

SCHOOL BOARD OF BREVARD COUNTY, FLORIDA

BOARD AGENDA ITEM – April 11, 2023

PROCUREMENT SOLICITATION

ITB #23-485-B-JW Pianos, Piano Tuning, & Repairs

<input checked="" type="checkbox"/> (ITB) Invitation To Bid	<input type="checkbox"/> (ITN) Invitation To Negotiate	<input type="checkbox"/> (PB) Piggyback
<input type="checkbox"/> (RFP) Request For Proposal	<input type="checkbox"/> (RFQ) Request For Qualifications	<input type="checkbox"/> (SC) State Contract
<input type="checkbox"/> (SS) Sole Source		

REQUESTOR: Secondary Leading & Learning

Legal Review Required: Yes No

Standard Template Used with No Changes: Yes No

Standard Template Type: Invitation To Bid

VENDOR NAME	AMOUNT AWARDED	REQUIRED PRODUCTS/SERVICES
Atlantic Music Center, Inc. Bobbs Pianos & Organs Buckle Ventures, LLC dba Evan Buckle Piano Services	Variable	Pianos, Piano Tuning, & Repairs
Total	Variable	

<input type="checkbox"/> Contract Renewal	New Contract Amount	Variable
<input type="checkbox"/> Recurring Contract	Previous Contract Amount	N/A
<input checked="" type="checkbox"/> New Contract	Variance	N/A

PRICE INCREASE / DECREASE EXPLANATION: N/A

DISCUSSION:

The Intent of this ITB was to select multiple vendors to provide fixed discount catalog pricing for Pianos, and fixed rates for Piano Tuning & Repairs. The Invitation to Bid was issued on February 3, 2023, with bids due on March 6, 2023. Firms were solicited and three (3) companies responded: Atlantic Music Center, Inc., Bobbs Pianos & Organs and Buckle Ventures, LLC. dba Evan Buckle Piano Services.

The standard Invitation to Bid template has been used, which does not require legal review.

CONTRACT TERM:

The initial contract term shall commence April 12, 2023 and continue until April 11, 2026 with an option to renew for one (1) additional two (2) year period.

RECOMMENDATION:

It is the recommendation of Dr. Stephanie Soliven, Assistant Superintendent, Secondary Leading and Learning, and Mollie Vega, Director, Secondary Leading and Learning to award to all responsive and responsible bidders as identified above and highlighted on the attached tabulation sheet in the amount of variable.

AUTHORITY FOR ACTION:

Florida Administrative Code 6A-1.012 (9)

<p style="text-align: center;">TABSHEET ITB # 23-485-B-JW Pianos, Piano Tuning & Repairs DATE at 2:00 PM Opened By: Jessica Waldron Witnessed By: Heidi Dotson This is the tabsheet showing award recommendation pending Board Approval April 11, 2023</p> <p style="text-align: center;">Date Solicited: 2/3/2023 Date Opened: 3/6/2023 244# Solicitated 0 # MWBE 13# Planholders 4# Submittals</p>		<p style="text-align: center;">Atlantic Music Center, Inc. 150 East Dr, Ste C. Melbourne, FL 32904 Brian Gatchell Phone: 321-725-5690 Officemanageramc@gmail.com</p>	<p style="text-align: center;">Bobbs Pianos & Organs Inc 1583A N Military Trl West Palm Beach, FL 33409 Mike Messingschlager Phone: 561-683-6700 bobbspiano@gmail.com</p>	<p style="text-align: center;">Buckle Ventures, LLC. 2645 Raintree Lake Cir Merritt Island, FL 32953 Evan Buckle Phone: 941-524-5294 evanbuckle@gmail.com</p>
Completed Bidder's Acknowledgement	Y	Y	Y	
FL Dept. of State Division of Corporations Number	Y	Y	Y	
Litigations/Bankruptcy	Y	Y	Y	
Confidential Materials Enclosed	N	N	N	
Addenda (if applicable)	Y	Y	Y	
References Form	Y	Y	Y	
Local Business Tax Receipts	Y	N	N	
Current W-9	Y	Y	Y	
Proof of Insurance	Y	Y	Y	
Certified Business Program Reciprocity Affidavit (if applicable)	N/A	N/A	N/A	
Bidder's Statement of Principal Place of Business (if applicable)	N/A	N/A	N/A	
Financials (if applicable)	N/A	N/A	N/A	
Hold Harmless Agreement (if applicable)	N/A	N/A	N/A	
Subcontractor Information (If applicable)	N/A	N/A	N/A	
Specifications or Literature (If applicable)	N/A	N/A	N/A	
Performance Bonds (if applicable)	N/A	N/A	N/A	
Payment Bonds (if applicable)	N/A	N/A	N/A	
Licenses/Certifications (if applicable)	N/A	N/A	N/A	
ITEM				
NO.	PIANO TUNING / REPAIR			
1	Upright Piano Tuning - (Price per Unit) - North Area	\$145.00	125.00	
	Upright Piano Tuning - (Price per Unit) - Central Area	\$125.00	130.00	
	Upright Piano Tuning - (Price per Unit) - South Area	\$125.00	150.00	
2	Baby Grand Piano Tuning - (Price per Unit) - North Area	\$145.00	125.00	
	Baby Grand Piano Tuning - (Price per Unit) - Central Area	\$125.00	130.00	
	Baby Grand Piano Tuning - (Price per Unit) - South Area	\$125.00	150.00	
3	Piano Repairs - (Price per Hour) - All Areas	\$45.00	75.00	
4	Mark - Up Percentage for repair/replacement parts	10%	10%	
5	Mark - Up Percentage - Balance Catalog	10%	10%	
6	Addl Charges / Discount (if applicable)	None	Included	
7	Certified Specialist for Tuning & Repairs	Yes	Yes	
8	Multiple Unit Discounts Offered	10%	20%	
ITEM				
NO.	PIANO PURCHASING			
1	Upright Pianos - All Types - Fixed Discount	Not Specified	20%	
	Upright Pianos - All Types - Bulk Discount	Not Specified	26%	
2	Baby Grand Pianos - All Types - Fixed Discount	Not Specified	21%	
	Baby Grand Pianos - All Types - Bulk Discount	Not Specified	0%	
3	Pianos - Others - Fixed Discount	Not Specified	up to 75% - USED	
	Pianos - Others - Bulk Discount	Not Specified	N/A	

Recommended Award Key: Columns highlighted in yellow identify the recommended award.

All other bidders did not meet the definition of responsive and responsible for this bid as outlined in Section 2.10