

**Agenda Item Summary**

20-0636

BOC Meeting Date
9/16/2020**Requesting Agency**

Real Estate and Asset Management

Commission Districts Affected

All Districts

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval to renew existing contract - Department of Real Estate and Asset Management, Bid# 19ITB118788C-GS, Uninterrupted Power Supply System Maintenance Service in the amount of \$92,500 with Eola Power, LLC. (formerly South Florida Critical Power, LLC) (Miami, FL), to provide on-site uninterrupted power supply maintenance service for Fulton County. This action excises the first of two renewal options. One renewal options remains. Effective dates: January 1, 2021 through December 31, 2021.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-394(6), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date or 60 days if the contract term is six (6) months or less.

Is this Item related to a Strategic Priority Area? *(If yes, note strategic priority area below)*

Yes Open and Responsible Government

Is this a purchasing item?

Yes

Summary & Background*(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)*

Scope of Work: This contract furnishes all parts, labor, equipment, transportation and material necessary to provide on-site preventive maintenance of uninterrupted power supply (UPS) systems. Repair defective UPS systems immediately when the defects occur. Replacing the battery associated with the two UPS systems in the Data Center on the 9th floor, and the battery in one of the two UPS systems located in the 911 Center.

The scope of work also includes:

- Warranty Repairs on all of UPS systems listed in the specification
- Emergency Power System Repair and Maintenance Services
- Preventive Maintenance Services
- Converter Panel
- Battery Replacement
- Generator and UPS annual testing services

Community Impact: None that the Department is aware of.

| Agency Director Approval | | County Manager's Approval |
|---|-------------------------|---------------------------|
| Typed Name and Title Felicia Strong-Whitaker, Director | Phone (404) 612-5800 | |
| Signature | Date | |

Department Recommendation: The Department of Real Estate and Asset Management recommends approval to renew existing contract to provide on-site uninterrupted power supply maintenance service for Fulton County facilities for fiscal year 2021.

Historical Expenditures:

- FY2020: The County expenditures as of 7/23/20, \$8,125.00
- FY2019: The County spent \$ 14,348.00
- FY2018: The County spent \$ 48,632.00
- FY2017: The County spent \$ 80,802.00

Project Implications: The UPS is critical to the operation of the data center in that in the event of a power failure, the UPS keeps the servers and other critical data management systems operating properly. In the lack of an effective UPS system this can cause serious loss of data; such as pay roll and purchasing information.

Community Issues/Concerns: None that the Department is aware of.

Department Issues/Concerns: If this renewal contract is not approved, there will be a delay in the repair and maintenance services of the UPS systems located in the 911 Center and the Data Center on the 9th floor which could lead to loss of communication and /or critical data management systems functioning.

History of BOC Agenda Item: Yes, see below chart.

| CURRENT CONTRACT HISTORY | BOC ITEM | DATE | DOLLAR AMOUNT |
|-------------------------------|----------|----------|--------------------|
| Original Contract Amount | 19-1137 | 12/18/19 | \$92,500.00 |
| 1st Renewal | | | \$92,500.00 |
| Total Revised Amount | | | \$185,000.00 |

| | |
|--|--|
| Contract & Compliance Information | <i>(Provide Contractor and Subcontractor details.)</i> |
|--|--|

Contract Value: \$92,500.00

Prime Vendor: Eola Power, LLC (South Florida Critical Power, LLC)

Prime Status: Non-Minority

Location: Miami, FL

County: Dade County

Prime Value: \$92,500.00 or 100.00%

Total Contract Value: \$92,500.00 or 100.00%

Total MBE Value: -0-

| | | | | |
|---|-------------------------------|------------|------------|--------------|
| Solicitation Information | NON-MFBE | MBE | FBE | TOTAL |
| No. Bid Notices Sent: | | | | |
| No. Bids Received: | | | | |
| | | | | |
| Total Contract Value | \$92,500.00 or 100.00% | | | |
| Total M/FBE Values | -0- | | | |
| Total Prime Value | \$92,500.00 or 100.00% | | | |
| | | | | |
| Fiscal Impact / Funding Source <i>(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)</i> 100-520-5221-1116: General, Real Estate and Asset Management, Building Maintenance- \$92,500 "Subject to availability of funding adopted for FY2021 by BOC" | | | | |
| Exhibits Attached <i>(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)</i> Exhibit 1: Contract Renewal Agreement Exhibit 2: Contract Renewal Evaluation Form Exhibit 3: Contractor's Performance Report | | | | |
| Source of Additional Information <i>(Type Name, Title, Agency and Phone)</i> Joseph N. Davis, Director, Department of Real Estate and Asset Management, (404) 612-3772 | | | | |

