

Financial Services  
Richard H. Hinds, Chief Financial Officer

**COMMITTEE: FACILITIES AND CONSTRUCTION REFORM**

<u>ITEM</u>	<u>BID NO.</u>	<u>SUBJECT</u>
F-60	064-NN04	HVAC PARTS AND SUPPLIES, MANUFACTURER DISCOUNT

**COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS**

<u>ITEM</u>	<u>BID NO.</u>	<u>SUBJECT</u>
E-142	031-NN10	REQUEST AUTHORIZATION TO ENTER INTO A CONTRACTUAL SERVICES AGREEMENT, PURSUANT TO REQUEST FOR PROPOSALS NO. 031-NN10 – LEGAL SERVICES
E-143	037-NN10	REQUEST AUTHORIZATION TO NEGOTIATE AND ENTER INTO A CONTRACTUAL SERVICES AGREEMENT BETWEEN THE SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA, AND ENTERPRISE RECOVERY SYSTEMS, INC., PURSUANT TO REQUEST FOR PROPOSALS NO. 037-NN10 – COLLECTION AGENCY SERVICES

Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:                   AWARD BID NO. 064-NN04 – HVAC PARTS AND SUPPLIES,  
MANUFACTURER DISCOUNT**

**COMMITTEE:               FACILITIES AND CONSTRUCTION REFORM**

**LINK TO STRATEGIC  
FRAMEWORK:              FINANCIAL EFFICIENCY/STABILITY**

The purpose of this bid is to secure single, fixed, percentage discounts from the Manufacturer's Suggested Retail Price (MSRP) list, to purchase HVAC equipment, parts and supplies, and air-conditioning control parts, for Maintenance Operations. This is a term bid which states the Board may purchase quantities, as may be required, but, is not obligated to purchase any guaranteed amount. Ten (10) vendors responded to this advertised solicitation. This is an award to primary and alternate vendors.

The term of the bid shall be for two (2) years from date of award and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the awardees, be extended for three (3) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period.

No bids were received for Items 2, 5, 6, 15, 17, 21, 22, 28, 35, 37, 38, 41, 42, 44, 51, 53, 55, 56, 57, 58, 60, 64, 69, 72, 73, 74, 77, 79, 82, 83 and 84. The recommendation reflects that these items be rejected. Competitive prices will be solicited for these items, as the need arises, pursuant to Purchasing Policy 6320, Purchase Approval and Competitive Bidding Process Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditures.

This bid was benchmarked against The School Board of Broward County, Florida, and the District's prices were found to be 8.25% lower on comparable items.

Strategies were successfully employed to increase M/WBE participation, resulting in three (3) minority-owned businesses being awarded on this bid.

Fund Source  
0300 – Capital

RECOMMENDED: That the School Board of Miami-Dade County, Florida, **AWARD** Bid No. 064-NN04 – HVAC PARTS AND SUPPLIES, MANUFACTURER DISCOUNT, to secure single, fixed, percentage discounts from the Manufacturer's Suggested Retail Price (MSRP) list, to purchase HVAC equipment, parts and supplies, and air-conditioning control parts, for Maintenance Operations, during the term of the bid, effective July 17, 2013, through July 16, 2015, including extensions thereto, as follows:

**PRIMARY**

1. ALLIED CONTROLS INCORPORATED  
1706 EAST SEMORAN BOULEVARD, SUITE #128  
APOPKA, FL 32703  
OWNER: KATHLEEN JOHNSON, PRESIDENT M/WBE

Highest Discount: Items 10, 16, 62, 80, and 87 through 90.

Item 10 - Bard @ 10% discount.  
Item 16 - Carrier @ 25% discount.  
Item 62 - Rheem @ 62% discount.  
Item 80 - Veris @ 38% discount.  
Item 87 - Invensys @ 50% discount.  
Item 88 - KMC @ 48% discount.  
Item 89 - TAC @ 50% discount.  
Item 90 - Addison @ 25% discount.

2. CENTURY/AAA, LTD., D.B.A. AAA SUPPLY  
590 W. 84 STREET  
HIALEAH, FL 33014  
OWNER: PEDRO DEDESMA, PRESIDENT

Highest Discount: Items 1, 14, 18, 20, 27, 33, 36, 40, 43, 59, 70, 71, 75, 85 and 86.

