

Office of Superintendent of Schools
Board Meeting of February 11, 2015

January 29, 2015

Financial Services
Mrs. Judith M. Marte, Chief Financial Officer

COMMITTEE: FACILITIES AND CONSTRUCTION

F-60 ITB-14-012-SL MAINTENANCE REPAIR OPERATIONS (MRO)
MATERIALS, EQUIPMENT AND SUPPLIES

COMMITTEE: FISCAL ACCOUNTABILITY

E-68 065-PP10 THIRD PARTY ADMINISTRATION (TPA) SERVICES FOR
THE SELF-FUNDED WORKERS' COMPENSATION AND
LIABILITY PROGRAM
E-141 DENY REINSTATEMENT OF VENDOR SERVICES FOR
KING'S COLLEGE TOURS, INC.

Financial Services
Mrs. Judith M. Marte, Chief Financial Officer

**SUBJECT: AWARD BID NO. ITB-14-012-SL – MAINTENANCE AND
REPAIR OPERATIONS (MRO) MATERIALS, EQUIPMENT
AND SUPPLIES**

COMMITTEE: FACILITIES AND CONSTRUCTION

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

The purpose of this Invitation To Bid is to establish a pool of preapproved distributors and manufacturers, to purchase Maintenance and Repair Operations (MRO) materials, equipment, supplies, parts, and tools, for The School Board of Miami-Dade County, Florida. This is a term bid which states that the Board may purchase quantities, as may be required, but is not obligated to purchase any guaranteed amount. Forty (40) vendors responded to this advertised solicitation. Of the thirty-four (34) vendors being awarded, eleven (11) are new to this bid.

The initial term of the bid shall be for one (1) year, commencing February 17, 2015 through February 16, 2016, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for four (4) additional one (1) year periods.

The awarded, preapproved vendors will be contacted to procure MRO materials, based on the category of items they distribute. Purchases greater than the quotation threshold will be solicited through a Request For Quotes (RFQ) process, to establish firm, fixed pricing for a given period of time.

Strategies were employed to increase SBE/MBE/M/WBE participation. Through these strategies, two (2) of the thirty-four (34) awarded vendors are SBE/MBE and/or M/WBE.

Fund Source
Various

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** ITB-14-012-SL – MAINTENANCE AND REPAIR OPERATIONS (MRO) MATERIALS, EQUIPMENT AND SUPPLIES, to establish a pool of preapproved distributors and manufacturers, to purchase Maintenance and Repair Operations (MRO) materials, equipment, supplies, parts, and tools, for The School Board of Miami-Dade County, Florida, including extensions thereto, as follows:

1. A AFFORDABLE CARPET MAINTENANCE SBE/M/WBE
247 N.W. 23 STREET
MIAMI, FL 33127
OWNER: IVETTE NARANJO, PRESIDENT
2. AMERICAN BACKFLOW PRODUCTS COMPANY
P.O. BOX 37025
TALLAHASSEE, FL 32315
OWNER: INMAN M. STEWART, PRESIDENT
3. AMERICAN FASTENERS CORP.
7323 N.W. 66 STREET
MIAMI, FL 33166
OWNER: MANUEL BENITEZ, PRESIDENT
4. B & R ELECTRONICS SUPPLY, INC. SBE/MBE/MWBE
8786 S.W. 129 STREET
MIAMI, FL 33176
OWNER: JANET E. ROACH, PRESIDENT
5. CONSOLIDATED PARTS AND SUPPLIES, INC.
16233 N.W. 84 PLACE
MIAMI LAKES, FL 33016
OWNER: OMAR FLECHES, PRESIDENT
6. CONTINENTAL FLOORING COMPANY
9319 N. 94 WAY, SUITE 1000
SCOTTSDALE, AZ 85258
OWNER: CHRISTOPHER L. COLEMAN, PRESIDENT
7. CRAFTMASTER HARDWARE CO., INC.
190 VETERANS DRIVE
NORTHVALE, NJ 07647
OWNER: MICHAEL SPINGELD, PRESIDENT

