



Pinellas County

Staff Report

File #: 23-0507D, **Version:** 1

Agenda Date: 9/30/2023

Subject:

Award of bid to AGE Integrated Solutions, LLC for the maintenance and repair of access control and video systems for the St. Pete/Clearwater Airport.

Recommended Action:

Approval and execution by the County Administrator of the agreement with AGE Integrated Solutions, LLC for the maintenance and repair of access control and video systems for the St. Pete/Clearwater Airport.

- This contract provides annual maintenance and repair of access control and video systems for the St. Pete/Clearwater Airport (Airport).
- Two (2) bids were received with AGE Integrated Solutions, LLC. recommended for award as the lowest responsive, responsible bidder in the amount of \$231,178.66 for a twelve (12) month initial term.
- This contract will replace prior contract no. 21-0754-B awarded in the amount of \$135,319.34 for a twelve (12) month initial term. The difference between the contracts is due to the highly specialized nature of services in the new contract. Services must be provided by contractors that possess specialized certifications. Funding allocations for unexpected expenses and parts are consistent with the prior contract, adjusted slightly due to current economic conditions.
- Funding is available in the FY23 Adopted Budget and FY24 Proposed Budget in the Airport's Operating and Revenue fund (and was part of the information presented at the Department's Budget Information Session). Approving the contract does not obligate the County to spend. That obligation occurs at the time of purchase order, which will adhere to the approved budget at the time of obligation and not before.

Contract No. 23-0369-ITB in the total not to exceed amount of \$231,178.66 for a twelve (12) month duration.

Strategic Plan:

Deliver First Class services to the Public and our customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

The purpose of this contract is for an annual maintenance and repair contract of the Airport's access control system and video management system to include the United States Customs and Border protections access control and video system as well as the airport maintenance facilities video systems. these federally required systems are regulated under 49 CFR part 1542.207 "access control

systems”.

Background/Explanation:

In 2019, PIE installed an Avigilon Access Control Manager and Avigilon Control Center. In 2020 PIE installed a Software House Access Control System and an Avigilon Control Center in the United States Customs and Border Protection, Federal Inspection Station.

Recommendations from the Business Technology Services Department regarding the specifications were received and incorporated into the Invitation to Bid document.

The Purchasing Department, on behalf of the Airport, solicited an invitation to bid on May 16, 2023 for the maintenance and repair of access control and video systems for the St. Pete/Clearwater Airport. Two (2) bids were received with AGE Integrated Solutions, LLC. recommended for award as the lowest responsive, responsible bidder in the amount of \$231,178.66 for a twelve (12) month initial term. Converjint Technologies took exceptions to the County’s terms and conditions, as well as the scope of work.

Fiscal Impact:

Twelve (12) month expenditure not to exceed: \$231,178.66.

Funding is derived from the Airport’s Operating and Revenue Budget and is fully budgeted for in FY23 and FY24.

Delegated Authority:

Authority for the County Administrator to award this contract is granted under Code Section 2-62(a) (1).

Staff Member Responsible:

Tom Jewsbury, Director, St. Pete-Clearwater Airport
Merry Celeste, Division Director, Purchasing & Risk, Administrative Services
Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Agreement
Tabulation