Item 1 - A.O. Smith @ 60% discount.  
Item 14 - Browning @ 60% discount.  
Item 18 - Continental @ 10% discount.  
Item 20 - Danfoss/Graham VFDs @ 60% discount.  
Item 27 - Dunham/Bush @ 60% discount.  
Item 33 - First Company @ 43% discount.

Item 36 - Friedrich @ 36% discount.  
Item 40 - Goodman @ 25% discount.  
Item 43 - Honeywell @ 65% discount.  
Item 59 - Precisionaire @ 40% discount.  
Item 70 - Sporland @ 60% discount.  
Item 71 - Square D @ 60% discount.  
Item 75 - Tecumseh @ 60% discount.  
Item 85 - White Rogers @ 65% discount.  
Item 86 - York @ 60% discount.

3. CON-AIR INDUSTRIES, INC.  
4157 SEABOARD ROAD  
ORLANDO, FL 32808  
OWNER: CHARLES ADKINSON, PRESIDENT

Highest Discount: Item 29.

Item 29 - Eco-Aire @ 60% discount.

4. CONDO ELECTRIC INDUSTRIAL SUPPLY, INC.  
P.O. BOX 3340  
HIALEAH, FL 33013  
OWNER: JORGE G. ESPINOLA, PRESIDENT M/WBE

Highest Discount: Items 4, 7, 8, 12, 24, 54, 61 and 91.

Item 4 - American Coolaire Fans & Blowers @ 15% discount.  
Item 7 - Baldor @ 20% discount.  
Item 8 - Bando @ 30% discount.  
Item 12 - Bell & Gossett @ 15% discount.  
Item 24 - Delta @ 30% discount.  
Item 54 - Mitsubishi @ 15% discount.  
Item 61 - RBI Bearings @ 10% discount.  
Item 91 - Soler & Palau Fans and Blowers @ 15% discount.

5. DESIGN CONTROLS, INC., D.B.A. DCI SYSTEMS GROUP  
4300 BISCAYNE BLVD., SUITE G05  
MIAMI, FL 33137  
OWNER: RAYMOND LIOTTA, PRESIDENT

Highest Discount: Items 92 through 95.

Item 92 - Johnson Controls Metasys @ 10% discount.  
Item 93 - Patterson @ 10% discount.  
Item 94 - Petra @ 10% discount.  
Item 95 - Environmental Technologies @ 10% discount.

6. ECONOMIC ELECTRIC MOTORS  
4075 N.W. 79 AVENUE  
MIAMI, FL 33166  
OWNER: ALAN ALAVI, PRESIDENT

Highest Discount: Items 3, 13, 25, 26, 30, 32, 39, 46, 47, 48, 50, 63, 78, and 96 through 101.

Item 3 - Acme @ 45% discount.  
Item 13 - Bristol @ 30% discount.  
Item 25 - Devco @ 65% discount.  
Item 26 - Diversitech @ 65% discount.  
Item 30 - Emerson @ 45% discount.  
Item 32 - Fasco @ 50% discount.  
Item 39 - GE @ 20% discount.  
Item 46 - Lau @ 30% discount.  
Item 47 - Magnetek @ 50% discount.  
Item 48 - Marathon @ 35% discount.  
Item 50 - Mars @ 50% discount.  
Item 63 - Ritchie @ 5% discount.  
Item 78 - Universal @ 50% discount.  
Item 96 - Weg @ 55% discount.  
Item 97 - Optibelt @ 45% discount.  
Item 98 - Masterdrive @ 45% discount.  
Item 99 - Supco @ 15% discount.  
Item 100 - Fantech @ 25% discount.  
Item 101 - Edison Fuses @ 30% discount.

7. P.E.C.O. ENTERPRISES, INC.  
2400 WEST 84 STREET, SUITE 12  
HIALEAH, FL 33016  
OWNER: MERCEDES HERMIDA, PRESIDENT M/WBE

Highest Discount: Items 23, 31, 48, 51, 102 through 109, and 111.

- Item 23 - D-B/Hitachi Compressors ABB VFDs @ 15% discount.
- Item 31 - Evapco Cooling Towers @ 15% discount.
- Item 49 - Marley @ 15% discount.
- Item 52 - McQuay @ 15% discount.
- Item 102 - Alfa Laval @ 15% discount.
- Item 103 - Daikin-McQuay @ 15% discount.
- Item 104 - BAC Cooling Towers @ 15% discount.
- Item 105 - ABB Variable Frequency Drives @ 15% discount.
- Item 106 - Spot Coolers @ 15% discount.
- Item 107 - Yaskawa Variable Frequency Drives @ 15% discount.
- Item 108 - Mammoth WS Heat Pumps @ 15% discount.
- Item 109 - American Cooling Towers @ 50% discount.
- Item 111 - Howden Fans @ 15% discount.

