



Gwinnett

GWINNETT COUNTY
DEPARTMENT OF FINANCIAL SERVICES
PURCHASING DIVISION

75 Langley Drive | Lawrenceville, GA 30046-6935
(O) 770.822.8720 | (F) 770.822.8735
www.gwinnettcountry.com

April 16, 2019

AWARD NOTICE
BL018-19
Lighting Replacement and Upgrade Services on an Annual Contract

Pursuant to the bids received on February 07, 2019 for bid BL018-19, Lighting Replacement and Upgrade Services on an Annual Contract the bid has been awarded to Capital City Electrical Services, LLC, Cleveland Electric Company, and Greenspeed Energy Solutions, LLC in the amount of \$3,000,000.00. Please note the enclosed bid tabulation.

We appreciate your bid and interest in Gwinnett County.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dana Garland'.

Dana Garland, CPPB
Purchasing Associate III

DG/bt

Enclosure



BL018-19
Lighting Replacement and Upgrade Services on an Annual Contract
Department of Water Resources

			Capital City Electrical Services, LLC (L)		Cleveland Electric Company (OC)		Georgia Green Energy Services, LLC (OC)	
ITEM #	DESCRIPTION	APPROX. QTY	HOURLY RATE	TOTAL HOURLY RATE	HOURLY RATE	TOTAL HOURLY RATE	HOURLY RATE	TOTAL HOURLY RATE
1	Service Manager (Regular Hours)	50 Hours	\$95.00	\$4,750.00	\$75.00	\$3,750.00	\$67.50	\$3,375.00
2	Service Manager (Overtime Hours)	10 Hours	\$142.50	\$1,425.00	\$90.00	\$900.00	\$101.25	\$1,012.50
3	Project Manager (Regular Hours)	480 Hours	\$85.00	\$40,800.00	\$75.00	\$36,000.00	\$78.75	\$37,800.00
4	Project Manager (Overtime Hours)	40 Hours	\$127.50	\$5,100.00	\$90.00	\$3,600.00	\$118.12	\$4,724.80
5	Master Electrician (Regular Hours)	600 Hours	\$75.00	\$45,000.00	\$78.50	\$47,100.00	\$78.00	\$46,800.00
6	Master Electrician (Overtime Hours)	40 Hours	\$112.50	\$4,500.00	\$100.50	\$4,020.00	\$117.00	\$4,680.00
7	Journeyman Electrician (Regular Hours)	1,000 Hours	\$65.00	\$65,000.00	\$70.00	\$70,000.00	\$72.00	\$72,000.00
8	Journeyman Electrician (Overtime Hours)	200 Hours	\$97.50	\$19,500.00	\$90.00	\$18,000.00	\$108.00	\$21,600.00
9	Electrician Helper (Regular Hours)	1,000 Hours	\$45.00	\$45,000.00	\$40.00	\$40,000.00	\$62.50	\$62,500.00
10	Electrician Helper (Overtime Hours)	200 Hours	\$67.50	\$13,500.00	\$55.00	\$11,000.00	\$93.75	\$18,750.00
11	Trip Charge (one-time charge per call)	125 Hours	\$75.00	\$9,375.00	\$50.00	\$6,250.00	\$75.00	\$9,375.00
12	State percentage of mark up above cost for repair parts (not to exceed 20%), Not to be understood with gross profit margin		20%		15%		15%	
13	State percentage of mark up above cost for new lighting equipment (not to exceed 20%), Not to be understood with gross profit margin		20%		15%		15%	
14	State percentage of mark up above cost for rental equipment (not to exceed 20%), Not to be understood with gross profit margin		20%		15%		10%	
TOTAL			\$253,950.00		\$240,620.00		\$282,617.30	
Will Vendor Hold Pricing Firm? Renewal Option 1			Yes		Yes		3.5% increase	
Will Vendor Hold Pricing Firm? Renewal Option 2			Yes		2% increase		3.25% increase	
Will Vendor Hold Pricing Firm? Renewal Option 3			Yes		2% increase		3.25% increase	
Will Vendor Hold Pricing Firm? Renewal Option 4			Yes		2% increase		3% increase	

