



## INTEROFFICE MEMORANDUM

**TO:** Felicia Strong-Whitaker, Director, Purchasing and Contract Compliance

**FROM:** Joseph Davis, Director, DREAM *JD*

**DATE:** October 14, 2022

**SUBJECT:** Recommendation Award – ITBC #22ITBC135037C-GS, Ballasts, Lamps, Light Fixtures and Related Supplies- FY2023

**Recommendation** Request approval of lowest responsible bidders - Department of Real Estate and Asset Management, Bid#22ITBC135037C-GS, Ballasts, Lamps, Light Fixtures and Related Supplies in the total amount of \$100,000.00 with (A) E. Sam Jones (Atlanta, GA) in the amount of \$47,000.00, (B) Voss Electric Co. (Marietta, GA) in the amount of \$23,000.00, (C) Summit Lighting Solutions (Lawrenceville, GA) in the amount of \$11,000.00, (D) Regency Lighting (Los Angeles, CA) in the amount of \$15,000.00 and (E) Electrical Contractor (Covington, GA) in the amount of \$4,000.00, to provide ballasts, lamps, light fixtures, and related items on an "as needed" basis for on an "as needed" basis Fulton County facilities and parking lots. Effective dates: January 1, 2023 through December 31, 2023, with two renewal options.

**DISCUSSION** The recommendation for the awards was based on the lowest bidder per line items.

Recommendation:

The County received and evaluated five (5) bid responses to the solicitation. There was a total of 53 representative line items; we have recommended each bidder according:

#	Recommended Bidder	Base Bid Amount	Award Authority	Award Items # to each Bidder
A	Regency Lighting	\$90,967.14	\$15,000.00	#4,6,8,12,18,25,41 and 44.
B	Voss Electric	\$101,707.36	\$23,000.00	#1,9,10,14,30,31,32,34, 35,47,50 and 51.
C	Electrical Contractor	\$127,674.35	\$4,000.00	#46 and 53.
D	Summit Lighting Solutions	\$101,409.35	\$11,000.00	# 2,3,11,26,29, and 48.

E	E. Sam Jones	\$88,343.35	\$47,000.00	#5,7,13,15,16,17,19,20, 21,22,23,24,27,28,33,3 6,37,38,39,40,42,43,45, 49 and 52.
<b>Total</b>			<b>\$100,000.00</b>	<b>53</b>

DREAM has approximately 623 totals (144 in ballast, 332 in lamps and 147 in light fixtures) of varieties of lighting items and related supplies on hand in the warehouse inventory. The Department is in the process of converting all existing lighting fixtures to LED in all County facilities and parking lots which is more expensive, but most cost effective in the long term for Fulton County budgetary stability because of the long life and generate less energy; and efficient solution for environmentally air quality benefits it provides.

The requested total spending authority of \$100,000.00 to cover the costs for lighting for ballasts, lamps, light fixtures and supplies and related items to meet the daily requirements and maintain service needs for approximately 128 County facilities and parking lots. The total spending authority is based on prior historical annual usage average of \$95,663.41 from the previous two years (2022 and 2021); and to also help subsidize the cost to support the purchase LED lighting in 2023.

Historical Expenditures:

- FY2022: The County expenditures as of 10/14/2022, \$98,000.00
- FY2021: The County spent \$93,326.81
- FY2020: The County spent \$68,290.00
- FY2019: The County spent \$81,970.00
- FY2018: The County spent \$124,896.00

Authorized Signature: *Joseph Davis*  
Joseph N. Davis Date: 10/14/2022  
**(By Director/Deputy Director)**

If you require additional information, contact Harry Jordan at (404) 612-5933.

Cc. Tim Dimond, Deputy Director, DREAM  
Mike Ross, Administrator, DREAM  
Calvin Gamble, Materials Management Manager, DREAM  
Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance  
Gertis Strozier, APA, Team C, Purchasing & Contract Compliance  
Harry Jordan, Contract Management Administrator, Purchasing/DREAM  
Joanna Hernandez, Contracting Officer, Purchasing/DREAM