

TO: Frances Perez
Purchasing Division
FROM: Barney McCoy, Director
Service & Capital Planning
SUBJECT: Solicitation No.: TRN2117366B1
Bus Stop Signs Replacement

Recommended Vendor: Advance Service Management, Inc.
Recommended Group(s)/Line Item(s): 1 through 17 plus allowance.
Initial Award Amount: \$407,062.50 Potential Total Amount: \$1,221,187.50
Initial Contract Term: One Year Contract Term, including Renewals: Three Years

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 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:

- 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: Barney McCoy TITLE: Director Service & Capital Planning
(Individual authorized to administer the contract.)

SIGNATURE:  DATE: 2/1/19

Advanced Service Management, Inc DUNS: 01-896-7077

Business Information Report

Company Information

2237 Nw 77th Ter
Hollywood, FL 33024

This is a **single location** location.

Telephone (954) 965-6049

Chief Executive: DIRECTOR(S); THE OFFICER(S)

Stock Symbol: NA

Year Started 2007

Employees 1

Financial Statement

Sales NA

Net Worth NA

History: NA

Financial Condition: NA

Financing: NA

SIC: 8741
7389

Line of Business: Management services, business services at non-commercial site

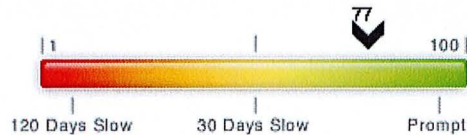
Corporate Family:

This business is a single location of the corporate family.

Scores

PAYDEX®

77 ▼
5 days beyond terms

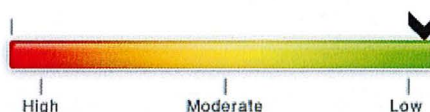


Based on up to 24 months of trade.
D&B PAYDEX® Key

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Credit Limit Recommendation

Risk Category Low	Conservative Credit Limit \$2.5k
	Aggressive Credit Limit \$10k



D&B Rating ®

Rating
2R3

Number of employees: **2R** indicates 1 to 9 employees
Composite Credit Appraisal: **3** is fair

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 05/16/2012

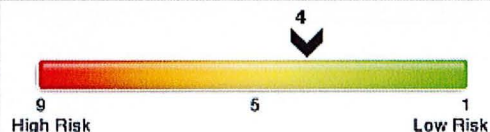
D&B Rating	Date Applied
2R3	2017-06-27
2R2	2016-11-09
2R3	2013-08-12
2R2	2012-09-18
2R3	2012-05-16

The Summary Analysis section reflects information in D&B's file as of January 9, 2019

D&B Viability Rating

4

Viability Score

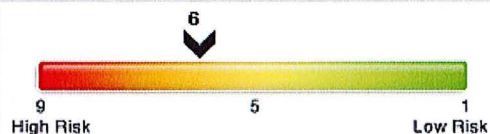


Compared to ALL US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 4 have a probability of becoming no longer viable: **5%**
- Percentage of businesses ranked 4: **14%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

6

Portfolio Comparison



Compared to ALL US Businesses within the D&B Database:

- Model Segment: **Established Trade Payments**
- Level of Risk: **Moderate Risk**
- Businesses ranked 6 within this model segment have a probability of becoming no longer viable: **5%**
- Percentage of businesses ranked 6 within this model segment: **9%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

B

Data Depth Indicator



Data Depth Indicator:

Rich Firmographics
Extensive Commercial Trading Activity
Basic Financial Attributes

K

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Small	Established

Compared to ALL US Businesses within the D&B Database:

- Financial Data: **Not Available**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Small: Employees: <10 and Sales: <\$10K or Missing**
- Years in Business: **Established: 5+**

History & Operations

History

The following information was reported: **12/15/2018**

Officer(s):
SONNY MOHAMED, PRESIDENT

DIRECTOR(S):
THE OFFICER(S)

The Florida Secretary of State's business registrations file showed that Advanced Service Management, Inc was registered as a corporation on August 1, 2005.
Business started 2007 by Sonny Mohamed.
SONNY MOHAMED born 1968. 2005- present active here, 2004 - worked for advertising and marketing at Gold Coast Transit, 2002-2003 worked as a Project Manager for Primph Construction.

Operations

12/15/2018

Description:
Provides management services, specializing in business management (100%). Provides Business Services,NEC Business Services at non-commercial site.

