




INTEROFFICE MEMORANDUM

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

FROM: Joseph Davis, Director, DREAM 

DATE: November 15, 2021

SUBJECT: **Recommendation Award - #21ITB131850C-MH, Countywide Spot Cooler and Heat Pump Rentals**

RECOMMENDATION: We are requesting approval to recommend of the lowest responsible bidder, Bid#21ITB131850C-MH, Countywide Spot Cooler and Heat Pump Rentals in the amount of \$47, 880 with Spot Coolers, Inc. (Peachtree Corners, GA) to provide on-site spot cooler and heat pump rentals units with the necessary accessories for set-up at any designated Fulton County facilities on an “as needed” emergency basis. Effective dates: January 1, 2022 through December 31, 2022, with two renewal options.

DISCUSSION: The recommendation was based on the bidders’ calculation of daily; weekly and monthly rental rates x 12 (monthly) for (A) Portable Air Cooled Spot Coolers to include set-ups, (B) Heat Pumps Units to include set-ups, with both A & B units comprise of three (3) various sizes between 1, 3 & 5-tons; and totaling both (A) & (B) to determine the annual cost for this service.

The Department received and evaluated four (4) bids response to the solicitation. The apparent lowest bidder, Sunbelt Rentals, Inc. submitted a total base bid amount of \$18,960, but it was a partial bid. They only provided costs for 2 out of 6 total line items: item #1 for A. Spot Cooler and item #4 for B. Heat Pump. The criteria According to Section 1, Instruction to Bidders 16. Basis of Award, “Must bid on all items”. Therefore, we did not consider Sunbelt Rentals, Inc. for the award. The next lowest bidder was Spot Coolers, Inc. @ \$47,880, the third lowest was Herc Rentals, Inc. @ \$61,824 and forth lowest was HVAC RNTL, Inc. @ \$85,380.

	Bidders	Total Base Bid Amount (A & B)	Award Amount
1	Spot Cooler, Inc.	\$47,880.00	\$47,880.00
2	Herc Rentals, Inc.	\$61,824.00	
3	HVAC RNTL, Inc.	\$85,380.00	
4	Sunbelt Rentals, Inc.	(Not Considered Partial Bid) \$18,960.00	

After careful reviews, we are recommend Spot Coolers, Inc. to be awarded for submitting the most responsible and responsive base bid amount of \$47,880 to provide on-site portable air cooled spot coolers and heat pump rental units with the necessary accessories for set-up at any designated County facilities on an "as-needed" emergency basis for Fulton County for FY2022.

If you require additional information, contact Sang Kim, Contracting Officer at ext. 26127.

ATTACHMENT: Bid Tabulation Sheet

cc: Michael Ross, Administrator, DREAM

Calvin Gamble, Material Management Manger, DREAM

Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance

Harry Jordan, Contract Management Administrator, Purchasing/DREAM