8. DADE PUMP AND SUPPLY COMPANY
14261 S. DIXIE HIGHWAY
MIAMI, FL 33176
OWNER: JOHN K. DELANEY, PRESIDENT
9. DADE RESTAURANT REPAIR SHOP, INC.
14042 N.W. 82 AVENUE
MIAMI LAKES, FL 33016
OWNER: ANTONIO E. FLECHES, JR., PRESIDENT
10. DOUGLAS EQUIPMENT COMPANY
7124 N.W. 72 AVENUE
MIAMI, FL 33166
OWNER: DANTE N. FONDA, PRESIDENT
11. ELECTRONIC ACCESS SPECIALISTS, INC.
D.B.A. SOUTHERN LOCK AND SUPPLY CO.
P.O. BOX 1980
PINELLAS PARK, FL 33780
OWNER: DAVID F. MATTHIES, PRESIDENT
12. FASTENAL COMPANY
2001 THEURER BOULEVARD
WINONA, MN 55987
OWNER: WILLARD OBERTON, C.E.O./DIRECTOR
13. FLORIDA HARDWARE, LLC
436 CASSAT AVENUE
JACKSONVILLE, FL 32254
OWNER: DONALD THIEMAN, PRESIDENT
14. GLOBAL ELECTRICAL & LIGHTING SUPPLIES, INC.
13751 S.W. 143 COURT, #101
MIAMI, FL 33186
OWNER: ROLANDO PEREZ, PRESIDENT
15. GOLD COAST CRANE SERVICE, INC.
4450 N. 29 AVENUE
HOLLYWOOD, FL 33020
OWNER: LINDA SHORT, PRESIDENT

16. GRAYBAR ELECTRIC
11250 N.W. 91 STREET
MEDLEY, FL 33178
OWNER: KATHLEEN M. MAZZARELLA
C.E.O./PRESIDENT/DIRECTOR
17. HD SUPPLY FACILITIES MAINTENANCE, LTD.
16041 SCRIPPS SUMMIT COURT
SAN DIEGO, CA 92131
OWNER: ROBERT T. BAUTER, JR.
DIRECTOR STRATEGIC BUSINESS
DEVELOPMENT
18. HD SUPPLY POWER SOLUTIONS, LTD.
7584 N.W. 74 AVENUE
MEDLEY, FL 33166
OWNER: ALAN WESTOR, ACCOUNT MANAGER
19. HILTI, INC.
5400 SOUTH 122 EAST AVENUE
TULSA, OK 74146
OWNER: CARY EVERT, C.E.O./PRESIDENT
20. INTERFACE AMERICAS, INC.
1503 ORCHARD HILL ROAD
LAGRANGE, GA 30240
OWNER: JOHN R. WELLS, PRESIDENT
21. INTERLINE BRANDS, INC.
D.B.A. SEXAUER
701 SAN MARCO BLVD.
JACKSONVILLE, FL 32207
OWNER: MICHAEL J. GREBE, C.E.O./CHAIRMAN
22. INTERSTATE SCREW CORP.
D.B.A. ALLIED SCREW OF DIXIE
475 WEST 18 STREET
HIALEAH, FL 33010
OWNER: HERMINA J. SEIDEN, PRESIDENT
23. JOBBERS EQUIPMENT WAREHOUSE
5440 N.W. 78 AVENUE
MIAMI, FL 33166
OWNER: RONALD M. AHEARN, PRESIDENT