| | | |
|--|--------------------------------|----------------------------------|
| Agency Director Approval | | County Manager's Approval |
| Typed Name and Title Felicia Strong-Whitaker, Director | Phone (404) 612-5800 | |
| Signature | Date | |

Revised 03/12/09 (Previous versions are obsolete)

Procurement**Contract Attached:**
Yes**Previous Contracts:**
Yes**Solicitation Number:**
19ITB118788C-GS**Submitting Agency:**
Department of Real
Estate and Asset
Management**Staff Contact:**
Sang Gon Kim**Contact Phone:**
404-612-6127**Description:** Approval to renew existing contract to provide on-site uninterrupted power supply maintenance for Fulton County FY2021**FINANCIAL SUMMARY****Total Contract Value:**

Original Approved Amount: \$92,500.00
 Previous Adjustments: .
 This Request: \$92,500.00
 TOTAL: \$185,000.00

MBE/FBE Participation:

Amount: 0 %:
 Amount: . %: .
 Amount: 0 %: .
 Amount: . %: .

Grant Information Summary:

Amount Requested: . ☐ Cash
 Match Required: . ☐ In-Kind
 Start Date: . ☐ Approval to Award
 End Date: . ☐ Apply & Accept
 Match Account \$: .

Funding Line 1:

100-520-5221-1116:
 \$92,500 "Subject to
 availability of funding
 adopted by BOC"

Funding Line 2:

.

Funding Line 3:

.

Funding Line 4:

.

KEY CONTRACT TERMS**Start Date:**

1/1/2021

End Date:

12/31/2021

Cost Adjustment:

Click here to enter
 text.

Renewal/Extension Terms:

.

ROUTING & APPROVALS

(Do not edit below this line)

| | | | |
|----|--------------------------------------|--------------------------|-----------------|
| XX | Originating Department: | Davis, Joseph | Date: 8/21/2020 |
| X | County Attorney: | Stewart, Derval | Date: 9/8/2020 |
| XX | Purchasing/Contract Compliance: | Strong-Whitaker, Felicia | Date: 9/8/2020 |
| XX | Finance/Budget Analyst/Grants Admin: | Whitted, Ivan | Date: 8/24/2020 |
| . | Grants Management: | . | Date: . |
| X | County Manager: | Anderson, Dick | Date: 9/9/2020 |



DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACT RENEWAL AGREEMENT

DEPARTMENT: Real Estate and Asset Management

BID/RFP# NUMBER: 19ITB118788C-GS

BID/RFP# TITLE: Uninterrupted Power Supply System Maintenance Service

ORIGINAL APPROVAL DATE: 12/18/2019

RENEWAL PERIOD: FROM: 1/1/2021 **THROUGH:** 12/31/2021

RENEWAL OPTION #: 1 OF 2

NUMBER OF RENEWAL OPTIONS: 2

RENEWAL AMOUNT: \$ 92,500

COMPANY'S NAME: Eola Power, LLC.

ADDRESS: 66 W. Flagler ST, Suite 905

CITY: Miami

STATE: FL

ZIP: 33130

This Renewal Agreement No.1 was approved by the Fulton County Board of Commissioners on BOC DATE: **BOC NUMBER:**

SIGNATURES: SEE NEXT PAGE

SIGNATURES:

Vendor agrees to accept the renewal option and abide by the terms and conditions set forth in the contract and specifications as referenced herein: 19ITB118788C-GS

FULTON COUNTY, GEORGIA

EOLA POWER, LLC.

