

TO: Randy Plunkett Purchasing Division FROM: Keith Wolf ETS/ISG Director ETS/ISG Solicitation No.: BLD2114202B1 SUBJECT: Inside/Outside Plant Cabling Recommended Vendor: ASE Telecom & Data, Inc. Recommended Group(s)/Line Item(s): Group 2 Potential Total Amount: \$5,206,209.00 Initial Award Amount: \$1,735,403.00 Contract Term, including Renewals: Three Years Initial Contract Term: One Year **CONCURRENCE:** The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility. I Nave reviewed all documents including the Vendor Questionnaire and after careful evaluation. I concur with recommendation for award to the Vendor. FINANCIAL BACKGROUND/D & B REPORT: (check one) ☐ I am satisfied with the Vendor's financial background and/or rating and payment performance. Not applicable Provide explanation if choosing this option **LITIGATION HISTORY: (check one)**  I have reviewed the Litigation History Form and there is no issue of concern. Refer to additional information from the Office of the County Attorney to address an issue/concern. PAST PERFORMANCE: (check all that apply) I have reviewed the Vendor's past Performance Evaluations in Contracts Central and:  $\Box$  Vendor received an overall rating ≥ 2.59 on all evaluations. No evaluations within the past three years contained any items rated a score of 2 or less.  $\bigvee$  Vendor received a rating  $\leq$  2.59 on an evaluation(s). Refer to additional information.  $\bigvee$  Vendor received a score of  $\leq$  2 on an individual item(s). Refer to additional information. Past evaluations are not relevant to the scope of this contract. □ No past Performance Evaluations exist in Contracts Central. AND Reference Verification Forms are attached. OR Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$50,000 and the Vendor has a Performance Evaluation within the past three years. **NON-CONCURRENCE:** ☐ I do not concur. Detailed reason for non-concurrence is attached. TYPED NAME OF SIGNER: Walter Ocampo TITLE: Information System Manager (Individual authorized to administer the contract.) Digitally signed by WALTER WALTER OCAMPO OCAMPO Date: 2017.11.13 11:05:01 -05'00' DATE: 11/13/2017

SIGNATURE:



## **Vendor Reference Verification Form**

Broward County Solicitation No. and Title: Bid No. BLD2114202B1-Inside/Outside Plant Cabling					
Reference for: (Name of Firm) ASE					_
Organization/Firm Name providing reference: Town of Davie					
Contact Name/Title: Nelson Martinez, IT Director					
Contact E-mail: nmartinez@davie-fl.gov					
Contact Phone: 954-797-1063					
Name of Referenced Project: Cable inst	tallation & Service	се			
Contract No. Town of Dave-#B-15-130					
Contract Amount: \$ 70,000 per year					
Date Services Provided: Jan 2015-Jan	2018				
(list date rai	(list date range or date services began until "current")				
Vendor's role in Project: ☐ Prime Ven	odor 🗆 Sub	consultant/Sub-	contractor		
Vendor's role in Project:   ✓ Prime Ver  Would you use this vendor again?   ✓ Ye				anal Commanta (hala	
		ino, piease spe	City in Addition	onal Comments (belo	w).
Description of services provided by V	endor:				
Cable installation & Service					
Please rate your experience with the	Needs		_		
referenced Vendor:	Improvement	Satisfactory	Excellent	Not Applicable	
1. Vendor's Quality of Service	•				
a. Responsive			$\boxtimes$		
b. Accuracy			$\boxtimes$		
c. Deliverables					
Vendor's Organization					
a. Staff expertise					
b. Professionalism					
c. Turnover					
3. Timeliness of:					
a. Project			$\boxtimes$		
b. Deliverables					
b. Deliverables	Ш			Ш	
Additional Comments: (provide on ad	ditional sheet i	f needed)			
Mr. Martinez mentioned that ASE is re		•	mpleted on	time and on budget	He
recommended ASE for cabling projec					
References Checked By					
Name: Dean Prieto		Title: Inf	ormation Ted	chnology Specialist	
Division/Department: FASD/ETS/ISG			Verification:		
		24.0 01			



