



TO: Netanya Hogu, Purchasing Agent
Purchasing Division
FROM: Stacy Seibert, Enterprise Assistant Director of Facilities/Maintenance
Aviation Department
SUBJECT: Solicitation No.: BLD2116807B1
Pre-Conditioned Air Units

Recommended Vendor: Verde GSE, Inc.
Recommended Group(s)/Line Item(s): All Line Items
Initial Award Amount: \$3,978,812.40 Potential Total Amount: \$3,978,812.40
Initial Contract Term: Three Years Contract Term, including Renewals: No Renewals

CONCURRENCE:

The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility. I
 have 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 for this solicitation

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:

- 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.
- Vendor received a rating ≤ 2.59 on an evaluation(s). Refer to additional information.
- Vendor received a score of ≤ 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: Windelle Jean-Pierre
(Individual authorized to administer the contract.)

TITLE: Contract/Grant Administrator

Windelle Jean-
SIGNATURE: Pierre

Digitally signed by Windelle Jean-Pierre
DN: dc=local, dc=fil-airport,
ou=FLLUSERS, cn=Windelle Jean-Pierre
Date: 2018.12.03 10:20:44 -05'00'

DATE: December 3, 2018



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2116807B1, Pre-Conditioned Air Units
 Reference for: (Name of Firm) Verde GSE, Inc.
 Organization/Firm Name providing reference: JetBlue
 Contact Name/Title: Debbie Proctor/Facilities Director
 Contact E-mail: debbie.proctor@jetblue.com
 Contact Phone: 646-262-4580
 Name of Referenced Project: Furnish Ground Support Equipment/PCA & Ducting Accessories
 Contract No. Terminal 3 Modernization Project - No Contract number provided
 Contract Amount: \$84,000
 Date Services Provided: 8/2017

(list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 Would you use this vendor again? Yes No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
Purchasing of air units and ducting equipment. Verde also worked with our installation company in setting up the units accurately.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
We have very good success with the units.

References Checked By
 Name: Windelle Jean-Pierre Title: Contract/Grant Administrator
 Division/Department: Maintenance/Aviation Date of Verification: December 03, 2018



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2116807B1, Pre-Conditioned Air Units
 Reference for: (Name of Firm) Verde GSE, Inc.
 Organization/Firm Name providing reference: Greater Orlando Aviation Authority
 Contact Name/Title: Dave Deans/Airport Operations
 Contact E-mail: ddeans@goaa.org
 Contact Phone: 407-825-7339
 Name of Referenced Project: Furnish Multiple Ground Support Equipment/PCA & Ducting Accessories
 Contract No. N/A One-time purchase
 Contract Amount: \$425,000
 Date Services Provided: 6/2017

(list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 Would you use this vendor again? Yes No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
Purchase of 30 air units.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
Verde is a great company to purchase products from. Your company will be happy with them and I am confident that they will provide excellent units to you.

References Checked By
 Name: Windelle Jean-Pierre Title: Contract/Grant Administrator
 Division/Department: Maintenance/Aviation Date of Verification: December 03, 2018



Vendor Reference Verification Form

Broward County Solicitation No. and Title: BLD2116807B1, Pre-Conditioned Air Units
 Reference for: (Name of Firm) Verde GSE, Inc.
 Organization/Firm Name providing reference: Greater Toronto Airports Authority
 Contact Name/Title: Peter Wasiewicz/Technical Supervisor
 Contact E-mail: Peter.wasiewicz@gtaa.com
 Contact Phone: 416-776-5099
 Name of Referenced Project: Furnish Multiple Ground Support Equipment/PCA & Ducting Accessories
 Contract No. N/A One-time purchase in 2018
 Contract Amount: \$1.1 M (2016) & \$287,000 (2018)
 Date Services Provided: 12/2016 & 7/2018
 (list date range or date services began until "current")

Vendor's role in Project: Prime Vendor Sub-consultant/Sub-contractor
 Would you use this vendor again? Yes No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:
Purchase 60 & 90 ton air units and install products on our own.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
Units provided by Verde are not the best quality, and we are experiencing a lot of issues. Currently purchasing replacement and new air units from Hobart and JBT.

References Checked By
 Name: Windelle Jean-Pierre Title: Contract/Grant Administrator
 Division/Department: Maintenance/Aviation Date of Verification: December 03, 2018