

The School Board of Dade County, Florida  
 Chiller Service Contract  
 2014  
 Best and Final Offer Comparison

CREATED BY Angela J. Lopez  
 VERIFIED BY Debra S. McNeil

| MSC 1                                      |                |               |                        |                                   | MSC 2             |                |             |                        |                                   |
|--|----------------|---------------|------------------------|-----------------------------------|-------------------|----------------|-------------|------------------------|-----------------------------------|
| Thermal Concepts                           |                |               |                        |                                   | Trane             |                |             |                        |                                   |
| Original Proposal                          | Best and Final | Difference    | Amended Best and Final | Difference from Original Proposal | Original Proposal | Best and Final | Difference  | Amended Best and Final | Difference from Original Proposal |
| \$1,994,700.00                             | \$1,925,980.00 | -\$68,720.00  | \$1,915,736.00         | -\$78,964.00                      | \$1,380,000.00    | \$1,173,000.00 | -207,000.00 | 1,155,060.00           | -224,940.00                       |
| \$75.00                                    | \$75.00        | \$0.00        | \$75.00                | \$0.00                            | \$75.00           | \$75.00        | \$0.00      | \$75.00                | \$0.00                            |
| 40%  | 40%            | 0.00%         | 40.00%                 | 0.00%                             | 20%               | 40%            | 20.0%       | 40.0%                  | 0.0%                              |
| 40%  | 42%            | 2.0%          | 42.00%                 | 2.00%                             | 20%               | 40%            | 20.0%       | 40.0%                  | 0.0%                              |
| 20%  | 20%            | 0.0%          | 20.00%                 | 0.00%                             | 20%               | 20%            | 0.0%        | 20.0%                  | 20.0%                             |
| 20%  | 18%            | -2.0%         | 18.00%                 | -2.00%                            | 20%               | 20%            | 0.0%        | 20.0%                  | 20.0%                             |
| Clark Contracting Solutions LLC dba Forair |                |               |                        |                                   |                   |                |             |                        |                                   |
| Original Proposal                          | Best and Final | Difference    | Amended Best and Final | Difference from Original Proposal |                   |                |             |                        |                                   |
| \$1,902,243.00                             | \$1,723,418.70 | -\$178,824.30 | \$1,620,147.77         | -\$282,095.23                     |                   |                |             |                        |                                   |
| \$75.00                                    | 75.00          | \$0.00        | \$75.00                | \$0.00                            |                   |                |             |                        |                                   |
| 40%  | 40%            | \$0.00        | 40.00%                 | 0.00%                             |                   |                |             |                        |                                   |
| 40%  | 40%            | \$0.00        | 40.00%                 | 0.00%                             |                   |                |             |                        |                                   |
| 20%  | 20%            | \$0.00        | 20.00%                 | 0.00%                             |                   |                |             |                        |                                   |
| 20%  | 20%            | \$0.00        | 20.00%                 | 0.00%                             |                   |                |             |                        |                                   |

The School Board of Dade County, Florida  
 Chiller Service Contract  
 2014  
 Best and Final Offer Comparison

CREATED BY *Stephanie Lopez*  
 VERIFIED BY *Debra S. McKee*

| MSC 3             |                |            |                        |                                   | MSC 4                                      |                |              |                        |                                   |
|-------------------|----------------|------------|------------------------|-----------------------------------|--|----------------|--------------|------------------------|-----------------------------------|
| Weathertrol       |                |            |                        |                                   | Clark Contracting Solutions LLC dba Forair |                |              |                        |                                   |
| Original Proposal | Best and Final | Difference | Amended Best and Final | Difference from Original Proposal | Original Proposal                          | Best and Final | Difference   | Amended Best and Final | Difference from Original Proposal |
| \$1,355,550.00    | \$1,355,550.00 | \$0.00     | \$1,328,439.00         | -\$27,111.00                      | \$877,036.00                               | \$793,092.41   | -\$83,943.59 | \$717,543.16           | -\$159,492.84                     |
| \$75.00           | \$75.00        | \$0.00     | \$75.00                | \$0.00                            | \$75.00                                    | \$75.00        | \$0.00       | \$75.00                | \$0.00                            |
| 20%               | 40%            | 20.0%      | 40.0%                  | 20.0%                             | 40%  | 40%            | \$0.00       | 40.0%                  | 0.00%                             |
| 10%               | 40%            | 30.0%      | 40.0%                  | 30.0%                             | 40%  | 40%            | \$0.00       | 40.0%                  | 0.00%                             |
| 20%               | 20%            | 0.0%       | 20.0%                  | 0.0%                              | 20%  | 20%            | \$0.00       | 20.0%                  | 0.00%                             |
| 20%               | 20%            | 0.0%       | 20.0%                  | 0.0%                              | 20%  | 20%            | \$0.00       | 20.0%                  | 0.00%                             |

  

| Cool Breeze       |                |              |                        |                                   |
|-------------------|----------------|--------------|------------------------|-----------------------------------|
| Original Proposal | Best and Final | Difference   | Amended Best and Final | Difference from Original Proposal |
| \$341,977.00      | \$714,024.00   | \$372,047.00 | \$666,481.00           | \$324,504.00                      |
| \$85.00           | \$75.00        | -\$10.00     | \$75.00                | -\$10.00                          |
| 40%               | 40%            | 0.0%         | 40.0%                  | 0.00%                             |
| 40%               | 40%            | 0.0%         | 40.0%                  | 0.00%                             |
| 20%               | 20%            | 0.0%         | 20.0%                  | 0.00%                             |
| 15%               | 15%            | 0.0%         | 15.0%                  | 0.00%                             |

FINAL AWARD

| MSC 1                                      |                | MSC 2         |                |
|--|----------------|---------------|----------------|
| Clark Contracting Solutions LLC dba Forair |                | Trane US, Inc |                |
| Original                                   | \$1,902,243.00 | Original      | \$1,380,000.00 |
| Final                                      | \$1,620,147.77 | Final         | \$1,155,060.00 |
| Difference                                 | -\$282,095.23  | Difference    | -\$224,940.00  |
| % Difference                               | -14.8%         |               | -16.3%         |

| MSC 3       |                | MSC 4                        |              | Total          |
|-------------|----------------|------------------------------|--------------|----------------|
| Weathertrol |                | Cool-Breeze Air Conditioning |              |                |
| Original    | \$1,355,550.00 | Original                     | \$341,977.00 | \$4,979,770.00 |
| Final       | \$1,328,439.00 | Final                        | \$666,481.00 | \$4,770,127.77 |
| Difference  | -\$27,111.00   | Difference                   | \$324,504.00 | -\$209,642.23  |
|             | -2.0%          |                              | 94.9%        | -4.2%          |