

TO: [Honorable Mayor and Members of the City Commission](#)

FROM: Eric Carpenter, City Manager

DATE: February 3, 2025

TITLE: REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO INVITATION TO BID (ITB) 2025-060-DF RENTAL OF PUMPS AND RELATED EQUIPMENT. (PUBLIC WORKS)

## **RECOMMENDATION**

It is recommended that the Mayor and City Commission approve the award of a contract to H&E Equipment Services, Inc., Mersino Dewatering, LLC, Synergy Rents, LLC dba Synergy Equipment, and United Rentals (North America), Inc. pursuant to Invitation to Bid (ITB) No. 2024-060-DF for rental of pumps and related equipment.

This solicitation is currently under the cone of silence.

## **BACKGROUND/HISTORY**

The Public Works Department requires the rental, delivery, and pick up of pumps and related items on an “as-needed” basis. On February 12, 2020, the Mayor and City Commission approved the award of Contract ITB 2019-156-DF for the rental of pumps and related items. The contract term was for a period of two (2) years with the City’s option to renew for three (3) additional one (1) year periods, currently scheduled to expire on February 11, 2025. The City’s estimated annual budget for this Contract is approximately \$300,000.00. However, there is no guarantee that the City will utilize all of the funds appropriated.

To seek replacement contractors, ITB 2025-60-DF was issued. The purpose of this bid is to establish a contract, by means of sealed bids, with a qualified firm(s) to provide the rental, delivery, and pick-up of pumps and related equipment on an “as needed” basis as specified herein.

It is the City’s intent to award this contract as a push-button contract. Push-button contracts provide the means of quickly responding to critical needs via a competitively solicited indefinite-quantity contract. When items are needed, the requesting department will select the awarded vendor that has the best pricing and availability for the sum of the items needed for the particular need identified on a case-by-case basis.

The City will endeavor to utilize vendors in order of cost for the particular need identified. However, the City may utilize other vendors in the event that: 1) a contract vendor is not, or is unable to be, in compliance with any contract or delivery requirement; 2) it is in the best interest of the City to do so regardless of reason.

## **ANALYSIS**

On October 22, 2024, the ITB was issued. A pre-bid conference was held on November 1, 2024, to provide information to proposers submitting a response. Bid notices were issued to approximately 18,000 companies utilizing the City’s e-procurement system, with 51 prospective

bidders accessing the solicitation. Two (2) addenda were issued. Responses were due and received on December 4, 2024. The City received a total of four (4) proposals from the following firms:

- H&E Equipment Services, Inc.
- Mersino Dewatering, LLC
- Synergy Rents, LLC
- United Rentals (North America), Inc.

The ITB stated that the responsive, responsible bidder(s) meeting all ITB terms, conditions, and specifications would be recommended for award. In its due diligence, the Procurement and Public Works departments found that the four (4) bids submitted meet the requirements of the ITB.

Below are brief descriptions of the responsive and responsible bidders.

### **H&E Equipment Services, Inc.**

Founded in 1961, H&E Equipment Services, Inc. (“H&E”) is one of the largest equipment rental companies in the nation, providing a higher standard in equipment rentals. With locations across the United States, H&E leverages its national fleet of equipment with a local approach, working closely with customers to understand their needs and provide them with reliability, fair prices, and the support of a first-class service team. H&E has provided services in Florida for Orlando International Airport (MCO) and Palm Bay, FL. All references provide positive feedback.

### **Mersino Dewatering, LLC**

Founded in 1988, Mersino Dewatering, LLC (“Mersino”) a leading provider of water control solutions, offering industrial pump rentals and services, including dewatering, bypass pumping, and pump rentals. From rugged and reliable equipment design to seamless deployment, activation, and service. The company operates a vertically integrated model and has a fleet of over 1,200 pumps. Mersino also manufactures industrial pumps through its brand, Global Pump. Mersino has provided services throughout Florida for Collier County and the City of Fort Lauderdale. All references provided positive feedback..