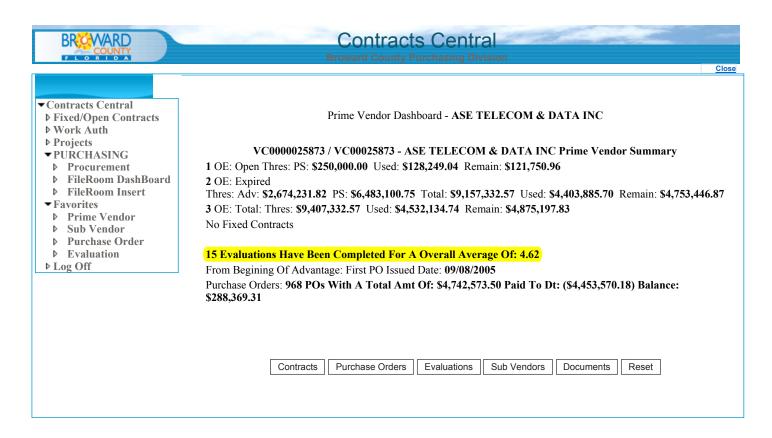
## **Vendor Reference Verification Form**

Broward County Solicitation No. and Title: Bid No. BLD2114202B1-Inside/Outside Plant Cabling						
Reference for: (Name of Firm) ASE						
Organization/Firm Name providing reference: Jackson Memorial Hospital						
Contact Name/Title: Kevin Guhl, Sr. Procurement Specialist						
Contact E-mail: Kevin.Guhl@jhsmiami.org						
Contact Phone: 305-585-7829						
Name of Referenced Project: Cable inst	allation & Service	e				
Contract No. JMH-Public Health Trust						
Contract Amount: \$600k per year						
Date Services Provided: ongoing since 2002						
(list date rai	nge or date serv	ices began unti	l "current")			
Vendor's role in Project: ☐ Prime Ven	udor 🗆 Sub-	consultant/Sub-	contractor			
Would you use this vendor again? ✓ Ye				onal Comments (below).		
•			ony in Addition	mai comments (below).		
Description of services provided by V						
Network cabling installation and netw	ork services.					
Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable		
1. Vendor's Quality of Service						
a. Responsive			$\boxtimes$			
b. Accuracy						
c. Deliverables			$\boxtimes$			
2. Vendor's Organization	_					
a. Staff expertise						
b. Professionalism			$\boxtimes$			
c. Turnover			$\boxtimes$			
3. Timeliness of:						
a. Project			$\boxtimes$			
b. Deliverables			$\boxtimes$			
Additional Comments: (provide on ad		-				
Very happy with ASE. Highly recomm	ended ASE for	network cablir	ng projects.			
References Checked By		Title: lef	ormation Too	halogy Cassislist		
Name: Dean Prieto  Division/Department: FASD/ETS/ISG			ormation red Verification:	chnology Specialist		
DIVISION/DEVALUTENT. I MOD/L 10/100		טמוב טו	v GHIHGALIOH.	I I/ I 3/20 I /		



## **Vendor Reference Verification Form**

Broward County Solicitation No. and Title: Bid No. BLD2114202B1-Inside/Outside Plant Cabling						
Reference for: (Name of Firm) ASE						
Organization/Firm Name providing reference: AT&T/FPL						
Contact Name/Title: Ray Perez, Project Manager						
Contact E-mail: ray.perez@fpl.com						
Contact Phone: 305-552-4529						
Name of Referenced Project: FPL/AT&T	Γ Service					
Contract No. 20150714072						
Contract Amount: \$ 1 million/yr.						
Date Services Provided: 2004 to present						
(list date rai	nge or date serv	ices began unti	l "current")			
Vendor's role in Project: ☐ Prime Ven	udor 🗆 Sub-	consultant/Sub-	contractor			
Would you use this vendor again? X Ye				onal Comments (below).		
•		ino, piease spe	City in Addition	mai Comments (below).		
Description of services provided by V						
Fiber installation, termination. Outside	e plant projects	<b>5.</b>				
Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable		
1. Vendor's Quality of Service	-					
a. Responsive			$\boxtimes$			
b. Accuracy			$\boxtimes$			
c. Deliverables						
2. Vendor's Organization			2 3			
a. Staff expertise						
b. Professionalism						
c. Turnover			$\boxtimes$			
3. Timeliness of:	_					
a. Project			$\boxtimes$			
b. Deliverables			$\boxtimes$			
Additional Comments: (provide on ad	ditional sheet i	f needed)				
They recommend ASE for any type of	fiber and netwo	ork cabling pro	ojects.			
References Checked By		T:d	t! T	slama la mu Oma -!-!!-!		
Name: Dean Prieto			ormation Ted Verification: 1	chnology Specialist		
Division/Department: FASD/ETS/ISG		Date of t	venncanon:	1 1/ 13/ZU1 <i>1</i>		





