



INTEROFFICE MEMORANDUM

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

FROM: Joseph Davis, Director, DREAM 

DATE: October 13, 2021

SUBJECT: Recommendation Award – ITB #21ITB131067C-GS, **On-Site Door Repair and Overhead Door Preventive and Predictive Maintenance Countywide -FY2022**

Recommendation: We are recommending approval of the lowest bidders for, ITB #21ITB131067C-GS, On-Site Door Repair and Overhead Door Preventive and Predictive Maintenance Countywide in the total amount of \$215,000 with (A) Overhead Door Company of Atlanta, dba D.H. Pace Company, Inc., (Atlanta, GA) in the amount of \$170,000; and (B) Piedmont Door Automation, dba Piedmont Door Solutions (Dawsonville, GA) in the amount of \$45,000, to provide on-site door repair and preventive and predictive maintenance services Countywide. Effective dates: January 1, 2022, through December 31, 2022, with two renewal options.

DISCUSSION:

Procedure for Recommendation for Basis of Award:

The recommendation was based on the bidders' costs with given quantities for each Fulton County facility for fixed pricing for preventive semi-annual and annual service maintenance services; to include estimated hourly labor rates during normal & weekends/holidays for on-call services, and truck charges. Combining all line item numbers #1 through #64 for semi and annual services and labor costs and truck charges line items #66 - #68 to receive a Total Base Bid Amount to determine the lowest responsible and responsive bidder(s) to provide Countywide On-Site Door Repair and Overhead Door Preventive and Predictive Maintenance Services for Fulton County.

Evaluation Process:

The County received and evaluated two (2) bid responses to the solicitation. Piedmont Doors Automation, the apparent low bidder with a total base bid amount of \$70,520.00 was not considered as the overall lowest responsible bidder because they did not submit a pricing on 12 out of 64 total Line Items (#10, #11, #32, #34, #35, #37, #38, #41, #42, #43,

#52, & #60). This was because they did not maintain or repair roll up doors (types “C”) or any sliding gates entrances used for vehicular traffic (types “D”), which are located at 9 locations (#2, #3, #6, #8, #9, #12, #14, #15, & #44) those were not bid on. Piedmont Doors just simply provided costs for the type of doors they usually equipped to maintain/ or repair. Also, their services labor charges (Line Items #66, #67 & #68) were \$30.00 higher @ \$95.00 per hour during normal hours and @ \$120.00 an hour after working hours compared to the next lowest bidder @ \$65.00 and \$90.00 for normal and after working hours. The hourly rates are approximately 40% of the average cost of service.

Overhead Door Company of Atlanta submitted a complete base bid amount of \$75,964.00. They provided costs for all 64 Line Items specified in the ITB (Bid Form) for preventive and predictive on-site door repair and comparable hourly labor rates (#66, #67 & #68).

Conclusion:

Therefore, we recommend Overhead Door of Atlanta and Piedmont Door as the lowest and next lowest responsible and responsive bidders respectively to provide on-site door repair and preventive and predictive maintenance services for Fulton County facilities in FY2022. Having multiple contractors will provide the County with maximum flexibility and sufficient manpower resources in order to respond to the scope and complexity of service needs for a county of this size.

Recommended Bidders	Base Bid Amount	Award Authority
Overhead Door Company of Atlanta dba DH Pace Company, Inc.	\$75,964.00	\$170,000.00
Piedmont Door Automation, dba Piedmont Door Solutions	\$70,520.00	\$45,000.00
Total Spending Authority FY2022		\$215,000.00

Both contractors have a current contracts with Fulton County and has performed very good and highly competent as a door contractors for Fulton County as stated in their performance reports.

These are time and material contracts. The requested spending authority in the total amount of \$215,000 will cover costs for replacement/component parts and hourly locksmith services for FY2022.

Funding for this recommendation is subject to availability of funds adopted for FY2022 by BOC for accounts #100-520-5220-1116 in the amount of \$115,000 and 100-520-5221-1116 in the amount of \$100,000 for a total amount of \$215,000.00.

Authorized Signature:

JOSEPH N. DAVIS 
(By Director/Deputy Director)

Date: 10/13/2021

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

Cc. Tim Dimond, Deputy Director, DREAM
Mike Ross, Administrator, DREAM
Vijay Nair, Building Maintenance Manager, DREAM
Willie Perryman, Building Maintenance Manager, DREAM
Mark Hawks, CAPA, Team C, Purchasing & Contract Compliance
Gertis Strozier, APA, C Team, Purchasing & Contract Compliance
Harry Jordan, Contract Management Administrator, Purchasing/DREAM
Sang Gon Kim, Contracting Officer, Purchasing/DREAM