Robert L. Pitts, Chairman
Fulton County Board of Commissioners

Alex J. Antoncecchi
C.E.O. & President

ATTEST:

ATTEST:

Tonya R. Grier
Interim Clerk to the Commission

Secretary/
Assistant Secretary

(Affix County Seal)

(Affix Corporate Seal)

AUTHORIZATION OF RENEWAL:

ATTEST:

Joseph N. Davis, Director
Department of Real Estate and Asset
Management (DREAM)

Notary Public

County:_____

Commission Expires: _____

(Affix Notary Seal)

| |
|-----------------------|
| ITEM#:_____ RCS:_____ |
| RECESS MEETING |

| |
|----------------------|
| ITEM#:_____ RM:_____ |
| REGULAR MEETING |

Contract Renewal Evaluation Form

| | |
|-------------------------|---|
| Date: | July 9, 2020 |
| Department: | Real Estate and Asset Management |
| Contract Number: | 19ITB118788C-GS |
| Contract Title: | Uninterrupted Power Supply System Maintenance Service |

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

The contract involves two preventive maintenance services and any repair that becomes necessary during the contract period, including replacement of parts. This is a full service contract and works more like an extended warranty. It is not possible to reduce the scope of work without impairing the reliability of operations. This service provides all parts, labor, equipment, transportation and material necessary to provide on-site preventive maintenance and repair of uninterrupted power supply (UPS) systems for Fulton County. UPS is employed for uninterrupted power in mission critical locations like 911 Call Center and IT Data Center

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

☐ Internet search of pricing for same product or service:

| | |
|--|-----------------------------|
| Date of search: | Click here to enter a date. |
| Price found: | Click here to enter text. |
| Different features / Conditions: | Click here to enter text. |
| Percent difference between internet price and renewal price: | Click here to enter text. |

Explanation / Notes:

UPS Maintenance is customized for each type of installation and information on this is not available on the internet or similar public domain. This procurement was made in accordance with all applicable provisions of the Fulton County Purchasing Code Section 102-373, all Competitive Sealed Bids

☐ Market Survey of other jurisdictions:

| | |
|---|--|
| Date contacted: | Click here to enter a date. |
| Jurisdiction Name / Contact name: | Click here to enter text. |
| Date of last purchase: | Click here to enter a date. |
| Price paid: | Click here to enter text. |
| Inflation rate: | Click here to enter text. |
| Adjusted price: | Click here to enter text. |
| Percent difference between past purchase price and renewal price: | Click here to enter text. |
| Are they aware of any new vendors? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| Are they aware of a reduction in pricing in this industry? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| How does pricing compare to Fulton County's award contract? | Click here to enter text. |

Explanation / Notes:

Click here to enter text.

☒ Other (Describe in detail the analysis conducted and the outcome):

Each UPS is designed for a unique or specific application and no two UP Systems can have similar design or size. The scope of work and magnitude of work including cost of parts varies from one UPS to another. These depend on the size, design, capabilities and age of the installation. Therefore, comparison of this work with work on any other UPS will not yield useful data.

3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year?

County spent \$ 8,138 till June in 2020. Scheduled to spend \$ 39,140 in October 2020

4. Does the renewal option include an adjustment for inflation? ☐ Yes ☒ No
(Information can be obtained from CPI index)

Was it part of the initial contract? ☐ Yes ☒ No

Date of last purchase: Click here to enter a date.

Price paid: Click here to enter text.

Inflation rate:

Click here to enter text.

Adjusted price:

Click here to enter text.

Percent difference between past purchase price and renewal price:

Click here to enter text.

Explanation / Notes:

Click here to enter text.

5. Is this a seasonal item or service? ☐ Yes ☒ No6. Has an analysis been conducted to determine if this service can be performed in-house? ☒ Yes
☐ No If yes, attach the analysis.

UPS Maintenance and Repair involves knowledge in advanced electronics and technology. None of the staff employed by Fulton County in any Department has the knowledge, experience or capability in carrying out maintenance or repair. This work cannot be undertaken in-house

7. What would be the impact on your department if this contract was not approved?

UPS installations provide 100% redundancy for backup power systems that keep the data center and 911 communication systems on-line. Any failure of this installation could cause failure of these mission critical functions of Fulton County, in the event of a power failure. Therefore to maintain reliability of the data center operations and 911 communication systems, it is necessary to renew this contract.

Vijay Nair



Click here to enter a date.

Prepared by

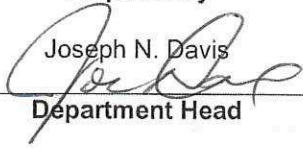
Date

Joseph N. Davis

Click here to enter a date.

