

BOC Meeting Date 10/7/2020

Requesting Agency

Commission Districts Affected

Real Estate and Asset Management

All Districts

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

Request approval of lowest responsible bidder - Department of Real Estate and Asset Management, Bid# 20ITB125615C-GS, Standby Fencing Installation and Repair in the amount of \$200,000, with Allied Fence Company, Inc. (Mableton, GA), to provide standby fencing installation and repair services for Fulton County effective January 1, 2021 through December 31, 2021, with two renewal options.

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

In accordance with Purchasing Code Section 102-373, all competitive sealed bids of more than \$49,999.99 shall be forwarded to the Board of Commissioners for approval.

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 furnishing all materials, labor, tools, equipment and appurtenances necessary to provide standby installation of new fence and replacement of existing fencing for all Fulton County facilities on an "as needed" basis. The fencing types consist of chain link, ornamental iron and steel fencing.

Community Impact: This ensures the security of County properties.

Department Recommendation: The Department of Real Estate and Asset Management recommends approval of the lowest responsible bidder to furnishing all materials, labor, tools, equipment and appurtenances necessary to provide standby installation of new fence and replacement of existing fencing for all Fulton County facilities on an "as needed" basis for fiscal year 2021.

The recommendation for the award is based on the bidders' prices per Sections. **Section A**: Chain Link (galvanized & vinyl coated) Fence and **Section B**: Ornamental Iron and Steel Fence; which includes the Contractor's calculation from a given estimated annual project number for new installation and repair cost, per hourly rate, number of laborers, number of required hours, and total materials cost for each similar project to determine the lowest responsible bidder.

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

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

Continued

The Department received and evaluated one (1) bid to the solicitation. Allied Fence Company, Inc. submitted the only responsive and responsible bid to provide on-site standby installation and repair services countywide. Allied Fence has the current contract with Fulton County and has performed very good and highly competent as a fencing contractor for Fulton County as stated in their performance report.

This is a time and material contract. The requested spending authority covers the cost for materials and labor hours for the replacement and maintenance repairs for installation of galvanized chain link fencing.

Historical Expenditures:

FY2020: The County expenditures as of 8/5/2020, \$135,167.00 (This is not accounting the \$73,135)

for spending increase in support of the Senior Surge Project Phase II, that's currently

waiting BOC approval for 9/2/2020 Agenda Meeting)

FY2019: The County spent \$176,992.00 FY2018: The County spent \$36,904.00 FY2017: The County spent \$49,561.00

Project Implications: This contract requires specialty tools, equipment, training and skills. Fencing repairs and installation will not be performed in a timely or cost-effective such as; securing all generators and HVAC systems at County facilities to prevent theft and vandalism.

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

Department Issues/Concerns: If this contract is not approved, the County cannot provide standby fencing installation and repair to secure Fulton County facilities.

History of BOC Agenda Item: No, new procurement.

Contract & Compliance Information (Provide Contract)

(Provide Contractor and Subcontractor details.)

Contract Value: \$200,000.00

Prime Vendor: Allied Fence Company, Inc.

Prime Status: Non-Minority
Location: Mableton, GA
County: Cobb County

Prime Value: \$200,000.00 or 100.00%

Total Contract Value: \$200,000.00 or 100.00%

Total MBE Value: -0-

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Solicitation Information	NON-MFBE	MBE	FBE	TOTAL	
No. Bid Notices Sent:	19	13	8	40	
No. Bids Received:	1	0	0	1	

Total Contract Value	\$200,000.00 or 100.00%
Total M/FBE Values	-0-
Total Prime Value	\$200,000.00 or 100.00%

Fiscal Impact / Funding Source

(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)

100-520-5211-1160: General, Real Estate and Asset Management, Professional Services-\$200,000 "Subject to availability of funding adopted for FY2021 by BOC"

Exhibits Attached

(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)

Exhibit 1: Bid Tabulation Sheet

Exhibit 2: Contractor's Performance Report Exhibit 3: Department Recommendation Memo

Exhibit 4: Single Bid Analysis

Source of Additional Information (Type Name, Title, Agency and Phone)

Joseph N. Davis, Director, Department of Real Estate and Asset Management, (404) 612-3772