Terms are Net 60 days. Sells to business to business. Territory : United States.

Nonseasonal.

Employees: 1 which includes officer(s).

Facilities: Owns premises in a multi story Cinder Block and Wood.

Location: Residential section on side street.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

8741 0100 Business management
7389 9999 Business services at non-commercial site

NAICS:

561110 Office Administrative Services
561990 All Other Support Services

Payments

PAYDEX®

Score Not Available

You must have three reported payment experiences, from at least two different vendors, to establish a PAYDEX® score. To ensure all of your payments are reflected in your credit file, add trade references to your report. Visit the Action Center to learn more.

Payments Summary

Total (Last 24 Months): 9

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow			
					31	30-80	81-90	90
Top Industries								
Short-trlm busn credit	1	\$45,000.00	\$45,000.00	100%	0	0	0	0
Public finance	1	\$5,000.00	\$5,000.00	100%	0	0	0	0
Security broker/deal	1	\$2,500.00	\$2,500.00	0%	0	100	0	0
Misc business service	1	\$2,500.00	\$2,500.00	100%	0	0	0	0
Nonclassified	1	\$1,000.00	\$1,000.00	0%	0	50	50	0
Misc equipment rental	1	\$750.00	\$750.00	100%	0	0	0	0
Other Categories								
Cash experiences	3	\$200	\$100	--	--	--	--	--
Unknown	0	\$0	\$0	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--
Total in D&B's file	9	\$56,950	\$45,000	--	--	--	--	--

The highest Now Owes on file is \$25,000

The highest Past Due on file is \$0

There are 9 payment experience(s) in D&B's file for the most recent 24 months, with 2 experience(s) reported during the last three month period.

Payments Details

Total (Last 24 Months): 9

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/f (Mo.)
12/2018	Ppt	\$2,500	\$0	\$0	--	1 mo
11/2018	Ppt	\$750	\$0	\$0	N30	2-3 mos
08/2018	Slow 60	\$2,500	\$0	\$0	N30	6-12 mos
05/2018	Slow 45-80	\$1,000	\$0	\$0	--	6-12 mos
04/2018	Ppt	\$5,000	--	--	--	1 mo
04/2018	(006)	\$100	--	--	Cash account	1 mo
07/2017	(007)	\$50	--	--	Cash account	1 mo
03/2017	Ppt	\$45,000	\$25,000	\$0	--	1 mo
02/2017	(009)	\$50	--	--	Cash account	1 mo

Payments Detail Key: ■ 30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Banking and Finance

Statement Update

Key Business Ratios from D&B

We currently do not have enough information to generate the graphs for the selected Key Business Ratio.

- This Company

Key Financial Comparisons

	(\$)	(\$)	(\$)
This Company's Operating Results Year Over Year			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA
This Company's Assets Year Over Year			
Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA
This Company's Liabilities Year Over Year			
Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current Liabilities	NA	NA	NA
Total Current Liabilities	NA	NA	NA
Other Long Term and Short Term Liabilities	NA	NA	NA
Deffered Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities and Net Worth	NA	NA	NA



We currently do not have any recent financial statements on file for your business. Submitting financial statements can help improve your D&B scores. To submit a financial statement, please call customer service at 800-333-0505.

Key Business Ratios

	This Company	Industry Median	Industry Quartile
Solvency			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
Efficiency			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
Profitability			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on NetWorth	NA	NA	NA

Public Filings

Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	1	07/02/12

The following Public Filing data is for information purposes only and is not the official record.
Certified copies can only be obtained from the official source.

Judgments

We currently don't have enough data to display this section

Liens

We currently don't have enough data to display this section

Suits

We currently don't have enough data to display this section

UCC Filings

Collateral: Business machinery/equipment
Type: Original
Sec. Party: U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN
Debtor: ADVANCED SERVICE MANAGEMENT, INC.
Filing No.: 201207053641
Filed With: SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL
Date Filed: 07/02/12
Latest Info Received: 07/06/12

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Government Activity

Summary

Borrower (Dir/Guar): NO
Administrative Debt: NO
Contractor: NO
Grantee: NO
Party excluded from federal program(s): NO
 Possible Candidate:
Labor Surplus Area: N/A
Small Business: YES (2018)
8(A) Firm: N/A

The public record items contained herein may have been paid, terminated, vacated, or released prior to today's date

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Special Events

09/15/2017

HURRICANE IRMA 2017:

This business is located in a FEMA designated disaster zone impacted by the effects of Hurricane Irma. It is reported that thousands of people and businesses have been displaced due to catastrophic flooding. The extent of impact to this business is currently unknown; additional information will be provided as it becomes available.

