

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

**Subject/Awardee:** Noise Monitoring / Virtower, LLC **Cost:** \$150,000.00

**Solicitation No:** RFP No. 21-26-42001 **Budgeted, Transferred, or Contingency:** Budgeted

**On-Going Maintenance Cost:** \$30,000.00 **Funding Source:** 24001

### Attached / Supporting Documents

**Exhibit "A"** – Evaluation Matrix and SPIS Form

**Exhibit "B"** – Virtower, LLC Proposal forms

## BACKGROUND:

The Jacksonville Aviation Authority (JAA) has a business need to monitor noise at its airports. On June 17, 2021, JAA issued Request for Proposals (RFP) No. 21-26-42001 to solicit solutions that provide flight tracking, noise monitoring and related services.

On July 19, 2021, three proposals were received and, on August 16, 2021, the same were evaluated, scored and ranked as follows:

Respondent	Total Points Awarded
Virtower LLC	89.00
Casper Airport Solutions, Inc.	85.20
iQuantics Corp.	34.60


Virtower, LLC was rated the highest of the three respondents and the evaluation committee recommended negotiations for a potential award begin with Virtower, LLC.

## RECOMMENDATION:

**Information Technology recommends JAA make an award to Virtower, LLC, the highest ranked of three proposers to RFP No. 21-26-42001, for flight tracking, noise monitoring and related services, in an initial three-year amount of \$90,000.00 with renewal options of up to two years totaling \$60,000.00, for a total potential not-to-exceed award amount of \$150,000.00.**

Initial Three Years	First Renewal	Second Renewal
\$90,000.00	\$30,000	\$30,000

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Verification of Funding</b>	
<b>Title:</b>	Steven Schultz, Director of Information Technology
<b>Signature:</b>	

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

<b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b>	
Steven Schultz Director, Information Technology	_____
	Signature and Date
<b>PROCUREMENT REVIEW:</b>	
Buyer: Samantha Smid	_____
	Signature and Date
LeNedda Edwards Procurement Manager	_____
	Signature and Date
<b>SUBMITTED FOR APPROVAL:</b>	
Anthony Cugno Chief Operating Officer	_____
	Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: September 20, 2021 \_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer \_\_\_\_\_  
Signature and Date

<p><b>CONDITIONS OF APPROVAL, IF ANY</b> (<i>if over \$325,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes</i>):</p>   
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# EXHIBIT "A"

**Operations and Noise Monitoring**  
**RFP No. 21-26-42001**  
**Evaluation Matrix**

Description	Evaluator 1 LS	Evaluator 2 BM	Evaluator 3 AS	Evaluator 4 SS	Evaluator 5 ES	Total Points Awarded
<b>Casper Airport Solutions Inc.</b>						
Flight Tracking and Noise Monitoring (Maximum 20 Points)	19	18	18	20	18	<b>18.60</b>
Reporting (Maximum 20 Points)	19	16	18	19	19	<b>18.20</b>
User Interface (Maximum 20 Points)	19	19	18	20	20	<b>19.20</b>
Proposed Fees (Maximum 30 Points)	20	20	21	15	20	<b>19.20</b>
References (Maximum 10 Points)						<b>10.00</b>
Location (Maximum 5 Points)						<b>0.00</b>
<b>Total Points Awarded</b>						<b>85.20</b>
<b>iQuantics Corp.</b>						
Flight Tracking and Noise Monitoring (Maximum 20 Points)	9	5	10	5	10	<b>7.80</b>
Reporting (Maximum 20 Points)	8	5	8	5	8	<b>6.80</b>
User Interface (Maximum 20 Points)	2	5	5	3	5	<b>4.00</b>
Proposed Fees (Maximum 30 Points)	1	1	2	1	1	<b>1.20</b>
References (Maximum 10 Points)						<b>9.80</b>
Location (Maximum 5 Points)						<b>5.00</b>
<b>Total Points Awarded</b>						<b>34.60</b>

**Operations and Noise Monitoring**  
**RFP No. 21-26-42001**  
**Evaluation Matrix**

Description	Evaluator 1 LS	Evaluator 2 BM	Evaluator 3 AS	Evaluator 4 SS	Evaluator 5 ES	Total Points Awarded
<b>Virtower LLC</b>						
Flight Tracking and Noise Monitoring (Maximum 20 Points)	18	19	18	15	18	<b>17.60</b>
Reporting (Maximum 20 Points)	18	17	18	17	18	<b>17.60</b>
User Interface (Maximum 20 Points)	15	18	15	10	16	<b>14.80</b>
Proposed Fees (Maximum 30 Points)	29	29	29	30	28	<b>29.00</b>
References (Maximum 10 Points)						<b>10.00</b>
Location (Maximum 5 Points)						<b>0.00</b>
<b>Total Points Awarded</b>						<b>89.00</b>
<b>Casper Airport Solutions Inc.</b>	85.20					
<b>iQuantics Corp.</b>	34.60					
<b>Virtower LLC</b>	89.00					