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

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

Continued

Proc	Procurement					
Contrac No	ct Attached:	Previous Contracts: Yes				
Solicita	tion Number: 25615C-GS	Submitting Agency: Department of Real Estate and Asset Management	Staff Contact: Harry Jordan	Contact Phone: (404) 612-5933		
		of the lowest and respon	sible bidder to provide st an "as needed" basis for	tandby fence installation and fiscal year 2021.		
		FINANCI	AL SUMMARY			
Original Approved Amount: Previous Adjustments: This Request: TOTAL: Stant Information Summary: Amount Requested: Match Required: Start Date: End Date: Match Account \$:		MBE/FBE Participation: Amount: . %: . Amount: \$0.00 0.00%: . Amount: . %: . Cash In-Kind Approval to Award Apply & Accept Funding Line 3: Funding Line 4: .				
	by BOC"	KEY CON	TRACT TERMS			
Start Da		End Date:				
1/1/202		12/31/2021				
Cost A	djustment:	Renewal/Extension To				
	Two, one-year renewal options. ROUTING & APPROVALS (Do not edit below this line)					
X	Originating Dep	partment:	Davis, Joseph	Date: 8/21/2020		
X X X X	County Attorne	y:	Stewart, Denval	Date: 9/20/2020		
Χ		ntract Compliance:	Strong-Whitaker, Fel			
X		t Analyst/Grants Admin:	Whitted, Ivan	Date: 8/24/2020		
Х	Grants Manage		0'11	Date: .		
X County Manager:		Gillespie, Alana	Date: 9/24/2020			

Secretary Company Co				BID T	ABULATIO	ON SHEET				<i></i>	
Experience Procession Pro	BID NUMBER# 20ITB125615C-GS			<u> </u>	···				PAGE NUMBER:		
Second Control Contr		ation and Repair									
Visibility Vis			sset Management								<u> </u>
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March Marc				SECTIO	N A CHAIN LINK FE	NCE					
A Company Co	#1 Galvanized Chain Link Fence – New	QTY	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	
March Marc	Estimated annual number of similar projects: 3	3	\$ 3,950,00	\$ 11,700,00							
Management Man	(A) Hourly Rate per project			,							
Personal control and control of	(B) Number of Hours required per project:			, , , , ,							
Application Continue of Processing Conti	(C) Total Material Cost per project:	1	\$ 1,800.00	\$ 1,800.00							
Section Control Cont	#2 Galvanized Chain Link Fence Gates – New	QTY			UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	
A	Estimated annual number of similar projects: 2.	2	\$ 775.00	\$ 1,550.00							
20 Section Advanced Color per property 1	(A) Hourly Rate per project	1	\$ 150.00	\$ 150.00							
Martine Charlot Property Control Contr	(B) Number of Hours required per project:		3								
A	(C) Total Material Cost per project:	1	\$ 325.00	\$ 325.00					<u> </u>		
	-	QTY	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	
		3	\$ 443.00	\$ 1,329.00					1		
A		1	\$ 150.00	\$ 150.00							
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C Total Material Cost per project	(A) Hourly Rate per project	1	\$ 150.00	\$ 24.28							
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S	· ·	1	\$ 250.00	\$ 250.00							
#1 Ornamental Iron Fence - New											
Estimated annual number of similar projects: 1			, <u> </u>			1					
(A) Hourly Rate per project (B) Number of Hours required per project: (C) Total Material Cost per project: 1 \$ 8,000.00 \$ 8,000.00 22 Ornamental Iron Fence Repair QTY UNIT PRICE TOTAL UN		QTY	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	
(B) Number of Hours required per project: (C) Total Material Cost per project: 1 \$ 8,800.00 \$ 8,600.00 #2 Ornamental Iron Fence Repair QTY UNIT PRICE 1 \$ 8,800.00 \$ 8,600.00 #2 Ornamental Iron Fence Repair QTY UNIT PRICE 1 \$ 175.00 \$ 175.00 #3 Ornamental Steel Fence - Ameristar™ QTY UNIT PRICE UNIT PRICE TOTAL UNIT PR	·	1	\$ 16,650.00	\$ 16,650.00							
(C) Total Material Cost per project: 1 \$ 8.600.00 \$ 8.600.00 #2 Ornamental Iron Fence Repair QTY UNIT PRICE TOTAL SECURIT		1	\$ 175.00	\$ 175.00					1		
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Estimated annual number of similar projects: 1	#3 Ornamental Steel Fence – Ameristar™				UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	
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(B) Number of Hours required per project: 32 (C) Total Material Cost per project: 1 \$ 36,997.00 \$ 36,997.00 Total Cost for Section B Ornamental Iron & Steel Fence (Items #1 thru #3): 5 62,297.00 Total for Sections A & B (calculated) \$ 88,776.00 BASE BID AMOUNT \$88,779.00 ASSISTANT PURCHASING AGENT: Gertis Stroizer	(A) Hourly Rate per project										
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BASE BID AMOUNT \$88,779.00 BIDS MAILED ASSISTANT PURCHASING AGENT: Gertis Stroizer											
BIDS MAILED ASSISTANT PURCHASING AGENT: Gertis Stroizer	Total for Sections A & B (calculated)			\$ 88,776.00							
BIDS MAILED ASSISTANT PURCHASING AGENT: Gertis Stroizer											
	BASE BID AMOUNT			\$88,779.00							
DIDS DECEMENT.	BIDS MAILED				ASSISTANT PURCH	ASING AGENT: Ger	tis Stroizer				
BIDS RECEIVED. I INC-BIDS. CHIEF ASSISTANT.	BIDS RECEIVED:	1	NO-BIDS:		CHIEF ASSISTANT:						

DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACTORS PERFORMANCE REPORT GOODS AND COMMODITIES SERVICES

Report Period Start	Report Period End	Contract Period Start	Contract Period End
1/1/2020	6/30/2020	1/1/2020	12/31/2020
PO Number			PO Date
072020-1212			7/20/2020
Department	Real Estate and Asset Man	agement	
Bid Number	17ITB108350C-GS		
Service Commodity	Standby Fencing Installati	on and Repair	
Contractor	Allied Fence Co.		

= 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.
s = 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)

\bigcirc \circ	Comments:
	Very good quality of goods with good technical excellence and always meets spec compliance. Reports and administration is prompt and accurate.
\bigcirc 1	
O 2	
○ 3	
4	
. Timelines ime Compl	s of Performance (-Were Milestones Met Per Contract - Response Time (per agreement, if applicable) - Responsiveness to Direction/Change - On letion Per Contract)
\bigcirc o	Comments:
\bigcirc 0	Allied meets milestone with no delays. responsiveness to change are prompt and efficient. Good timeliness in scheduling and completing tasks
\bigcirc 1	especially if it is an emergence situration.
O 2	
\bigcirc 3	
4	

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

. Dusines	is relations (-responsiveness to inquines - Fromper roblem notifications)	
\bigcirc o	Comments:	
\bigcirc 1	Great business relations; always responds to inquiries. Always responds to problems and informs me if there is a delay or change in scope that was not expected.	•
O 2		
○ 3		
4	Packet Page -677-	

1 Invoicing is always correct	get They do not substitute unless approved by Fulton C	county. Customers are always satisfied.
2		
ntractors Key Personnel (-Credentials/Experience Appropria	ate - Effective Supervision/Management - Available a	s Needed)
Comments:		
Key personnel are efficient and knowledgeable with great phone ,email, text etc.	at experience. Supervision and management are effective	e and always available either by
Emiliarity or management control of a control of the control of th		
II Performance Rating: 4.0		
Il Performance Rating: 4.0 I you select/recommend this vendor again?	Rating completed by:	Mark.Moore1
you select/recommend this vendor again? k box for Yes. Leave Blank for No)	Rating completed by:	Mark.Moore1
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Il Performance Rating: d you select/recommend this vendor again? k box for Yes. Leave Blank for No)	Rating completed by:	Mark.Moore1
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Ill Performance Rating: d you select/recommend this vendor again? k box for Yes. Leave Blank for No)	Rating completed by:	Mark.Moore1
you select/recommend this vendor again? k box for Yes. Leave Blank for No) Yes No		



INTEROFFICE MEMORANDUM

TO:

Felicia Strong-Whitaker, Director, Purchasing and

Contract Compliance

FROM:

Joseph Davis, Director, DREAM

DATE:

August 19, 2020

SUBJECT:

Recommendation Award – ITB #20ITB125615C-GS.

