



SWANA Residential Procurement Process

Invitation for Bid Y15-144-PD

**Residential Solid Waste and Recycling
Collections Services Term Contract**



Presentation Overview

- **Background**
- **Invitation for Bid**
- **Bid Options**
- **Bid Options Comparison**
- **Other Counties**
- **Bid Results**



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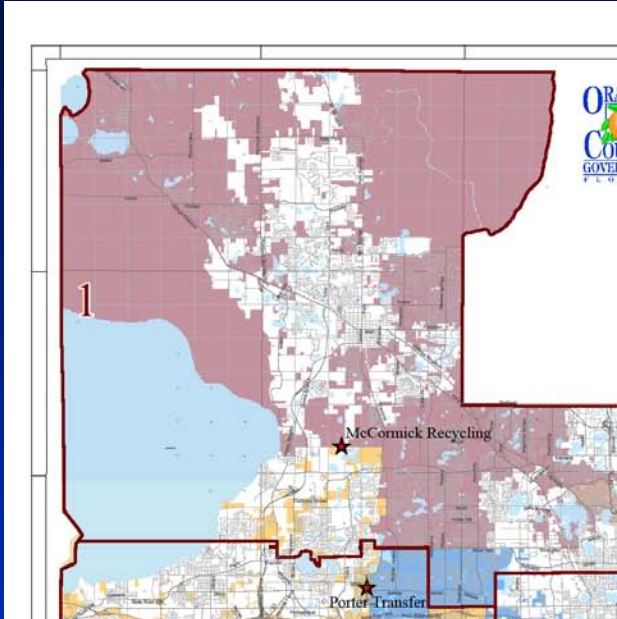


Background

- **Mandatory Refuse Program**
 - Started in 1985
 - Curbside Recycling began in 1990
 - Yard Waste Collection began in 1992
 - Competitive bid process began in 2001
 - Current contract ends December 31, 2015



Background





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Invitation for Bid

- **IFB Process**
- **BCC Presentation December 2013**
 - Reviewed current contracts and plans for IFB for 2016 contract
 - Plan: IFB in fall/winter 2014—Bid Award February 2015
- **SCS Engineers Consultant**
 - Spring/Summer 2014
- **Sustainability Executive Committee**
- **IFB Issued November 2014**
- **Bids Submitted January 2015**
- **Analysis Completed February 2015**
- **Tentatively Scheduled for Approval March 2015**



Invitation for Bid

- **Bidder Qualifications:**

- **For one Franchise Area**

- Two existing or past municipal solid waste and recyclable collection contracts with a minimum of 30,000 customers and a minimum of 5 years of successful service each. Gross income from solid waste and recyclable collection in calendar year 2013 is greater than \$15 million

- **For Two Franchise Areas**

- Four existing or past municipal solid waste and recyclable collection contracts with a minimum of 40,000 customers and a minimum of 5 years of successful service each. Gross income from solid waste and recyclable collection in calendar year 2013 is greater than \$30 million



Invitation for Bid

- Bidders to submit bids for each zone and for each collection option
- All options required Compressed Natural Gas(CNG) vehicles with Global Positioning System (GPS)
- 10 year contract term/No renewals
- Required service in alleyways
- Yard waste to be debugged on route



Invitation for Bid

- **Bid Analysis**
- **Seven Bidders: one withdrew: one did not qualify**
- **Five Remaining Bids Evaluated on Price, Responsiveness and Responsibility**
 - **Five Zones: 2 Zone Maximum per Qualified Contractor**
 - **Must Submit Required Documents, Certifications, etc.**
 - **Awards Based on largest difference between lowest and second lowest bids for each service option**
 - **Bids showed a cost reduction for all services including 2-1-1 manual collection**



Invitation for Bid

▪ Bid Analysis Results

	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
LOT 1	Advanced	Waste Pro	Advanced	FCC	FCC
2-1-1 Manual	\$6,059,214.48	\$6,554,948.40	\$6,628,467.24	\$5,841,126.30	\$6,482,443.50
LOT 2	Advanced	Waste Pro	Advanced	FCC	FCC
2-1-1 Automated	\$5,866,705.68	\$6,554,948.40	\$6,448,915.08	\$4,900,670.76	\$5,259,657
LOT 3	Advanced	Waste Pro	Advanced	FCC	FCC
1-1-1 Automated	\$4,822,345.44	\$5,587,896.60	\$5,446,415.52	\$4,450,362.78	\$4,843,042



Invitation for Bid

■ Bid Protests!!!!

- First step Protest heard by Procurement Manager and was denied
- Second Step Protest Committee convened on July 7th
 - Protests were presented by the three companies
 - Protest Committee denied each of the protests
- Third Step Attend Bid Award



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Bid Options

- **Manual Collection 2-1-1**
 - **Two days garbage collection**
 - Two to three man crew
 - **One day recycling collection**
 - One man crew
 - **One day yard waste collection**
 - Two to three man crew
 - **Containers**
 - Garbage and yard waste provided by customer
 - Recycling provided by County





Bid Options

- **Automated Collection 2-1-1**
 - **Two days garbage collection**
 - One man collection crew
 - **One day recycling collection**
 - One man crew
 - **One day yard waste collection**
 - Two to three man crew
 - **Containers**
 - Garbage and recycling provided by County
 - Yard waste provided by customer





Bid Options

- **Automated Collection 1-1-1**
 - One day garbage collection
 - One man crew
 - One day recycling collection
 - One man crew
 - One day yard waste collection
 - Two to three man crew
 - Containers
 - Garbage and recycling provided by County
 - Yard waste provided by customer





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Bid Options Comparison

	2-1-1 MANUAL	2-1-1 AUTOMATED	1-1-1 AUTOMATED
SERVICE CHANGE	Minimal	Some	Significant
BULK WASTE	No change	Call-in	Call-in
SCHEDULE CHANGE	Minimal	Some	Significant
CONTAINERS	No change	Two 95-gallon	Two 95-gallon
RECYCLING RATE	No change	20 - 40% increase	20 - 40% increase
HOLIDAY SERVICE	No change	6 holidays	2 holidays



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Other Counties

2-1-1 MANUAL	2-1-1 AUTOMATED	1-1-1 AUTOMATED
Flagler	Brevard	Alachua
Manatee	Broward	Charlotte
Martin	Hillsborough	Duval
Palm Beach	Leon	Escambia
St. Lucie	Miami-Dade	Lee
Seminole	Okaloosa	Lake



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Bid Results

Cost Components	Current	New Option Estimates*		
	2-1-1 Manual	2-1-1 Manual	2-1-1 Automated	1-1-1 Automated
Collection	\$185.76	\$157.14	\$144.72	\$125.36
Disposal	40.16	48.23	48.23	48.23
Administration	7.99	8.60	8.60	8.60
Carts			12.46	12.46
	233.91	\$213.97	\$214.01	\$194.65

* Rate stabilization not included in estimates.



Requested Action

Two Decisions

1st Decision

▪ Collection Options

- Option 1: Manual 2-1-1 Collection
- Option 2: Automated 2-1-1 Collection
- Option 3: Automated 1-1-1 Collection

Utilities Department

**Award of Invitation for Bid
Y15-144-PD**

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Collections Services Term Contract**