			Greenspeed Energy Solutions, LLC (OC)		LMI Systems, Inc. (OC)		M.C. Dean, Inc. (OS)	
ITEM #	DESCRIPTION	APPROX. QTY	HOURLY RATE	TOTAL HOURLY RATE	HOURLY RATE	TOTAL HOURLY RATE	HOURLY RATE	TOTAL HOURLY RATE
1	Service Manager (Regular Hours)	50 Hours	\$55.00	\$2,750.00	\$70.00	\$3,500.00	\$118.00	\$5,900.00
2	Service Manager (Overtime Hours)	10 Hours	\$82.50	\$825.00	\$70.00	\$700.00	\$177.00	\$1,770.00
3	Project Manager (Regular Hours)	480 Hours	\$75.00	\$36,000.00	\$70.00	\$33,600.00	\$87.00	\$41,760.00
4	Project Manager (Overtime Hours)	40 Hours	\$112.50	\$4,500.00	\$70.00	\$2,800.00	\$130.50	\$5,220.00
5	Master Electrician (Regular Hours)	600 Hours	\$84.00	\$50,400.00	\$70.00	\$42,000.00	\$76.50	\$45,900.00
6	Master Electrician (Overtime Hours)	40 Hours	\$126.00	\$5,040.00	\$70.00	\$2,800.00	\$114.75	\$4,590.00
7	Journeyman Electrician (Regular Hours)	1,000 Hours	\$52.00	\$52,000.00	\$70.00	\$70,000.00	\$75.00	\$75,000.00
8	Journeyman Electrician (Overtime Hours)	200 Hours	\$78.00	\$15,600.00	\$70.00	\$14,000.00	\$112.50	\$22,500.00
9	Electrician Helper (Regular Hours)	1,000 Hours	\$37.00	\$37,000.00	\$70.00	\$70,000.00	\$60.00	\$60,000.00
10	Electrician Helper (Overtime Hours)	200 Hours	\$55.50	\$11,100.00	\$70.00	\$14,000.00	\$90.00	\$18,000.00
11	Trip Charge (one-time charge per call)	125 Hours	\$52.00	\$6,500.00	\$70.00	\$8,750.00	\$168.00	\$21,000.00
12	State percentage of mark up above cost for repair parts (not to exceed 20%), Not to be understood with gross profit margin		20%		20%		20%	
13	State percentage of mark up above cost for new lighting equipment (not to exceed 20%), Not to be understood with gross profit margin		10%		20%		20%	
14	State percentage of mark up above cost for rental equipment (not to exceed 20%), Not to be understood with gross profit margin		20%		20%		20%	
TOTAL			\$221,715.00		\$262,150.00		\$301,640.00	
Will Vendor Hold Pricing Firm? Renewal Option 1			Yes		Yes		Yes	
Will Vendor Hold Pricing Firm? Renewal Option 2			Yes		Yes		Yes	
Will Vendor Hold Pricing Firm? Renewal Option 3			Yes		Yes		3% increase	
Will Vendor Hold Pricing Firm? Renewal Option 4			Yes		Yes		3% increase	

Recommended Vendors:

Capital City Electrical Services, LLC
Attn: Gerald Wartko
1346 Oakbrook Drive, Suite 170A
Norcross, GA 30093
Phone: 770-821-6099
jennidere@ccelect.com

Cleveland Electric Company
Attn: Jeff Vines
1281 Fulton Industrial Blvd, NW
Atlanta, GA 30336
Phone: 404-505-4234
jeffv@clevelandgroup.com

Greenspeed Energy Solutions, LLC
Attn: Tim Burton
2148 Hills Ave NW, Suite H
Atlanta, GA 30318
Phone: 770-313-7565
tburton@greenspeedenergy.com