Standby Fencing Installation and Repair -FY2021

Recommendation: We are recommending approval of the lowest bidder for Standby Fencing Installation and Repair in the amount of \$200,000, with Allied Fence Company, Inc. (Mableton, GA) to provide standby fencing installation and repair services for Fulton County. Effective dates: January 1, 2021 through December 31, 2021, with two renewal options.

DISCUSSION: The recommendation for the award to provide standby fencing installation and repair for Fulton County facilities is based on the bidders' prices per Sections. **Section A:** Chain Link (galvanized & vinyl coated) Fence and **Section B:** Ornamental Iron and Steel Fence; which includes the Contractor's calculation from a given estimated annual project number for new installation and repair cost, per hourly rate, number of laborers, number of required hours, and total materials cost for each similar project to determine the lowest responsible bidder.

The County received and evaluated one (1) bid response to the solicitation. Allied Fence Company, Inc. has submitted a responsible and responsive bid to provide on-site standby installation and repair services countywide. Allied Fence has the current contract with Fulton County and has performed very good and highly competent as a fencing contractor for Fulton County as stated in their performance report.

Recommended Bidder	Base Bid Amount	Award Authority
Allied Fence Company, Inc.	\$88,776.00	\$200,000.00

This is a time and material contract. The requested spending authority covers the cost for materials and labor hours for the replacement and maintenance repairs for installation of galvanized chain link fencing.

Funding for this recommendation is subject to availability of funds adopted for FY2021 by BOC for account # 100-520-5211-1160.

20-0701

Authorized Signature: (By Director/Deputy Director)

Date: 8/19/2020

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

Cc. Tim Dimond, Deputy Director, DREAM Sam Bakare, Construction Manager, DREAM Mark Moore, Landscape Architect 1, 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



INTEROFFICE MEMORANDUM

TO:

Joseph Davis, Director DREAM

THROUGH:

Tim Dimond, Deputy Director, DREAM

Sam Bakare, Construction Manager, DREAM

FROM:

Mark Moore, Landscape Architect 1

DATE:

August 18, 2020

SUBJECT:

Bid Evaluation Form - 20ITB125615C-GS,

Standby Fencing Installation and Repair - FY2021

The above mentioned ITB are being submitted for your evaluation. Please review it carefully and make your recommendation for award. You may retain this copy of the bid package. Annotate your information below:

Total Award Amount Requested: \$ \$200,000

(FY2021)

Funding Line(s):

<u>100-520-5211-1160</u>

Contract Terms:

January 1, 2021 through December 31, 2021

RECOMMENDATION/JUSTIFICATION:

Recommended Bidder	Award Authority	Notes
Allied Fence Co.	\$200,000	With a calculation for all categories of \$88776.00, Allied Fence Co. is the lowest responsible and responsive bidder.
3		

Attachments:

- 1. 1 Bid Response - Allied Fence
- 2. Bid Tab Sheet #20ITB125615C-GS

20-0701

Department Authorize Approval:	
Authorized Signature. Horene Thornton	Date: 8/20/2020
(By Financial Administrator)	1 7

Authorized Signature: Dose of N. Onvis
(By Director/Deputy Director)

Date: 876/123 23

C: Harry Jordan, Contract Management Administrator, Purchasing/DREAM Sang Gon Kim, Contracting Officer, Purchasing /DREAM Florene Thornton, Financial Administrator, DREAM Gertis Strozier, APA, C Team, Purchasing & Contract Compliance

Jordan, Harry

From:

Moore1, Mark

Sent:

Thursday, August 20, 2020 10:22 AM

To:

Jordan, Harry

Subject:

RE: Bid Evaluation and Recommendation for 20ITB125615C-GS Standby Fencing

Installation

Attachments:

2021 Bid Evaluation Form - 20ITB125615C-GS Standby Fencing Installation and

Repair.docx

Here it is.

