PROCUREMENT DIVISION

ONE CITY. ONE JACKSONVILLE.

MEMORANDUM

TO: General Government Awards Committee

FROM: Gregory Pease, Chief of Procurement

DATE: **10/7/2019**

SUBJECT: **PROTEST – Bid No.: ESC-00593-19**
Title: CITY COUNCIL CHAMBERS AUDIO and VIDEO UPGRADE RE-BID

The attached bid protest filed by **Vision Worx, LLC DBA CCS Presentation System.** is presented for action by the General Government Awards Committee, on Thursday, **10/10/2019** at 1:00pm.

The General Government Awards Committee action is as follows:

UPHELD:	**DENIED:**
Dir. Adm. & Finance or Designee	Dir. Adm. & Finance or Designee
General Counsel or Designee	General Counsel or Designee
Director of Public Works or Designee	Director of Public Works or Designee

ACTION OF AWARDING AUTHORITY

Date: _____

_____ **Approved**

_____ **Disapproved**

Signature of Authentication: _____

Presenting Better Solutions

8/22/19

Chief of Procurement
214 N. Hogan Street, 8th Floor
Jacksonville, FL 32202

09/19/19 11:50:08
Procurement Division

Fax: 904.255.8837

Notice of Protest

ESC-0593-19 City Council Chambers Audio and Video Upgrade Re-bid awarded to Whitlock.

CCS Southeast is protesting the award based on the following:

1. Whitlock fails to meet the requirement in on page 3, section 1.4 Minimum Requirements for Contractors. It states under "C" Contractor must have local office presence to include local support.

   Whitlock does not have a local office in Jacksonville and therefore does not meet the requirement in "C" above. The only employee in Jacksonville, is an account manager that works from home.

   With no office or technical staff in Jacksonville, Whitlock will have to use outside contractors to do the work on this project. There is no one here to supervise, commission, and handle service after the fact on a project that has complexity and a very condensed project timeline. **The bid document clearly states that the Contractor (company submitting the bid) "warrants and represents that it satisfies these requirements", which Whitlock, in and of itself, clearly does not.**

2. Significant scoring differences for References, Timeline, Qualifications, and Presentation of Design are simply incorrect and are not based on facts.

   References: CCS scored 7.67 vs 8.33 for Whitlock; CCS references are relative and significant – we don't believe any of our contacts were called or interviewed. CCS has done work for over 20

10393 Fortune Parkway, Jacksonville, FL 32256
Phone: 904-998-7227 Fax: 904-998-7225

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years and has an excellent reputation. There is no way CCS should have scored lower. The score needs to be adjusted.

Timeline: CCS scored 12 points vs 18.67 Whitlock; the bid document clearly outlines the project must be completed within three weeks in December. Any difference in timeline relative to scoring is completely arbitrary. This score should be adjusted.

Qualifications: CCS scored 7.67 vs 9.33 Whitlock; CCS has done significant work for the City on other projects and has a portfolio of projects far and away superior to Whitlock who has done very little work in Jacksonville other than K-12. How a company with zero technical and operations staff in the market and very few large integration projects can score more points is highly suspect. The score should be adjusted.

Presentation of Design: CCS scored 13.67 vs 25.67 for Whitlock; there was no opportunity to present the proposal / design in the second version of the bid. CCS submitted our proposal based on the design provided. This score should be adjusted or thrown out entirely.

These changes would give the award to CCS Southeast, a local company with local technical and operational support, and save the taxpayers over $28,000.

It should also be pointed out that Whitlock is headquartered in Richmond, VA so the **5% penalty for out of state corporations,** the state of Florida mandates on public bids, **should also be added to their bid price before any evaluation**. While we realize this will not change the scoring, it is not a good approach for taxpayers to vastly underweight the difference in cost. Basically $28,000 in savings was worth 2 points out of 100.

CCS Southeast represents over 20 families who live and work in Duval County. CCS Southeast corporate headquarters, located in a new building just opened last November, has been in Duval County for over 20 years. CCS Southeast has professionally trained and certified staff in engineering design, programming, project management and installation. CCS Southeast is by far the most qualified and experienced audio-visual integrator in North Florida. **We strongly request that the bid requirements as written be correctly applied and that the award to Whitlock be overturned.**

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In addition, we are requesting access to the detailed information regarding the scoring and the individuals who submitted scores. In all other public bids of this type in the state we have submitted over the years, the categories and scoring are clearly documented upfront and all results are presented with the award. We were provided only a summary of the scores.

