

PRICE ANALYSIS

Solicitation No.: BLD2116807B1
 Solicitation Title: Pre-Conditioned Air Units
 Using Agency: Aviation Department
 Purchasing Agent: Netanya Hogu

Date Bid Posted: May 23, 2018
 Date Bid Opened: September 19, 2018
 Bid Submittals: Four (4)
 Declinations: Zero (0)



Item	Line Item		Solicitation Estimated Unit Price		Twist Inc. (Alternative 2)		Verde GSE Inc.		Twist Inc. (Alternative 1)		ITW GSE Americas		Twist Inc. (First Offer)		Cavotec Inet USA, Inc.	
	Description	Quantity	Unit of Measure	Estimated Unit Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
BLD2116807B1-01-01	Pre-Conditioned Air Units	60	EA	\$69,230.77	\$ 64,751.60	\$ 3,885,096.00	\$ 66,313.54	\$ 3,978,812.40	\$ 70,186.60	\$ 4,211,196.00	\$ 81,300.00	\$ 4,878,000.00	\$ 86,489.60	\$ 5,189,376.00	\$ 137,241.70	\$ 8,234,502.00
					Rejected		Awarded									

* Twist Inc., Alternative 2, was rejected by the Director of Purchasing due to not meeting the solicitation's Specifications and Requirements, Section 9, Warranty which reads: "Warrant all Equipment for five (5) years against design defects beginning on the Date of Delivery." Twist Inc.'s, Alternative 2, included a one (1) year warranty for the equipment.

* The City of San Jose in California purchased a pre-conditioned air unit through Bid No. RFB 16-17-14 at a total unit price of \$94,037. Purchasing performed additional due diligence by reaching out to Miami-Dade County, Orange County, Orlando International Airport, and Massachusetts Port (Mass Port) to confirm if they had previously purchased this type of commodity. Miami-Dade County previously purchased a pre-conditioned air unit similar to this solicitation with its unit price of \$194,716, which is higher than Verde GSE Inc.'s, response to the Broward County solicitation.