8. STROMQUIST & CO., INC.  
5125 ADANSON STREET, SUITE 200  
ORLANDO, FL 32804  
OWNER: SAM LINDLEY, PRESIDENT

Highest Discount: Items 9, 11, 45, 65, 66, 67 and 110.

- Item 9 - Barber Coleman @ 60% discount.
- Item 11 - Belimo @ 63% discount.
- Item 45 - Johnson Controls @ 60% discount.
- Item 65 - Schneider Electric @ 60% discount.
- Item 66 - Siebe @ 60% discount.
- Item 67 - Siemens @ 60% discount.
- Item 110 - Honeywell VFD Only @ 69% discount.

9. TRANE, US, INC.  
2884 CORPORATE WAY  
MIRAMAR, FL 33025  
OWNER: FERNANDO D. LAGOMASINO  
DISTRICT MANAGER

Highest Discount: Item 76.

Item 76 - Trane @ 40% discount.

10. WACO FILTERS CORPORATION  
11701 N.W. 100 ROAD, SUITE 1  
MEDLEY, FL 33178  
OWNER: JEFFREY A. ROSE, PRESIDENT

Highest Discount: Items 34 and 81.

Item 34 - Florida Filter @ 50% discount.

Item 81 - Waco @ 50% discount.

#### **ALTERNATE**

11. ALLIED CONTROLS INCORPORATED  
1706 EAST SEMORAN BOULEVARD, SUITE #128  
APOPKA, FL 32703  
OWNER: KATHLEEN JOHNSON, PRESIDENT M/WBE

Second Highest Discount: Items 9, 11, 45, 65, 66, 67 and 76.

Item 9 - Barber Coleman @ 58% discount.

Item 11 - Belimo @ 55% discount.

Item 45 - Johnson Controls @ 58% discount.

Item 65 - Schneider Electric @ 58% discount.

Item 66 - Siebe @ 58% discount.

Item 67 - Siemens @ 56% discount.

Item 76 - Trane @ 33% discount.

12. CONDO ELECTRIC INDUSTRIAL SUPPLY, INC.  
P.O. BOX 3340  
HIALEAH, FL 33013  
OWNER: JORGE G. ESPINOLA, PRESIDENT M/WBE
- Second Highest Discount: Items 30, 32, 47 and 48.
- Item 30 - Emerson @ 30% discount.  
Item 32 - Fasco @ 25% discount.  
Item 47 - Magnetek @ 20% discount.  
Item 48 - Marathon @ 20% discount.
13. ECONOMIC ELECTRIC MOTORS  
4075 N.W. 79 AVENUE  
MIAMI, FL 33166  
OWNER: ALAN ALAVI, PRESIDENT
- Second Highest Discount: Items 1, 20, 62 and 86.
- Item 1 - A.O. Smith @ 50% discount.  
Item 20 - Danfoss/Graham VFDs @ 30% discount.  
Item 62 - Rheem @ 0% discount.  
Item 86 - York @ 35% discount.
14. P.E.C.O. ENTERPRISES, INC.  
2400 WEST 84 STREET, SUITE 12  
HIALEAH, FL 33016  
OWNER: MERCEDES HERMIDA, PRESIDENT M/WBE
- Second Highest Discount: Items 27 and 33.
- Item 27 - Dunham/Bush @ 15% discount.  
Item 33 - First Company @ 15% discount.
15. STROMQUIST & CO., INC.  
5125 ADANSON STREET, SUITE 200  
ORLANDO, FL 32804  
OWNER: SAM LINDLEY, PRESIDENT
- Second Highest Discount: Items 43 and 85.
- Item 43 - Honeywell @ 60% discount.  
Item 85 - White Rogers @ 60% discount.



16. WACO FILTERS CORPORATION  
11701 N.W. 100 ROAD, SUITE 1  
MEDLEY, FL 33178  
OWNER: JEFFREY A. ROSE, PRESIDENT

Second Highest Discount: Items 8 and 59.

Item 8 - Bando @ 20% discount.

Item 59 - Precisionaire @ 40% discount.