24. LEHMAN PIPE AND PLUMBING SUPPLY, INC.
230 N.W. 29 STREET
MIAMI, FL 33127
OWNER: DENNIS LEHMAN, PRESIDENT
25. LION PLUMBING SUPPLY, INC
P.O. BOX 680730
MIAMI, FL 33168
OWNER: PAUL L. GENTILE, PRESIDENT
26. MSC INDUSTRIAL SUPPLY CO.
75 MAXESS ROAD
MELVILLE, NY 11747
OWNER: CHARLES HERRMANN, SR. DIRECTOR
27. MIAMI WATER HEATER
1324 N.W. 29 STREET
MIAMI, FL 33142
OWNER: CARLOS E. SANCHEZ, JR.
PRESIDENT/EXECUTIVE SECRETARY
28. NATIONAL TOOL SUPPLY, INC.
5725 HALLANDALE BLVD.
WEST PARK, FL 33023
OWNER: LAWRENCE WEINER, PRESIDENT
29. NEFF RENTAL, LLC
6501 N.W. 77 AVENUE
MIAMI, FL 33166
OWNER: ROBERT VEAZEY
GOVERNMENT ACCOUNTS MANAGER
30. QUIGAR ELECTRIC, INC.
D.B.A. ACE PUMP AND SUPPLY
16600 N.W. 54 AVENUE, BAY 1
MIAMI, FL 33014
OWNER: JOSE QUIJANO, PRESIDENT
31. REXEL, INC.
5201 N.W. 77 AVENUE, SUITE 100
MIAMI, FL 33166
OWNER: DANIEL MARK
SR. VICE PRESIDENT & GENERAL MANAGER

32. ROBERT DAVIS CONSTRUCTION, INC.
4770 BISCAYNE BLVD, #1250
MIAMI, FL 33137
OWNER: ROBERT DAVIS, PRESIDENT
33. SNAP-ON INDUSTRIAL
A DIVISION OF IDSC HOLDINGS, LLC
2801-80 STREET
KENOSHA, WI 53143
OWNER: ANDREW R. GINGER
PRESIDENT INDUSTRIAL DIVISION
34. SOUTHEAST FLORIDA PARTS
D.B.A. JOHNSTONE SUPPLY
5620 N.W. 12 AVENUE
FT. LAUDERDALE, FL 33309
OWNER: ORAL L. GOBLE, C.E.O./CHAIRMAN
35. Authorize Procurement Management Services to purchase up to the total estimated amount of \$5,300,000 for the initial contract term, and an amount not to exceed \$5,300,000 for the subsequent one (1) year extension periods. Board authorization of this recommendation does not mean the amount shown will be expended.

JMM/mh

Financial Services
Mrs. Judith M. Marte, Chief Financial Officer

SUBJECT: RECOMMENDATION FOR AWARD FOR REQUEST FOR PROPOSALS (RFP) #065-PP10, THIRD PARTY ADMINISTRATION (TPA) SERVICES FOR THE SELF-FUNDED WORKERS' COMPENSATION AND LIABILITY PROGRAM

COMMITTEE: FISCAL ACCOUNTABILITY

LINK TO STRATEGIC FRAMEWORK: FINANCIAL EFFICIENCY/STABILITY

At the Board meeting of September 3, 2014, the Board authorized the Superintendent of Schools to issue Request for Proposal (RFP) #065-PP10, Third Party Administration (TPA) Services for The Self-Funded Workers' Compensation and Liability Program.

At the regularly scheduled bid opening of November 4, 2014, responses from the following companies were received:

- Gallagher Bassett Services, Inc.
- Johns Eastern Company
- Preferred Governmental Claims Solutions (PGCS)
- Sedgwick Claims Management Services, Inc.

Pursuant to School Board Policy 6332 - Professional Service Contracts for Insurance or Risk Management Programs—Policy, the Superintendent's Ad-Hoc Committee met on January 16, 2015 to review received proposals, at which time the committee unanimously voted to schedule oral presentations from the two companies which they felt provided the best proposals. On January 22, 2015, oral presentations were provided to the committee by representatives from Gallagher Bassett Services, Inc., and Johns Eastern Company. Subsequent to the oral presentations, the committee voted to seek best and final pricing proposals from both companies.

The Superintendent's Ad-Hoc Committee met on January 30, 2015 to evaluate best and final pricing proposals and make a final recommendation for award to the Superintendent. Based on best and final pricing submitted by Gallagher Bassett Services, Inc., and Johns Eastern Company, the committee voted in favor of awarding Request for Proposal (RFP) #065-PP10, Third Party Administration (TPA) Services for The Self-Funded Workers' Compensation and Liability Program to Gallagher Bassett Services, Inc.