Corporate Linkage

Parent

Company Name	DUNS #	City, State
ADVANCED SERVICE MANAGEMENT, INC	01-896-7077	HOLLYWOOD, FLORIDA



Vendor Reference Verification Form

Broward County Solicitation No. and Title: TRN2117336B1 - Bus Stop Signs Replacement

Reference for: (Name of Firm) Advanced Services Management, Inc.

Organization/Firm Name providing reference: RS Construction & Management, LLC

Contact Name/Title: Zia Seddique

Contact E-mail: rscmgmt@gmail.com

Contact Phone: 954-292-2210

Name of Referenced Project: NEYTZ School

Contract No. RSC-N2017

Contract Amount: \$230,000

Date Services Provided: April 2017 - Nov 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:

Vendor performed demolition, poured concrete for sidewalk, curb and gutter.

Please rate your experience with the referenced Vendor:

Needs Improvement Satisfactory Excellent Not Applicable

1. Vendor's Quality of Service

- a. Responsive Needs Improvement Satisfactory Excellent Not Applicable
- b. Accuracy Needs Improvement Satisfactory Excellent Not Applicable
- c. Deliverables Needs Improvement Satisfactory Excellent Not Applicable

2. Vendor's Organization

- a. Staff expertise Needs Improvement Satisfactory Excellent Not Applicable
- b. Professionalism Needs Improvement Satisfactory Excellent Not Applicable
- c. Turnover Needs Improvement Satisfactory Excellent Not Applicable

3. Timeliness of:

- a. Project Needs Improvement Satisfactory Excellent Not Applicable
- b. Deliverables Needs Improvement Satisfactory Excellent Not Applicable

Additional Comments: (provide on additional sheet if needed)

The reference (Zia Seddique) expressed that Sonny Mohamed (ASM) is very professional, responsible and knows exactly what he is doing.

References Checked By

Name: Kevin Fulchan

Title: Project Manager

Division/Department: Service & Capital Planning

Date of Verification: January 10, 2019



Vendor Reference Verification Form

Broward County Solicitation No. and Title: TRN2117336B1 - Bus Stop Signs Replacement

Reference for: (Name of Firm) Advanced Services Management, Inc.

Organization/Firm Name providing reference: State Contracting & Engineering

Contact Name/Title: Barry Transleau

Contact E-mail: btransleau@statecontracting.com

Contact Phone: 954-205-6605

Name of Referenced Project: Shelter and Amenities Improvements (Town of Davie)

Contract No. V1308606B1

Contract Amount: \$1,624,484.50

Date Services Provided: 09/2017 to 09/2018

(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:

Demolition, excavation and site work for cast in place bus shelter in Davie. ASM also poured concrete for sidewalks, ramps and reinforced shelter pad. Additional work done on various school projects where ASM not only FAU....resortation, lighting work

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 checked="" type="checkbox"/>	<input 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)

Good crew and great supervisor on staff.

References Checked By

Name: Kevin Fulchan

Title: Project Manager

Division/Department: Service & Capital Planning

Date of Verification: January 08, 2019



Vendor Reference Verification Form

Broward County Solicitation No. and Title: TRN2117336B1 - Bus Stop Signs Replacement

Reference for: (Name of Firm) Advanced Services Management, Inc.

Organization/Firm Name providing reference: Continental Construction USA, LLC

Contact Name/Title: Juan-Carlos Jurado

Contact E-mail: Juan.jurado@usacontinental.com

Contact Phone: 954-801-5508

Name of Referenced Project: ADA Bus Stop Improvements

Contract No. V2114813B1

Contract Amount: \$1,721,264.00

Date Services Provided: May 2017 to Current

(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:
Vendor installed shelters, poured concrete sidewalk, ramps and landing pads. Vendor also performed site work demolition and form work.

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 checked="" type="checkbox"/>	<input 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 checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Additional Comments: (provide on additional sheet if needed)
 N/A

References Checked By
 Name: Kevin Fulchan Title: Project Manager

Division/Department: Service & Capital Planning Date of Verification: January 08, 2019