High Lift (various sizes) Provide description below:					
14.1	40 ft Straight Boom	\$1,049.00	No Bid	\$1,075.00	\$1,295.00	No Bid
14.2	40 ft Articulating Boom	No Bid	\$1,384.00	No Bid	No Bid	No Bid
14.3	45 ft Articulating Boom	No Bid	No Bid	\$1,095.00	\$1,295.00	No Bid
14.4	60 ft Straight Boom	\$1,795.00	No Bid	\$1,555.00	\$1,838.00	No Bid
14.5	60 ft Articulating Boom	No Bid	\$1,999.00	\$1,555.00	No Bid	No Bid
14.6	80 ft Straight Boom	No Bid	\$3,280.00	\$3,195.00	No Bid	No Bid
14.7	80 ft Articulating Boom	No Bid	No Bid	\$3,195.00	No Bid	No Bid
14.8	120 ft Straight Boom	No Bid	\$5,638.00	No Bid	No Bid	No Bid
14.9	19' Electric Scissor Lift	\$340.00	No Bid	No Bid	\$385.00	No Bid
14.10	20' Electric Scissor Lift	\$340.00	No Bid	No Bid	No Bid	No Bid
14.11	26' Electric Scissor Lift	\$545.00	No Bid	No Bid	\$550.00	No Bid
	Mobilization Charge	Included	\$200.00	\$150.00	\$250.00	\$ 400.00
	Environmental Fee			1-4%		