From: Jordan, Harry

Sent: Thursday, August 20, 2020 6:57 AM

To: Moore1, Mark < Mark. Moore1@fultoncountyga.gov >

Subject: FW: Bid Evaluation and Recommendation for 20ITB125615C-GS Standby Fencing Installation

Mark,

You can submit your recommendation this morning for Allied Fence for \$200,000.00 for FY2021. The Budget is going to be real tight next year and Finance is not allowing us to above what DREAM had previously awarded this contract. So let's get it done.

Harry



Harry A. Jordan, Jr.

Contract Management Administrator Purchasing and Contract Compliance Department

404-612-5933 (office) 404-840-9078 (cell)

harry.Jordan@fultoncountyga.gov (email)

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From: Jordan, Harry

Sent: Tuesday, August 18, 2020 1:16 PM

To: Moore1, Mark

Cc: Bakare, Samuel; Musgrove, Dolores; Kim, Sang Gon

Subject: Bid Evaluation and Recommendation for 20ITB125615C-GS Standby Fencing Installation

Mark

Please evaluate and make recommendation for award for the lowest responsible bidder to provide standby Fencing Installation for Fulton County for FY2021. Annotate your recommendation on the Bid Evaluation Form (see attached). Please submit your recommendation by NLT COB on August 21,2020.

Thanks

Harry

(5) Other

Single Bid/Quote Analysis Form

(4) Short response due date

Date: August 7, 2020

Requesting Department: Real Estate and Asset Management

Solicitation Number: 20ITB125615C-GS **Title:** Standby Fencing Installation and Repair

Bid / Proposal Due Date: July 27, 2020

Brief Description: Providing all materials, labor, tools, equipment and appurtenances necessary for

Standby Fencing Installation and Repair.

Number of Notifications: 50 (Fifty)

Instructions: Complete this form when only one bid is received in response to an ITB, RFP or E-

Quote.

RANDOM CANVASSING OF OTHER VENODRS:

(1) Lack competency (2) Poor timing (3) Lack resources

1. Vendor:	First Fence of Ga jquerry@firstfence.com							
Contact Person:	John Querry	у						
Phone Number:	(770) 214-4235 (706) 851-9435							
Reason for not responding:	□ 1	□ 2	□ 3	□ 4	⊠ 5	☐ No Response		
Comments	We will not be bidding on this project.							
2. Vendor:	Stembridge Custom Metals, Inc.							
Contact Person:	Bradford Stembridge							
Phone Number:	(770) 969-8139							
Reason for not responding:	□ 1	□ 2	□ 3	□ 4	⊠ 5	☐ No Response		
Comments	Miss due date, vendor got dates confused.							
3. Vendor:	Fence Works of Georgia							
Contact Person:	Janet Perez							
Phone Number:	(770) 452-9900							
Reason for not responding:	□ 1	□ 2	□ 3	□ 4	⊠ 5	☐ No Response		

20-0701

Comments	Janet Perez think invitation went to wrong email address. Ask if company was on the Georgia Procurement Register she said yes						
4. Vendor:	C & C Fe	nce Company					
Contact Person:	Stephani	e Spruill					
Phone Number:	(770) 603	3-9745					
Reason for not responding:	□ 1	□ 2	□ 3	□ 4	⊠ 5	☐ No Response	
Comments	Firm is ov	erwhelmed with	n work decid	ed not to bid	this one.		
5. Vendor:	Georgia Commercial Fence and Construction						
Contact Person:	Jonathan	Joyner					
Phone Number:	(770) 507	7-7107					
Reason for not responding:	□ 1	□ 2	□ 3	□ 4	□ 5	⊠ No Response	
Comments	Left seve	ral message on	Ms. Moss vo	oicemail			
Additional vendors can be added	if needed.						
RECOMMENDATION AND SUG	GESTIVE (COURSE OF A	CTION:				
Award to Allied Fence Compan	y, Incumb	ent					
☐ Re-solicit							
□ Other							
Click here to enter text.							
Gertis Strozier		APA			July 29, 20	020	
Purchasing Representative (CAPA/APA/PO Completin	g Form)		Title		,	Date	
Purchasing Director			Date				