17. REJECT Items 2, 5, 6, 15, 17, 21, 22, 28, 35, 37, 38, 41, 42, 44, 51, 53, 55, 56, 57, 58, 60, 64, 69, 72, 73, 74, 77, 79, 82, 83 and 84.

18. Authorize Procurement Management Services to purchase up to the total estimated amount of \$5,000,000, for the initial contract term, and an amount not to exceed \$2,500,000, for each additional one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.

RHH/ae

BID PROPOSAL FORM (FORMAT B)

Created by Adelphi  
 Verified by HE

Bid No. 064-NN04
Title: HVAC Parts and Supplies, Mfg. Discount
Suzanne F. Lopez

ITEM	DESCRIPTION OF ITEM	Allied Controls Incorporated	Century/AAA, LTD dba AAA Supply	Con-Air Industries, Inc.	Condo Electric Industrial Supply	Design Controls, Inc. dba DCI System Group
	VENDOR SHALL INDICATE MANUFACTURER'S WARRANTY, IF GREATER THAN ONE YEAR	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
1	A.O. Smith	25%	60%		30%	
2	ACI					
3	Acme					
4	American Coolaire Fans & Blowers				15%	
5	American Standard					
6	Armstrong					
7	Baldor				20%	
8	Bando				30%	
9	Barber Coleman	58%				55%
10	Bard	10%				
11	Belimo	55%				
12	Bell & Gossett				15%	
13	Bristol					
14	Browning		60%			
15	Bussman					
16	Carrier	25%				
17	Coleman					
18	Continental		10%			
19	Copeland					
20	Danfoss/Graham VFDs		60%		15%	15%
21	Dayco					
22	Dayton					
23	D-B/Hitachi Compressors ABB VFDs					
24	Delta				30%	
25	Devco					
26	Diversitech					
27	Dunham-Bush		60%			
28	Dupont					
29	Eco-Aire			60%		
30	Emerson				30%	
31	Evapco Cooling Towers					
32	Fasco				25%	
33	First Company		43%			10%



Created by *A Lopez*  
 Verified by *A. Z.*

Bid No. 064-NN04
Title: HVAC Parts and Supplies, Mfg. Discount
Suzanne F. Lopez

Allied Controls Incorporated	Century/AAA, LTD dba AAA Supply	Con-Air Industries, Inc.	Condo Electric Industrial Supply	Design Controls, Inc. dba DCI System Group
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ITEM	DESCRIPTION OF ITEM	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
	VENDOR SHALL INDICATE MANUFACTURER'S WARRANTY, IF GREATER THAN ONE YEAR	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
66	Siebe	58%				55%
67	Siemens	56%			15%	55%
68	SKF				20%	
69	Speedaire					
70	Sporland		60%			
71	Square D		60%			
72	Sterling					
73	Streamline					
74	Superior					
75	Tecumseh		60%			
76	Trane	33%				
77	UEI					
78	Universal					
79	Uniweld					
80	Veris	38%				
81	Waco					
82	Wagner					
83	Weiss					
84	Weld Bend					
85	White Rogers	58%	65%			
86	York	5%	60%			
87	Invensys	50%				
88	KMC	48%				
89	TAC	50%				
90	Addison	25%				
91	Soler & Palau Fans and Blowers				15%	
92	Johnson Controls Metasys					10%
93	Patterson					10%
94	Petra					10%
95	Environmental Technologies					10%
96	Weg					
97	Optibelt					



BID PROPOSAL FORM (FORMAT B)

Bid No. 064-NN04						
Title: HVAC Parts and Supplies, Mfg. Discount		Economic Electric Motors	P.E.C.O. Enterprises, Inc	Stromquist & Co, Inc.	Trane, US, Inc.	Waco Filters Corporation
Suzanne F. Lopez						
ITEM	DESCRIPTION OF ITEM					
	VENDOR SHALL INDICATE MANUFACTURER'S WARRANTY, IF GREATER THAN ONE YEAR	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
1	A.O. Smith	50%				
2	ACI					
3	Acme	45%				
4	American Coolaire Fans & Blowers					
5	American Standard					
6	Armstrong					
7	Baldor					
8	Bando					20%
9	Barber Coleman			60%		
10	Bard					
11	Belimo			63%		
12	Bell & Gossett					
13	Bristol	30%				
14	Browning					
15	Bussman					
16	Carrier					
17	Coleman					
18	Continental					
19	Copeland					
20	Danfoss/Graham VFDs	30%	15%			
21	Dayco					
22	Dayton					
23	D-B/Hitachi Compressors ABB VFDs		15%			
24	Delta					
25	Devco	65%				
26	Diversitech	65%				
27	Dunham-Bush		15%			
28	Dupont					
29	Eco-Aire					
30	Emerson	45%				
31	Evapco Cooling Towers		15%			
32	Fasco	50%				
33	First Company		15%			