E-68

Best and Final pricing from both companies are detailed below:

		Gallagher Bassett Services, Inc.	Johns Eastern Company
Year 1	July 1, 2015-July 1, 2016	\$5,275,000	\$5,350,000*
Year 2	July 1, 2016-July 1, 2017	\$5,275,000	\$5,350,000*
Year 3	July 1, 2017-July 1, 2018	\$5,275,000	\$5,350,000*
Year 4	July 1, 2018-July 1, 2019	\$5,399,000	\$5,617,500*
Year 5	July 1, 2019-July 1, 2020	\$5,499,000	\$5,842,200*
5-year Total		\$26,723,000	\$27,509,700*

*Best and Final pricing from Johns Eastern Company did not change from initial pricing

Therefore, staff is recommending that the District's contract for Third Party Claims Administration be awarded to Gallagher Bassett Services, Inc., effective July 1, 2015 for an initial three-year term, subject to cancellation provisions outline in RFP 065-PP10.

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

1. award Gallagher Bassett Services, Inc. the Third Party Administration (TPA) Services for The Self-Funded Workers' Compensation and Liability Program contract, pursuant to Request For Proposal (RFP) #065-PP10, effective July 1, 2015, for a three-year term at the annual flat rate for each of the three fiscal years of July 1, 2016 – June 30, 2016; July 1, 2016 – June 30, 2017; July 1, 2017 – June 30, 2018 at \$5,275,000, subject to cancellation provisions which provide for the ability for the District to cancel the contract at any time, requiring only notification of cancellation; with the ability to renew for two additional one-year periods subject to successful audit outcomes and subsequent negotiation and Board action; and
2. authorize the Superintendent of Schools to execute a contract with Gallagher Bassett Services, Inc. to provide Third Party Administration (TPA) Services for The Self-Funded Workers' Compensation and Liability Program pursuant to the provisions of RFP# 065-PP10.

JMM:abc

Financial Services
Mrs. Judith M. Marte, Chief Financial Officer

**SUBJECT: DENY REINSTATEMENT OF VENDOR SERVICES FOR
KING'S COLLEGE TOURS, INC.**

COMMITTEE: FISCAL ACCOUNTABILITY

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

In May 2013, the Board approved the Termination of Award on Contract No. 051-LL08 – Charter-Bus Services, In and Out of County, for King's College Tours, Inc. The Board also approved King's College Tours, Inc. to lose eligibility to transact new business with the Board for a period of fourteen (14) months, pursuant to School Board Policy 6320, Purchasing, which was effective on June 19, 2013.

In June 2014, the Office of Inspector General (OIG) issued a report, which was transmitted to the School Board on that date, "New Vendor Application submitted by K.T. Travel Worldwide, Inc. as cover for suspended vendor King's College Tours, Inc. Ref. SB1314-1010" regarding an investigation involving the above-referenced vendor. OIG concluded that K.T. Travel's officers were related to and employed by Mr. King, Chief Executive Officer of King's College Tours. K.T. Travel submitted a new vendor application to conduct business with the District on August 29, 2013, approximately two (2) months after King's College Tours Board- approved suspension was effective. Per the OIG report, "it is evident that Mr. King exerted influence, if not control over K.T. Travel".

In August 2014, King's College Tours contacted the Office of Procurement Management Services regarding reinstatement as a vendor. On December 17, 2014, the Contractor Responsibility Committee meeting was held to review the reinstatement request from King's College Tours. The Committee members reviewed the request, especially the above-referenced OIG report, and voted to deny the reinstatement request.

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **DENY** the reinstatement request to transact new business with the Board, pursuant to School Board Policy 6320, Purchasing, effective February 11, 2015, as follows:

KING'S COLLEGE TOURS, INC.
13320 N.W. 18 COURT
MIAMI, FL 33167
OWNER: ANTONIO KING, C.E.O.

JMM/mh