## **Contracts Central**

**Broward County Purchasing Division** 

Close

- **▼**Contracts Central
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- ▶ Work Auth
- **▶** Projects
- **▼PURCHASING** 
  - **Procurement**
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  - **▶** Prime Vendor
  - **▶** Sub Vendor
- **Purchase Order**
- **Evaluation**
- ▶ Log Off

#### Prime Vendor Dashboard - ASE TELECOM & DATA INC

ASE TELECOM & DATA INC Vendor Performance Evaluations

<u>View Renewal/Periodic Extended Columns</u> <u>View Question Rating Distribution</u> <u>View</u>
Weighted Scores Back

Proj/Contract/Agreement/WA Legend: Proj Nbr: = Project Number FC Nbr: = Fixed Contract Number OE Nbr: = Open End Contract Number WA Nbr: = Work Authorization Number

Scores Highlighted In Orange Contain Answers Rated 1 and/or 2 Export To Excel

Proj/Contract/Agreement/WA	Overseeing Div	Evaluation Type	Apprvd Dt	Future	Score	
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Periodic Construction Evaluation	10/4/2017	YES	<u>5.00</u>	View
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Periodic Construction Evaluation	10/4/2017	YES	<u>5.00</u>	View
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Periodic Construction Evaluation	7/12/2017	YES	<u>4.95</u>	<u>View</u>
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	5/31/2016	YES	<u>4.92</u>	View
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	5/23/2016	YES	<u>4.56</u>	View
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	5/18/2016	YES	<u>5.00</u>	<u>View</u>
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	5/18/2016	YES	<u>5.00</u>	<u>View</u>
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	4/18/2016	YES	4.34	<u>View</u>
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	4/14/2016	YES	<u>5.00</u>	<u>View</u>
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	9/14/2015	YES	<u>4.95</u>	<u>View</u>
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	5/26/2015	YES	3.58	<u>View</u>
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Periodic Goals Compliance Evaluation	5/21/2015	YES	<u>2.50</u>	View
OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	3/4/2015	YES	<u>4.80</u>	<u>View</u>

OE Nbr: M1199412B1	ENTERPRISE TECHNOLOGY SERVICES	Renewal Construction Evaluation	_, 0, _ 0 . 0	YES	<u>5.00</u>	<u>View</u>
OE Nbr: Z0881713B1	AVIATION - INFORMATION SYSTEMS	Renewal Construction Evaluation	8/30/2012	YES	<u>4.70</u>	<u>View</u>

Construction OE Contract: M1199412B1 - Inside/Outside Plant Cabling

Prime Vendor: ASE TELECOM & DATA INC

CA:John Bruno

### Renewal Construction Evaluation - Status: Approved

Evaluation Rated By Using Agency: OFFICE OF REGIONAL COMMUNICATIONS &

TECHNOLOGY

Start Dt: 5/8/2015 End Dt: 4/18/2016

Evaluation Score: 4.34

#### **ASE TELECOM & DATA INC IS RECOMMENDED For Future Contracts**

Remarks: ASE has performed services for cabling. The employees have showed up on time

and performed work that requested within our agreement.

Rated By: **Todd McDaniel** On **4/18/2016**Reviewed By: **Todd McDaniel** On **4/18/2016** 

#### **Numerical Score: 4.34**

How effectively did the vendor communicate with the Contract Administrator and other County personnel as well as the consultant?  How well did the vendor cooperate with the Contract Administrator, other County personnel and the consultant?  How closely did vendor conform with specifications, drawings and other requirements?  5  4	
other County personnel and the consultant?  How closely did vendor conform with specifications, drawings and	
How appropriate was the staff assigned to do the work to ensure a quality product on a timely basis?	
How actively did the vendor communicate with subvendors and others involved in project?	
How adequate and effective was the vendor's coordination and control of subvendors' work and documentation?	
How proactively did the vendor participate in the resolution of disputes?	
How timely were the notices of inspection requests?	
How well did the vendor control the project by providing recommendations, addressing issues, participating in decision making, and working with government officials and the County?	
How clean did the vendor keep the work site on a continuous basis?  5	

Comments:

ASE Telecom provide a project manager that oversees the employees remotely. Communication is good between the project manager and the County personnel.

Business Practices	Category Average: 5
How was the vendor's compliance with the United States Occupational Safety and Health Administration (OSHA) and Broward County's Risk Management Division, Safety and Occupational Health Section requirements? Consider the vendor's established safety program, compliance with standards, safety practices, accident prevention, etc.	5
	5

How well did the vendor manage business relationships with subvendors by ensuring that subvendors were fully paid for work that had been completed to specifications? (This information can be verified through subvendor complaints or liens for non-payment)	
How well did the vendor manage business relationships with subvendors by ensuring that subvendors were promptly paid?	5
How well did the vendor follow Broward County procedure in reporting changes of sub vendors?	5
Comments: ASE Telecom provides good business practices.	