John Doster - CEO
CCS Southeast
10393 Fortune Parkway
Jacksonville, FL 32082

City of Jacksonville, Florida

Lenny Curry, Mayor

Procurement Division
Ed Ball Building
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

ONE CITY. ONE JACKSONVILLE.

September 25, 2019

Via Email

John Doster, CEO
CCS Southeast
10393 Fortune Parkway
Jacksonville, FL 32082

RE: City Council Chambers Audio and Video Upgrade - Protest
Solicitation #ESC-0593-19

Dear Mr. Doster,

I am in receipt of your protest letter filed on behalf of CCS Southeast received September 19, 2019 for the above referenced solicitation.

We request that you and/or a representative of your firm appear before the Competitive Sealed Proposal Evaluation Committee meeting (CSPEC) on Thursday, October 10, 2019 at 1:00p.m. being held on the 8th floor of the Ed Ball Building, 214 N. Hogan Street, Conference Room 851 to present arguments limited to and in support of the issues in your letter.

Furthermore, by copy of this letter, I will formally request that all other firms having standing in this matter have a representative appear before the CSPEC on the above-mentioned date and time, if they desire to be heard in this matter.

If you have any questions, comments, or concerns, please do not hesitate to call.

Sincerely,

Gregory Pease, Chief
Procurement Division

cc: Marilyn Laidler, Purchasing Analyst
Ruben Ola, Purchasing Analyst
Summer Vynes, Whitlock
Nihal Kekec, Procurement Division
Bid File

Ola, Ruben

From: Ola, Ruben
Sent: Wednesday, September 25, 2019 1:19 PM
To: Summer Vyne
Cc: Pease, Gregory; Laidler, Marilyn; Brown, Elizabeth; Ossi, Thomas
Subject: FW: ESC-0593-19 Letter of Protest and Notice to Appear
Attachments: ESC-0593-19 PROTEST LETTER.pdf; CCS Notice to Appear.pdf

Tracking:

Recipient	Read
Summer Vyne	
Pease, Gregory	Read: 9/25/2019 2:16 PM
Laidler, Marilyn	
Brown, Elizabeth	Read: 9/25/2019 1:36 PM
Ossi, Thomas	Read: 9/25/2019 1:37 PM

Good Afternoon Ms. Summer,

In reference to solicitation ESC-0593-19 CITY COUNCIL CHAMBERS AUDIO and VIDEO UPGRADE RE-BID, attached is the protest letter and notice to appear for your information.
If you have questions or concerns, feel free to contact us.

Thank you,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: Pease, Gregory
Sent: Wednesday, September 25, 2019 12:53 PM
To: Ola, Ruben
Cc: Ossi, Thomas; Brown, Elizabeth; Laidler, Marilyn
Subject: FW: ESC-0593-19 Notice to Appear

Ruben,

Please send this letter to Whitlock along with a copy of the protest.

Thanks,
Greg

Gregory W. Pease
Chief of Procurement
Finance and Administration Department
Procurement Division
City of Jacksonville
214 N. Hogan St
Jacksonville, FL 32202
Ph. 904.255.8801
Fax 904.255.8838

CITY OF JACKSONVILLE

****** Please note that under Florida's very broad public records law, email communications to and from city officials are subject to public disclosure. ******

From: Pease, Gregory
Sent: Wednesday, September 25, 2019 12:51 PM
To: 'jdoster@ccssoutheast.com'
Cc: Ola, Ruben; Laidler, Marilyn (MLaidler@coj.net); Kekec, Nihal
Subject: ESC-0593-19 Notice to Appear

Mr. Doster,

Please find the attached letter. Thank you.

Gregory W. Pease
Chief of Procurement
Finance and Administration Department
Procurement Division
City of Jacksonville
214 N. Hogan St
Jacksonville, FL 32202
Ph. 904.255.8801
Fax 904.255.8838

CITY OF JACKSONVILLE

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