



Seminole County  
Resource Management - Purchasing & Contracts  
Diane Reed, Purchasing and Contracts Manager  
1301 East Second St., Sanford, FL 32771

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**EVALUATION RESULTS**

RFP No. RFP-604479-22/LNF

HVAC Preventive Maintenance, Repairs Emergency & Replacement Services

RESPONSE DEADLINE: February 1, 2023 at 2:00 pm

Report Generated: Monday, March 6, 2023

**PHASE 1**

**EVALUATORS**

Name	Title	Agreement Accepted On
Sandra Aganovic	Contracts and Leasing Coordinator	Feb 6, 2023 10:13 AM
Barry Allen	Division Manager	Feb 10, 2023 11:51 AM
Bradley Stewart	Facilities Manager	Feb 10, 2023 10:13 AM

**EVALUATION CRITERIA**

Criteria	Description	Scoring Method	Weight (Points)
Project Understanding/Approach		Points Based	25 (25% of Total)
Qualifications & Experience	Including resumes	Points Based	50 (50% of Total)
Fee Structure		Points Based	25 (25% of Total)

## EVALUATION TABULATION

RFP No. RFP-604479-22/LNF

HVAC Preventive Maintenance, Repairs Emergency &amp; Replacement Services

## AGGREGATE SCORES SUMMARY

Vendor	Sandra Aganovic	Barry Allen	Bradley Stewart	Total Score (Max Score 100)
Strut Mechanical Inc	96	83	98	<b>92.33</b>
Climate Control Mechanical Services, Inc.	95	80	85	<b>86.67</b>
General Mechanical Corporation	70	85	75	<b>76.67</b>
Air Mechanical & Service Corp	83	78	68	<b>76.33</b>

## VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Project Understanding/Approach Points Based 25 Points (25%)	Qualifications & Experience Points Based 50 Points (50%)	Fee Structure Points Based 25 Points (25%)	Total Score (Max Score 100)
Strut Mechanical Inc	22.7	46.7	23	<b>92.33</b>
Climate Control Mechanical Services, Inc.	23.3	43.3	20	<b>86.67</b>
General Mechanical Corporation	11.7	40	25	<b>76.67</b>
Air Mechanical & Service Corp	21.7	36.7	18	<b>76.33</b>

## INDIVIDUAL PROPOSAL SCORES

Air Mechanical & Service Corp	
Project Understanding/Approach   Points Based   25 Points (25%)	
Sandra Aganovic: 20	
60 local techs with 1000 combined years of experience. Bid demands for 5 techs and 1 supervisor to be dedicated to the account, however, bidder outlined 1 dedicated tech only.	
Barry Allen: 20	
Acceptable	
Bradley Stewart: 25	
statement of understanding	
Qualifications & Experience   Points Based   50 Points (50%)	
Sandra Aganovic: 45	
References weren't submitted so can't verify experience but according to their letter they have dealt with government entities before. The vendor has sufficient techs to be able to support our account with no issues.	
Barry Allen: 40	
Acceptable	
Bradley Stewart: 25	
no experience or resumes provided	
Fee Structure   Points Based   25 Points (25%)	
Sandra Aganovic: 18	
4	
Barry Allen: 18	
4	
Bradley Stewart: 18	
4	

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**Climate Control Mechanical Services, Inc.**

**Project Understanding/Approach | Points Based | 25 Points (25%)**

Sandra Aganovic: 25

Meets criteria as outlined in the bid with 5 techs. Plans to use tracking system for job completion and follow up with pictures. Good understanding of the accounting practices.

Barry Allen: 20

Acceptable

Bradley Stewart: 25

statement made of understanding

**Qualifications & Experience | Points Based | 50 Points (50%)**

Sandra Aganovic: 50

Is able to provide 5 techs dedicated to the account. Has experience with government and municipalities.

Barry Allen: 40

Acceptable

Bradley Stewart: 40

qualifications included but missing resumes

**Fee Structure | Points Based | 25 Points (25%)**

Sandra Aganovic: 20

3

Barry Allen: 20

3

Bradley Stewart: 20

3

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EVALUATION TABULATION

Request For Proposal - HVAC Preventive Maintenance, Repairs Emergency & Replacement Services

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HVAC Preventive Maintenance, Repairs Emergency & Replacement Services

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**General Mechanical Corporation**

**Project Understanding/Approach | Points Based | 25 Points (25%)**

Sandra Aganovic: 15

Bidder didn't go into details and didn't provide an outline of how the services will be handled. Didn't provide confidence that they would have sufficient techs dedicated to the account. Appears that their work is primarily in projects rather than maintenance/repairs.

Barry Allen: 20

Acceptable

Bradley Stewart: 0

No approach or understanding included

**Qualifications & Experience | Points Based | 50 Points (50%)**

Sandra Aganovic: 30

No references. Lists one individual as business leader with Florida license and one individual as estimator with license in Iowa.

Barry Allen: 40

Acceptable

Bradley Stewart: 50

qualifications and experience along with resumes included

**Fee Structure | Points Based | 25 Points (25%)**

Sandra Aganovic: 25

1

Barry Allen: 25

1

Bradley Stewart: 25

1

### Strut Mechanical Inc

#### Project Understanding/Approach | Points Based | 25 Points (25%)

Sandra Aganovic: 23

Has an understanding of the needs and is able to provide 3 techs dedicated to the account.

Barry Allen: 20

Acceptable

Bradley Stewart: 25

Understanding and approach stated

#### Qualifications & Experience | Points Based | 50 Points (50%)

Sandra Aganovic: 50

Has experience with government entities with sufficient staff to handle the magnitude of the work presented.

Barry Allen: 40

Acceptable

Bradley Stewart: 50

Qualifications and experience included as well as owner resume

#### Fee Structure | Points Based | 25 Points (25%)

Sandra Aganovic: 23

2

Barry Allen: 23

2

Bradley Stewart: 23

2