Cost Control		Category Average: 4.2
How actively did the vendor pursue/take aggressive action in obtaining documents such as building permits, Certificate of Occupancy and other required documents on a timely basis?		4
	d the vendor participate in overcoming problems with building officials, and/or regulatory agencies?	5
How valid were the claims for extra costs?		2
How well did the vendor comply with the prevailing wage rate policy?		5
How well did the vendor comply with the County's Living Wage rate policy (if applicable)?		5
Comments: ASE Telecom often over estimates labor charges.		

Timeliness	Category Average: 4.57	
How well did the vendor manage delivery of necessary equipment and material for the project?	4	
How timely and accurate were payment requests when submitted?	4	
How well did the vendor meet the schedule of deliverables established at the beginning of the project?	5	
How well did the vendor conform with schedule of work in progress in order to meet the planned completion dates for Phase Completion?	5	
How well did the vendor conform with schedule of work in progress in order to meet the planned completion dates for Substantial Completion?	5	
How well did the vendor conform with schedule of work in progress in order to meet the planned completion dates for Final Completion?	4	
How effectively did the vendor communicate with the Contract Administrator and other County personnel as well as the consultant?	5	
Comments: ASE Telecom often meets timelines provided by the County program manager.		

Change Order Management	Category Average: 3.75
Did the vendor provide independent estimates of the value of changes?	No
How accurate and timely were the preliminary estimates of the value of change orders/amendments provided by the vendor?	3
How accurate and timely were change orders/amendments processed with the proper documentation?	4
How fair and timely did the vendor prepare, negotiate and make recommendations to the County regarding change orders/amendments?	4
How appropriate were the vendor's recommendations for time extensions based on the actual circumstances and reviewed against the contract requirements?	4

# **Comments:** ASE Telecom has successfully accommodated any change needed to my projects.

Quality Of Work	Category Average: 3.75	
How accessible was the work for inspection?	5	
How close were the equipment and materials to the specifications?	3	
How closely were industry standard construction methods followed?	3	
How responsive and competent were superintendents, supervisors and workers?	4	
Comments: The quality of work for ASE Telecom is average.		

Project Closeout	Category Average: 4.25
How well did the project meet specified standards when inspected?	4
How complete and accurate was the documentation provided at the completion of the project, including punch list, warranties, operation, appropriate manuals and Certificate of Occupancy from the appropriate jurisdiction?	4
How clean did the vendor leave the worksite by completely disposing of debris in a legal manner?	5
How accurate and timely were the vendor's final project accounting documents sent to Broward County?	4
Comments: The project closeout often was completed without issue.	

Construction OE Contract: M1199412B1 - Inside/Outside Plant Cabling

Prime Vendor: ASE TELECOM & DATA INC

CA:John Bruno

Renewal Construction Evaluation - Status: Approved

Evaluation Rated By Using Agency: OFFICE OF REGIONAL COMMUNICATIONS &

TECHNOLOGY

Start Dt: 6/3/2014 End Dt: 5/7/2015

Evaluation Score: 3.58

**ASE TELECOM & DATA INC Is RECOMMENDED For Future Contracts** 

Remarks:

Rated By: Scott Medvin On 5/7/2015

Reviewed By: Rick Carpani On 5/26/2015

#### **Numerical Score: 3.58**

Project Management	Category Average: 3.57
How effectively did the vendor communicate with the Contract Administrator and other County personnel as well as the consultant?	5
How well did the vendor cooperate with the Contract Administrator, other County personnel and the consultant?	4
How closely did vendor conform with specifications, drawings and other requirements?	4
How appropriate was the staff assigned to do the work to ensure a quality product on a timely basis?	3
How actively did the vendor communicate with subvendors and others involved in project?	N/A
How adequate and effective was the vendor's coordination and control of subvendors' work and documentation?	N/A
How proactively did the vendor participate in the resolution of disputes?	N/A
How timely were the notices of inspection requests?	4
How well did the vendor control the project by providing recommendations, addressing issues, participating in decision making, and working with government officials and the County?	3
How clean did the vendor keep the work site on a continuous basis?	2
Comments: Vendor did not bring proper clean material to job site, but gave effort to clean area by hand.	