***SOLICITATION PROCESS INFORMATION SHEET***

**Description of Solicitation: Operations and Noise Monitoring**

**RFP Number: 21-26-42001**

**Issuing Department: Planning and Engineering**

**DBE Participation Goal Established by DBE Office: Yes  No  N/A**

**Dates Legal Notices Placed: June 17, 2021 and June 14, 2021  
In: Jacksonville Daily Record**

**Website Posting Date: June 17, 2021**

**Number of solicitations issued: 24**

**Pre-Bid/Proposal Meeting Date: N/A**

**Mandatory: Yes  No  NA   
Number of firms attended:**

**Number of Bids/Proposals Received: 3**

**Conforming: 3  
Non-Conforming: NA**

**Evaluation Public Meeting: August 16, 2021**

**Evaluation Committee Member(s): Brad Martin  
Steven Schultz  
Lauren Scott  
Evin Sweeney  
Ashley Shorter**

**Attach Evaluation Matrix.**

**Budgeted Funds: Yes  No  NA**

**Capital: Yes  No  NA   
Operating: Yes  No  NA**

**Attach Budget Transfer if Required.**

**Submitted for the Awards Committee Meeting on September 20, 2021.**

**Comments:**

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**Issuer: Samantha Smid, Procurement Administrator**

# **EXHIBIT “B”**

**ARTICLE III – PROPOSAL FORM**Respondent's Name: Virtower LLC

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**CHECKLIST OF REQUIRED DOCUMENTS TO BE SUBMITTED****RESPONDENT SHALL UPLOAD INTO DEMANDSTAR THE "PROPOSAL DOCUMENT" THAT CONTAINS ALL REQUIRED DOCUMENTS. PROPOSALS MUST BE UPLOADED INTO DEMANDSTAR.COM E-BIDDING SYSTEM**

The following checklist is provided for convenience. The Respondent is responsible for carefully reviewing the submittal requirements in the RFP and submits all information requested. In order for JAA to consider the qualifications of Respondents for this Project, each Respondent must provide a general acknowledgement on company letterhead and additional written documentation that it meets the following Mandatory Minimum Qualifications:

- A. **Mandatory** Respondent Requirements (Refer to Article 1.09)
1. Respondent must either be the manufacturer or an authorized dealer of the proposed software solution.
  2. Respondent must demonstrate the successful completion / installation of three (3) projects that are similar in scope.
  3. Respondent must acknowledge that they are able to provide services according to the criteria listed below for all four JAA airports: Jacksonville International, Jacksonville Executive at Craig, Cecil, and Herlong Recreational.
- B. Responsible Respondent Criteria (Refer To Article 1.10)
- a) Flight Tracking and Noise Monitoring (20 Points Maximum)
  - b) Reporting (20 Points Maximum)
  - c) User Interface (20 Points Maximum)
  - d) Proposed Fees (30 Points Maximum)
 

Initial Three-Year Term:	\$ 90,000	Total (3 Year Total)
Option Year No. 1:	\$ 30,000	Total
Option Year No. 1:	\$ 30,000	Total
  - e) References (Maximum 10 points)  
 THE RESPONDENT SHOULD SEND THE REFERENCE QUESTIONNAIRE TO THREE REFERENCES.  
 JAA WILL ACCEPT THE REFERENCE FORM **ONLY** FROM THE INDIVIDUAL COMPLETING THE REFERENCE QUESTIONNAIRE. THE REFERENCE FORM SHOULD BE E-MAILED DIRECTLY TO [PROCUREMENT-BIDS@FLYJACKSONVILLE.COM](mailto:PROCUREMENT-BIDS@FLYJACKSONVILLE.COM) WITH THE RFP NO. 21-26-42001 IN THE SUBJECT LINE.
  - f) Location, if applicable (Maximum 5 points) **Appendix 3, Local Verification Form**
- C. Conflict of Interest Certificate (Appendix 1)
- D. Addendum Acknowledgement, if applicable

Acknowledgment of the following Addenda is hereby made:

Addenda No. \_\_\_\_\_ Date: \_\_\_\_\_ Respondent's Initial: \_\_\_\_\_



**ARTICLE IV – PROPOSAL FORM**

Respondent's Name: Virtower LLC

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E. Drug-Free Workplace Program Certification:

a.  Yes, we have a Drug-Free Workplace Program

b.  No, we do not have a Drug-Free Workplace Program

<sup>DS</sup>  
LG

F. Acknowledgement of Warranty Acceptance is hereby made: Respondent's Initial: LG

G. Acknowledgement Respondent will accept a Purchase Order and invoice JAA:

Respondent's Initial: LG

H. Acknowledgement of ACH Payment acceptance is hereby made:

Respondent's Initial: LG

I. Acknowledgement of Indemnification and Insurance requirements is hereby made:

Respondent's Initial: LG

J. Acknowledgement and Acceptance of the JAA Contract is hereby made:

Respondent's Initial: LG

**In the event JAA's Contract is not acceptable, Respondent must submit a written request to have any and all contract provisions or requirements herein addressed pursuant to section 1.06 above.**

K. Proposer Certification and Signature:

By submitting this Proposal, the Respondent certifies that the Respondent has read, reviewed and agreed to all of the documents pertaining to this solicitation, that the person signing below is an authorized representative of the Company, that the Respondent is legally authorized to do business in the State of Florida, and that the Respondent maintains in active status all appropriate license required for the work.

**FAILURE TO SIGN YOUR PROPOSAL WILL CONSTITUTE A MATERIAL IRREGULARITY AND WILL RESULT IN REJECTION OF THE PROPOSAL.**

Respondent Name: Virtower LLC

DocuSigned by:

Les Goldsmith

6/26/2021

Authorized Agent's Signature: \_\_\_\_\_

986DAA39188044D...

Date: \_\_\_\_\_

Printed Name: Les Goldsmith

Email: les@virtower.com

Title: President

Respondent is a:  Corporation  Partnership  Individual  Single Member LLC

Federal Identification Number: 83 4018346

Remittance Address: 9160 Forum Corporate Pkwy, Ste 350

Fort Myers FL 33905

Telephone Number: 888 317 0747

Fax Number: \_\_\_\_\_

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