

Financial Services  
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD OF CONTRACT THROUGH DIRECT NEGOTIATION –  
ARMORED CAR SERVICES**

**COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS**

**LINK TO STRATEGIC  
BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of the Department of Food and Nutrition, released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB), was to establish a contract, at firm unit prices for the purchase of armored car services, for Miami-Dade County Public Schools. This is a term bid which states that the Board may purchase quantities as needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services' and DemandStar websites. The solicitation was shared with the District offices for additional community outreach, including but not limited to social media, local newspapers, local radio stations and prior bid forecasting lists.

The initial term of the contract shall be for a one (1) year period, commencing January 15, 2020 through January 14, 2021, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for one (1) additional one (1) year period.

Strategies were employed to increase SBE/MBE (Small/Micro Business Enterprise) participation. The Goal Setting Committee recommended that this solicitation be open.

One (1) vendor responded to this solicitation, and price was considered excessive under current market conditions. Florida Administrative code 6A-1.012 – Purchasing, authorizes the School Board to enter into negotiations with suppliers for commodity when competitive solicitations have been requested in the manner prescribed by this rule; and the School Board has made a finding that no acceptable bid has been received. Brink's Incorporated submitted a competitive bid to the District, under the same terms and conditions of the bid solicitation. This negotiation resulted in a savings of approximately \$534,713, which has been determined to be in the best interest of the District.

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the prime firm and all subcontractors.

Fund Source  
Various

**E-144**

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida:

1. **AWARD CONTRACT FOR ARMORED CAR SERVICES** - to establish a contract, at firm unit prices for the purchase of armored car services, for Miami-Dade County Public Schools during the term of the bid, with an initial effective date of January 15, 2020 through January 14, 2021, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for one (1) additional one (1) year extension period thereto, as follows:

BRINK'S INCORPORATED  
555 DIVIDEND DRIVE, SUITE 100  
COPPELL, TX 75019  
OWNER/OFFICER: RONALD DOMANICO, DIRECTOR

Item 1: Service Type A, Food Service Only: To pick-up School Food Service receipts only at the respective school principal's office for deposit in a Miami-Dade County bank @ \$21.95 per pick-up.

Item 2: Service Type B, Food Service And School Deposits: To pick-up receipts of other school site departments for deposit in the SAME Miami-Dade County bank as the School Food Service deposit at the same time as the scheduled pick-up for "Service Type A", at the respective school principal's office. (Non Food Service deposits such as athletic games, vocational programs, adult centers, special events, principal's deposit, etc.) @ an additional \$7.70 per pick-up.

Item 3: Service Type C, Food Service And School Deposits: To pick-up receipts of other school site departments for deposit in a DIFFERENT Miami-Dade County bank than the School Food Service deposit at the same time as the scheduled pick-up for "Service Type A", at the respective school principal's office. (Non Food Service deposits such as athletic games, vocational programs, adult centers, special events, principal's deposit, etc.) @ an additional \$7.70 per pick-up.

Item 4: Service Type D: Non-Food Service deposits such as athletic games, vocational programs, adult centers, special events, principal's deposit, etc.) @ \$150 per pick-up

Item 5: Service Type E: Additional services as classified below:

5A: Additional pick-up for food service receipts for periodic or emergency service @ \$125 per pick-up

5B: Additional pick-up for food service and non-food service receipts for periodic or emergency service @ \$125 per pick-up

2. **AUTHORIZE** Procurement Management Services to purchase, up to the total estimated amount of \$400,000 for the initial contract term, and an amount not to exceed \$200,000 for each subsequent one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.

RYS/hr