Business Practices	Category Average: 4
How was the vendor's compliance with the United States Occupational Safety and Health Administration (OSHA) and Broward County's Risk Management Division, Safety and Occupational Health Section requirements? Consider the vendor's established safety program, compliance with standards, safety practices, accident prevention, etc.	
How well did the vendor manage business relationships with subvendors by ensuring that subvendors were fully paid for work that	N/A

had been completed to specifications? (This information can be verified through subvendor complaints or liens for non-payment)	
How well did the vendor manage business relationships with subvendors by ensuring that subvendors were promptly paid?	N/A
How well did the vendor follow Broward County procedure in reporting changes of sub vendors?	N/A
Comments:	

Cost Control	Category Average: 3.5
How actively did the vendor pursue/take aggressive action in obtaining documents such as building permits, Certificate of Occupancy and other required documents on a timely basis?	4
How actively did the vendor participate in overcoming problems with other vendors, building officials, and/or regulatory agencies?	4
How valid were the claims for extra costs?	N/A
How well did the vendor comply with the prevailing wage rate policy?	3
How well did the vendor comply with the County's Living Wage rate policy (if applicable)?	3
Comments:	

Timeliness	Category Average: 4
How well did the vendor manage delivery of necessary equipment and material for the project?	3
How timely and accurate were payment requests when submitted?	4
How well did the vendor meet the schedule of deliverables established at the beginning of the project?	4
How well did the vendor conform with schedule of work in progress in order to meet the planned completion dates for Phase Completion?	4
How well did the vendor conform with schedule of work in progress in order to meet the planned completion dates for Substantial Completion?	4
How well did the vendor conform with schedule of work in progress in order to meet the planned completion dates for Final Completion?	4
How effectively did the vendor communicate with the Contract Administrator and other County personnel as well as the consultant?	5
Comments:	ŗ

Change Order Management	Category Average: 3.75
Did the vendor provide independent estimates of the value of changes?	No
How accurate and timely were the preliminary estimates of the value of change orders/amendments provided by the vendor?	4
How accurate and timely were change orders/amendments processed with the proper documentation?	4
How fair and timely did the vendor prepare, negotiate and make recommendations to the County regarding change orders/amendments?	4
How appropriate were the vendor's recommendations for time extensions based on the actual circumstances and reviewed against the contract requirements?	3
Comments:	

Quality Of Work	Category Average: 3.25
How accessible was the work for inspection?	3
How close were the equipment and materials to the specifications?	4
How closely were industry standard construction methods followed?	(2)
How responsive and competent were superintendents, supervisors and workers?	4
Comments: Technicians lacked knowledge of industry standards	

Project Closeout	Category Average: 3
How well did the project meet specified standards when inspected?	3
How complete and accurate was the documentation provided at the completion of the project, including punch list, warranties, operation, appropriate manuals and Certificate of Occupancy from the appropriate jurisdiction?	3
How clean did the vendor leave the worksite by completely disposing of debris in a legal manner?	3
How accurate and timely were the vendor's final project accounting documents sent to Broward County?	3
Comments:	

Construction OE Contract: M1199412B1 - Inside/Outside Plant Cabling

Prime Vendor: ASE TELECOM & DATA INC

CA:John Bruno

Periodic Goals Compliance Evaluation - Status: Approved

Evaluation Rated By Using Agency: OFFICE OF ECONOMIC & SMALL BUSINESS

DEVELOPMENT

Start Dt: 6/3/2014 End Dt: 5/19/2015

Evaluation Score: 2.50

ASE TELECOM & DATA INC IS RECOMMENDED For Future Contracts

Remarks: ASE TELECOM's CBE participation as of April 30, 2015 is 1.8%. OESBD has

notified ASE TELECOM that they must provide a detailed plan to meet the goal.

Rated By: Lisette Forrest On 5/19/2015 Reviewed By: Lisette Forrest On 5/19/2015

#### **Numerical Score: 2.5**

Contract Goals Evaluation	Category Average: 2.5
How well did the vendor comply with the County's small business goals?	2
How timely did the vendor submit the Monthly Performance reports?	3
How well did the vendor manage business relationships with subvendors by ensuring that subvendors were fully paid for work that had been completed to specifications?	3
How well did the vendor adhere to its participation plan?	(2)
If goals were not met, how actively did the vendor pursue options needed to meet the goals?	N/A
How actively did the vendor pursue other opportunities to include Broward County certified small business?	N/A

ASE TELECOM's CBE participation as of April 30, 2015 is 1.8%. OESBD has notified ASE Comments: TELECOM that they must provide a detailed plan to meet the goal. Additionally, ASE began providing the County with monthly performance reports in March 2015.