### **Synergy Rents, LLC**

Established in 2012, Synergy Rents, LLC dba Synergy Equipment is a business in the compact and heavy equipment industry that builds on the symbiotic relationship between the equipment rental and construction contractor worlds. Synergy Equipment supports family values, embraces competition and is committed to advancing infrastructure for current and future generations by partnering with its employees, customers, vendors and community to make a positive impact in the markets it serves. Synergy Equipment is an incumbent vendor in the City’s current rental of pumps contract and has received positive feedback from the department. Synergy Equipment has provided services to various public agencies across the Southeast including Bryan County, GA, Lee County, FL, and City of Auburndale, FL. All references provided positive feedback.

### **United Rentals (North America), Inc.**

United Rentals (North America), Inc. (“United Rentals”) is the largest equipment rental company in the world. The company has an integrated network of 1,520 rental locations in North America, 38 in Europe, 23 in Australia and 19 in New Zealand. In North America, the company operates in 49 states and every Canadian province. The company’s approximately 26,650 employees serve construction and industrial customers, utilities, municipalities, homeowners and others. The company offers approximately 4,800 classes of equipment for rent with a total original cost of \$20.59 billion. United Rentals has provided services to public agencies throughout the Southeast including North Carolina Department of Transportation, University of North Florida, and Volusia County, FL. All references provided positive feedback.

### **SUPPORTING SURVEY DATA**

According to a 2024 Community Satisfaction Survey conducted by ETC Institute, local businesses have increased their perceptions of the City’s efforts to prepare for disasters from 55% to 64%,

the City's efforts to reduce risk from rainfall/sea-level rise from 38% to 45% and the overall image of the City from 47% to 65%. In order to continue this upward trend, it is imperative that these services be obtained in order to assist in the City's sustainability and resiliency efforts within the Public Works Department purview.

### **FISCAL IMPACT STATEMENT**

Staff performed a cost analysis to determine whether the fiscal impact was in the City's best interest. When comparing the current contract, first established in February 2020, to the bid prices submitted pursuant to ITB 2025-060-DF, costs increased on average by 12% . However, it is important to note that the Consumer Price Index for All Urban Consumers (CPI-U) in Miami-Fort Lauderdale-West Palm Beach increased approximately 25.3% from October 2020 through October 2024 representative of the current contract period. Therefore, the City is realizing an average cost savings of 13.3% lower than the CPI-U indicates. The department has budgeted \$300,000 for these services. The costs of the related services are subject to funds availability approved through the City's budgeting process. It is not anticipated that grant funding will be utilized for these services.

### **Does this Ordinance require a Business Impact Estimate?** (FOR ORDINANCES ONLY)

**If applicable, the Business Impact Estimate (BIE) was published on:**

**See BIE at: <https://www.miamibeachfl.gov/city-hall/city-clerk/meeting-notice/>**

### **FINANCIAL INFORMATION**

427-0427-000323-29-413-517-00-00-00-	\$300,000.00
	<b>\$300,000.00</b>

### **CONCLUSION**

Based on the foregoing, It is recommended that the Mayor and City Commission of the City of Miami Beach, Florida, approve the award of a contract to H&E Equipment Services, Inc, Mersino Dewatering, LLC, Synergy Rents, LLC dba Synergy Equipment, and United Rentals (North America), Inc. pursuant to Invitation to Bid (ITB) No. 2025-060-DF for rental of pumps and related equipment.

### **LOBBYIST DISCLOSURE**

In accordance with Resolution No. 2023-32857, adopted by the City Commission on December 13, 2023, the following information has been provided by the Administration:

1. Was the Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481, includes a principal engaged in lobbying? **No.**

2. If so, specify name of lobbyist(s) and principal(s): **Not applicable.**

Applicable Area Citywide

Is this a "Residents Right to Know" item, pursuant to City Code Section 2-14?

**No**

Does this item utilize G.O. Bond Funds?

No

Legislative Tracking  
Public Works/Procurement

**Applicable Area**

Citywide

**Is this a "Residents Right to Know" item,  
pursuant to City Code Section 2-17?**

No

**Is this item related to a G.O. Bond  
Project?**

No

**Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481,  
includes a principal engaged in lobbying?** No

If so, specify the name of lobbyist(s) and principal(s):

**Department**

Procurement

**Sponsor(s)**

**Co-sponsor(s)**

**Condensed Title**

Award ITB 2025-060-DF, Rental of Pumps and Related Equipment. PW/PR

**Previous Action (For City Clerk Use Only)**