BID PROPOSAL FORM (FORMAT B)

Bid No. 064-NN04						
Title: HVAC Parts and Supplies, Mfg. Discount		Economic Electric Motors	P.E.C.O. Enterprises, Inc	Stromquist & Co, Inc.	Trane, US, Inc.	Waco Filters Corporation
Suzanne F. Lopez						
ITEM	DESCRIPTION OF ITEM					
	VENDOR SHALL INDICATE MANUFACTURER'S WARRANTY, IF GREATER THAN ONE YEAR	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
34	Florida Filter					50%
35	Fluke					
36	Friedrich					
37	Furnas					
38	Gates					
39	GE	20%				
40	Goodman					
41	Goodyear					
42	Hercules					
43	Honeywell		15%	60%		
44	Jason					
45	Johnson Controls			60%		
46	Lau	30%				
47	Magnetek	50%	15%			
48	Marathon	35%				
49	Marley		15%			
50	Mars	50%				
51	Maxess					
52	McQuay		15%			
53	Miller					
54	Mitsubishi					
55	Mueller					
56	NRP					
57	Nuline					
58	Powered Aire Air Curtains					
59	Precisionaire					40%
60	Quincy					
61	RBI Bearings					
62	Rheem	0%				
63	Ritchie	5%				
64	Rockwell					
65	Schneider Electric			60%		

BID PROPOSAL FORM (FORMAT B)

Bid No. 064-NN04
Title: HVAC Parts and Supplies, Mfg. Discount
Suzanne F. Lopez

Economic Electric Motors	P.E.C.O. Enterprises, Inc	Stromquist & Co, Inc.	Trane, US, Inc.	Waco Filters Corporation
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ITEM	DESCRIPTION OF ITEM					
	VENDOR SHALL INDICATE MANUFACTURER'S WARRANTY, IF GREATER THAN ONE YEAR	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
66	Siebe			60%		
67	Siemens			60%		
68	SKF					
69	Speedaire					
70	Sporland					
71	Square D					
72	Sterling					
73	Streamline					
74	Superior					
75	Tecumseh					
76	Trane				40%	
77	UEI					
78	Universal	50%				
79	Uniweld					
80	Veris					
81	Waco					50%
82	Wagner					
83	Weiss					
84	Weld Bend					
85	White Rogers	50%		60%		
86	York	35%				
87	Invensys					
88	KMC					
89	TAC					
90	Addison					
91	Soler & Palau Fans and Blowers					
92	Johnson Controls Metasys					
93	Patterson					
94	Petra					
95	Environmental Technologies					
96	Weg	55%				
97	Optibelt	45%				



BID PROPOSAL FORM (FORMAT B)

Bid No. 064-NN04						
Title: HVAC Parts and Supplies, Mfg. Discount		Economic Electric Motors	P.E.C.O. Enterprises, Inc	Stromquist & Co, Inc.	Trane, US, Inc.	Waco Filters Corporation
Suzanne F. Lopez						
ITEM	DESCRIPTION OF ITEM					
	VENDOR SHALL INDICATE MANUFACTURER'S WARRANTY, IF GREATER THAN ONE YEAR	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount	Percentage Discount
98	Masterdrive	45%				
99	Supco	15%				
100	Fantech	25%				
101	Edison Fuses	30%				
102	Alfa Laval		15%			
103	Daikin-McQuay		15%			
104	BAC Cooling Towers		15%			
105	ABB Variable Frequency Drives		15%			
106	Spot Coolers		15%			
107	Yaskawa Variable Frequency Drives		15%			
108	Mammoth WS Heat Pumps		15%			
109	American Cooling Towers		50%			
110	Honeywell VFD only			69%		
111	Howden Fans		15%			

Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:                   REQUEST    AUTHORIZATION    TO    ENTER    INTO  
CONTRACTUAL SERVICES AGREEMENTS, PURSUANT  
TO REQUEST FOR PROPOSALS NO. 031-NN10 – LEGAL  
SERVICES**