Department Head

Date


7/22/2020

DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACTORS PERFORMANCE REPORT
OTHER SERVICES

| | | | |
|---------------------|---|-----------------------|---------------------|
| Report Period Start | Report Period End | Contract Period Start | Contract Period End |
| 4/1/2020 | 6/30/2020 | 3/2/2020 | 12/31/2020 |
| PO Number | | | PO Date |
| DO 520 030220000... | | | 3/2/2020 |
| Department | REAL ESTATE AND ASSET MANAGEMENT | | |
| Bid Number | 19ITB118788C-GS | | |
| Service Commodity | Uninterrupted Power Supply System Maintenance | | |
| Contractor | EOLA POWER LLC, 66 West Flagler St Suite 905, Miami, FL 33130 | | |

= Unsatisfactory

Achieves contract requirements less than 50% of the time, not responsive, effective and/or efficient, unacceptable delay, incompetence, high degree of customer dissatisfaction.

= Poor

Achieves contract requirements 70% of the time. Marginally responsive, effective and/or efficient; delays require significant adjustments to programs; key employees marginally capable; customers somewhat satisfied.

= Satisfactory

Achieves contract requirements 80% of the time; generally responsive, effective and/or efficient; delays are excusable and/or results in minor programs adjustments; employees are capable and satisfactorily providing service without intervention; customers indicate satisfaction.

= Good

Achieves contract requirements 90% of the time. Usually responsive; effective and/or efficient; delays have not impact on programs/mission; key employees are highly competent and seldom require guidance; customers are highly satisfied.

= Excellent

Achieves contract requirements 100% of the time. Immediately responsive; highly efficient and/or effective; no delays; key employees are experts and require minimal directions; customers expectations are exceeded.

. Quality of Goods/Services (-Specification Compliance - Technical Excellence - Reports/Administration - Personnel Qualification)

Comments:

- ☐ 0
☐ 1
☐ 2
☒ 3
☐ 4

Vendor was always able to display good technical capability to provide us services that were in compliant with the specification of our UPS Service Contract during the above reporting period.

. Timeliness of Performance (-Were Milestones Met Per Contract - Response Time (per agreement, if applicable) - Responsiveness to Direction/Change - On time Completion Per Contract)

Comments:

- ☐ 0
☐ 1
☐ 2
☒ 3
☐ 4

Vendor informed us and did provided and completed services within the mentioned time frame meeting the milestones of this service contract. Vendor did notified us promptly for some issues that came up during the course of services and readily complied for direction change when the job could nor proceed because of some unavoidable circumstances.

. Business Relations (-Responsiveness to Inquiries - Prompt Problem Notifications)

Comments:

- ☐ 0
☐ 1

20-0636

- ☐ 2
☒ 3
☐ 4

Vendor clearly notified us of some problems that was observed during the course of their services and with good business intentions, did offered us all possible alternatives to select to get the job done within the terms and conditions of this service contract.

Customer Satisfaction (-Met User Quality Expectations - Met Specification - Within Budget - Proper Invoicing - No Substitutions)

- ☐ 0
☐ 1
☒ 2
☐ 3
☐ 4

Comments:

Vendor provided us good customer satisfaction for services that were within the quoted budget and compliant with the terms and conditions of this service contract. However vendor accounting division did not properly followed the terms of Article 33 - INVOICING & PAYMENT and emailed us an Invoice for the total amount of the Invoice and remittance address not matching with their AMS info, that had to be corrected resulting in delayed payment.

Contractors Key Personnel (-Credentials/Experience Appropriate - Effective Supervision/Management - Available as Needed)

- ☐ 0
☐ 1
☐ 2
☐ 3
☒ 4

Comments:

Vendor key service personnel are experts with excellent office and field communication experience, leadership, and customer expectations

Overall Performance Rating: 3.0

Would you select/recommend this vendor again?
Check box for Yes. Leave Blank for No)

☒ Yes ☐ No

Rating completed by:

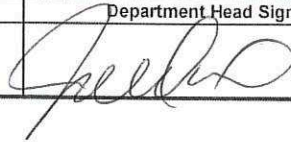
Gurwant.Obhi

Department Head Name

Department Head Signature

Date

Joseph N. Davis



6/30/2020