**COMMITTEE:                INNOVATION, EFFICIENCY & GOVERNMENTAL  
RELATIONS**

**LINK TO STRATEGIC  
FRAMEWORK:               FINANCIAL EFFICIENCY/STABILITY**

The Request For Proposals No. 031-NN10 – Legal Services, is to obtain the legal services of outside counsel from the private sector with extensive legal experience to represent The School Board of Miami-Dade County, Florida, in specific areas of expertise, on an as-needed basis, in order to facilitate increased efficiencies in case management, for the Office of the School Board Attorney. This is a term proposal. Forty-three (43) proposals were received in response to this advertised solicitation.

Proposals submitted pursuant to this Request For Proposals establish a list of pre-approved attorneys and firms, at the hourly rate specified therein, but do not preclude the Board from retaining other outside attorneys where the totality of circumstances surrounding the facts so warrant. The District is not obligated to enter into contracts for legal services with these firms, or base its selection on a rotational basis, and will contract with these firms on an as-needed basis, as determined at the sole discretion of the School Board Attorney. Accordingly the law firms recommended herein have no entitlement, nor expectation of being retained for future work with the District. The hourly rates for professional services set forth herein may be negotiated at lower rates, but shall not exceed the rates authorized by the Board.

The Evaluation Committee, consisting of Board Attorneys, Chief Financial Officer, Procurement Management Services, Office of Economic Opportunity, Risk and Benefits Management and other appropriate District staff, met on June 10, 2013 to evaluate proposals. After considerable deliberation, the committee unanimously selected the following firms to provide outside legal services, based on qualifications and experience in the specific area of expertise and ability to best meet the needs of the District. The Committee's recommendations for award are as follows:

## **CONSTRUCTION (Litigation, Claims, General)**

Barthet Firm, P.A.  
Becker and Poliakoff, P.A.  
Jason D. Katz, P.A.  
Lydecker Diaz  
Navarro Hernandez, P.L.  
Peterson & Espino, P.A.  
Smith Currie & Hancock, LLP  
Soto Law Group, P.A.  
Taylor Vega, P.A.  
Weiss, Serota, Helfman, Pastoriza, Cole & Boniske, P.L.

**The rates in this category are not to exceed \$295 per hour for partners and \$75 per hour for paralegals. The Board Attorney's office may negotiate lower rates with the approved firms in order to obtain the best rate available.**

## **REAL ESTATE PLANNING (Land Use, Eminent Domain)**

Akerman Senterfitt & Eidson  
Gray Robinson, P.A.  
Weiss, Serota, Helfman, Pastoriza, Cole & Boniske, P.L.

**The rates in this category are not to exceed \$394 per hour for partners and \$75 per hour for paralegals. The Board Attorney's office may negotiate lower rates with the approved firms in order to obtain the best rate available.**

## **WORKERS' COMPENSATION**

Angones, McClure & Garcia, P.A.  
Charlie Martinez, P.A.  
Cole, Scott & Kissane, P.A.  
Eduardo Neret, P.A.  
Edwards & Edwards, P.A.  
Haliczer Pettis & Schwamm, P.A.  
Isabel S. Martinez, P.A.  
Jones, Hurley and Hand, P.A.  
Kelley, Kronenberg, Gilmartin, Fichtel, Wander, Bamdas, Eskalyo & Dunbrack, P.A.  
Lydecker Diaz  
Michael J. Ring, LLC  
Wasserman & Thomas P.A.

**The rates in this category are not to exceed \$120 per hour for partners and \$75 per hour for paralegals. The Board Attorney's office may negotiate lower rates with the approved firms in order to obtain the best rate available.**

**GENERAL LIABILITY (Professional, Personal and Automobile Injury Liability)**

Angones, McClure & Garcia, P.A.  
Arnstein & Lehr LLP  
Cole, Scott & Kissane, P.A.  
Haliczer Pettis & Schwamm, P.A.  
Kubicki Draper  
Lydecker Diaz  
Wasserman & Thomas P.A.

**The rates in this category are not to exceed \$140 per hour for partners; \$125 per hour for associates; \$75 per hour for paralegals; and \$250 per hour for complex commercial litigation for partners. The Board Attorney's office may negotiate lower rates with the approved firms, in order to obtain the best rate available.**

RECOMMENDED: That The School Board of Miami-Dade County, Florida, authorize the Office of the School Board Attorney to contract on behalf of the Board for legal services with the above selected law firms at hourly rates that are not to exceed \$140 per hour for partners; \$250 per hour for partners in complex commercial litigation; \$125 per hour for associates; \$75 per hour for paralegals in General Liability; \$120 per hour for partners and \$75 per hour for paralegals in Workers' Compensation; \$295 per hour for partners and \$75 per hour for paralegals in Construction; \$394 per hour for partners and \$75 per hour for paralegals in Real Estate; for a term up to three years, with two additional one-year contract extensions, subject to further Board approval, effective July 1, 2013, through June 30, 2016, including extensions thereto, as follows:

1. AKERMAN SENTERFITT & EIDSON  
ONE S.E. THIRD AVENUE, 25 FLOOR  
MIAMI, FL 33131
2. ANGONES, MCCLURE & GARCIA, P.A.  
44 WEST FLAGLER STREET, EIGHTH FLOOR  
MIAMI, FL 33130

3. ARNSTEIN & LEHR LLP  
200 S. BISCAYNE BOULEVARD, SUITE 3600  
MIAMI, FL 33131
4. BECKER & POLIAKOFF, P.A.  
121 ALHAMBRA PLAZA, 10 FLOOR  
CORAL GABLES, FL 33134
5. CHARLIE MARTINEZ, P.A.  
8005 N.W. 155 STREET, SUITE A  
MIAMI LAKES, FL 33016
6. COLE, SCOTT & KISSANE, P.A.  
9150 S. DADELAND BOULEVARD, SUITE 1400  
MIAMI, FL 33156
7. EDUARDO E. NERET, P.A.  
799 BRICKELL PLAZA, SUITE 702  
MIAMI, FL 33131
8. EDWARDS & EDWARDS, P.A. M/WBE  
2200 S. DIXIE HIGHWAY, SUITE 605  
MIAMI, FL 33133
9. GRAY ROBINSON, P.A.  
1221 BRICKELL AVENUE, SUITE 1600  
MIAMI, FL 33131
10. HALICZER PETTIS & SCHWAMM, P.A.  
ONE FINANCIAL PLAZA, 100 S.E. THIRD AVENUE  
FORT LAUDERDALE, FL 33394
11. ISABEL S. MARTINEZ, P.A. M/WBE SBE  
2655 LEJEUNE ROAD, SUITE 809  
CORAL GABLES, FL 33134
12. JASON D. KATZ, P.A.  
3325 S. UNIVERSITY DRIVE, SUITE 210  
DAVIE, FL 33328
13. JONES, HURLEY & HAND, P.A.  
1395 BRICKELL AVENUE, SUITE 800  
MIAMI, FL 33131

14. KELLEY, KRONENBERG, GILMARTIN, FICHEL,  
WANDER, BAMDAS, ESKALYO & DUNBRACK, P.A.  
15600 N.W. 67 AVENUE, SUITE 204  
MIAMI LAKES, FL 33014
15. KUBICKI DRAPER  
25 WEST FLAGLER STREET, PENTHOUSE  
MIAMI, FL 33130
16. LYDECKER DIAZ  
1221 BRICKELL AVENUE, 19 FLOOR  
MIAMI, FL 33131
17. MICHAEL J. RING, LLC  
440 E. SAMPLE ROAD, SUITE 103  
POMPANO BEACH, FL 33064
18. NAVARRO HERNANDEZ, P.L.  
2151 LEJEUNE ROAD, SUITE 300  
CORAL GABLES, FL 33134
19. PETERSON & ESPINO, P.A.  
10631 S.W. 88 STREET, SUITE 220  
MIAMI, FL 33176
20. SMITH, CURRIE & HANCOCK LLP  
101 N.E. THIRD AVENUE, SUITE 1910  
FORT LAUDERDALE, FL 33301
21. SOTO LAW GROUP, P.A.  
2400 E. COMMERCIAL BOULEVARD, SUITE 400  
FORT LAUDERDALE, FL 33308
22. TAYLOR VEGA, P.A.  
2555 PONCE DE LEON BOULEVARD, SUITE 220  
CORAL GABLES, FL 33134
23. THE BARTHET FIRM, P.A.  
200 SOUTH BISCAYNE BOULEVARD, SUITE 1800  
MIAMI, FL 33131

24. WASSERMAN & THOMAS, P.A.  
12550 BISCAYNE BOULEVARD, SUITE 403  
MIAMI, FL 33181
25. WEISS, SEROTA, HELFMAN, PASTORIZA, COLE &  
BONISKE, P.L.  
2525 PONCE DE LEON BOULEVARD, SUITE 700  
MIAMI, FL 33134

RHH/ae

## SELECTION COMMITTEE MEMBERS

### REQUEST FOR PROPOSALS NO. 031-NN10 – LEGAL SERVICES

Mr. Luis Garcia, Deputy School Board Attorney  
Office of School Board Attorney

Dr. Richard H. Hinds, Chief Financial Officer  
Financial Affairs

Mr. Henry Suarez, Attorney  
Office of School Board Attorney (Non-voting)

Ms. Ailil Graupera, Attorney  
Office of School Board Attorney (Non-voting)

Mr. Joel Denaro, Attorney  
Business Community

Ms. Aillette Diaz, Assistant Principal  
Primary Learning Center

Mr. Brian Williams, Economic Opportunity Development Officer  
Office of Economic Opportunity/M/WBE

Mr. Scott Clark, Risk and Benefits Officer  
Office of Risk and Benefits

Ms. Barbara D. Jones, CPPB  
Procurement Management Services (Non-voting)



Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:                   REQUEST AUTHORIZATION TO NEGOTIATE AND ENTER INTO A CONTRACTUAL SERVICES AGREEMENT BETWEEN THE SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA, AND ENTERPRISE RECOVERY SYSTEMS, INC., PURSUANT TO REQUEST FOR PROPOSALS NO. 037-NN10 – COLLECTION AGENCY SERVICES**

**COMMITTEE:               INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS**

**LINK TO STRATEGIC FRAMEWORK:               FINANCIAL EFFICIENCY/STABILITY**

Request For Proposals No. 037-NN10 – COLLECTION AGENCY SERVICES, is to collect the District's outstanding delinquent accounts receivables balances owed by current/prior employees and outside agencies, for the Office of the Controller. This is a term proposal. Eight (8) proposers responded to this advertised solicitation.

The term of the proposal is for an initial two (2) year period, with services to commence August 25, 2013, through August 24, 2015. The contract may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the awardee, be extended for up to five (5) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period.

A meeting of the Selection Committee to evaluate the proposals was held on April 30, 2013. Eight (8) proposals were presented for consideration: Ability Recovery Services, LLC; Debtor Plus Collection Service, Inc. (Corp.); Enterprise Recovery Systems, Inc.; I.C. System, Inc.; L. J. Ross Associates, Inc.; Penn Credit; Professional Bureau of Collections of Maryland, Inc.; and Security Credit Systems, Inc. After considerable discussion, the Committee recommended that Enterprise Recovery Systems, Inc. be recommended for award.

Staff was successful in negotiating the fixed contingency fee, resulting in a reduction from 20% to 17.5%.

Fund Source  
0100 – General

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AUTHORIZE** the Superintendent of Schools to enter into a contractual services agreement between The School Board of Miami-Dade County, Florida, and Enterprise Recovery Systems, Inc., pursuant to Request For Proposals No. 037-NN10 – COLLECTION AGENCY SERVICES, to collect the District's outstanding delinquent accounts receivables balances owed by current/prior employees and outside agencies, for the Office of the Controller, effective August 25, 2013, through August 24, 2015, including extensions thereto, as follows:

1. ENTERPRISE RECOVERY SYSTEMS, INC.  
2000 YORK ROAD  
OAK BROOK, IL 60523  
SCOTT NICHOLSON, PRESIDENT

Highest Rated Proposal

Fixed contingency fee of 17.5% on referred placements.

RHH/ae

**SELECTION COMMITTEE MEMBERS**

**REQUEST FOR PROPOSALS NO. 037-NN10 – COLLECTION AGENCY  
SERVICES**

Ms. Connie Pou, Controller  
Office of the Controller

Ms. Daisy Naya, Assistant Controller  
Office of the Controller

Mr. Leo Fernandez, Assistant Treasurer  
Office of Treasury Management

Mr. Jose Montes-de-Oca, Chief Auditor  
Office of Management and Compliance Audits

Ms. Barbara D. Jones, CPPB  
Procurement Management Services (Non-voting)

Ms. Michelle Hicks-Levy, Coordinator  
Office of Economic Opportunity/MWBE