

C2 B REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO  
INVITATION TO BID (ITB) 2024-305-WG FOR MBCC LED VIDEO WALLS.  
(FACILITIES AND FLEET MANAGEMENT)  
Applicable Area:



**COMMISSION MEMORANDUM**

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) 2024-305-WG FOR MBCC LED VIDEO WALLS. (FACILITIES AND FLEET MANAGEMENT)

**RECOMMENDATION**

It is recommended that the Mayor and City Commission approve the award of a contract to Daktronics, Inc., the lowest, responsive, responsible Bidder to Invitation to Bid (ITB) No. 2024-305-WG for MBCC LED Video Walls and authorize the City Manager and City Clerk to execute a contract.

This solicitation is currently under the cone of silence.

**BACKGROUND/HISTORY**

The Facilities and Fleet Department plans to reduce the use of banners and clings in the Miami Beach Convention Center (MBCC) lobby by transitioning to LED digital signage. This initiative provides clients with greater flexibility in displaying their content and represents a more sustainable approach to advertising.

This project will be executed as a turnkey operation, with the contractor responsible for delivering all necessary components, including displays, electrical systems, and data infrastructure. The scope encompasses design, installation, and connection of power and data to ensure seamless functionality. Additionally, the contractor will provide training on the operation and maintenance of the LED screens and offer a one-year warranty, commencing upon the City's final acceptance of the project after successful completion of all inspections.

The installation will include four LED displays: two large end-wall displays and two smaller center-wall displays:

- **End-wall displays:** Each will measure approximately 16 feet high by 28 feet wide. One display will be located on the south side of the Ocean Ballroom, and the other on the north side of the Lincoln Ballroom.
- **Center-wall displays:** Each will measure approximately 9 feet high by 16 feet wide. These will be installed on the curved wall of the West Lobby, with one display positioned on each side of the center entrance leading to the back of the house.

To engage a contractor to complete the MBCC LED video walls project, ITB 2024-305-ND was released.

**ANALYSIS**

On May 16, 2024, the ITB was issued. The Procurement Department issued bid notices to approximately 10,026 companies utilizing the City's e-procurement system, with 175 prospective bidders accessing the solicitation. A voluntary site visit and pre-bid conference to provide

information to proposers submitting a response was held on May 30, 2024. A second site visit was held on September 9, 2024. ITB responses were due and received on October 23, 2024. The City received six (7) bids from the following firms: Advanced Document Solutions Inc., Daktronics, Inc., I2 Visual, Inc., J Signs and Graphics, LLC, LaLaBrothers LLC d/b/a Techled, LucentHD, LLC, and Quince Imaging, Inc. See Attachment A for a tabulation of bids received.

The bid submittals from Advanced Document Solutions Inc., Quince Imaging, Inc., J Signs and Graphics, LLC, I2 Visual, Inc., LaLaBrothers LLC d/b/a Techled, and LucentHD, LLC were deemed non-responsive for failure to submit a bid bond, failure to meet the minimum requirement of the ITB, or failure to submit a completed bid submittal questionnaire and were not further considered.

The ITB stated that the lowest responsive and responsible Bidder meeting all ITB terms, conditions, and specifications would be recommended for award. The Procurement Department and The Facilities and Fleet Management Department found that the bid submitted by Daktronics, Inc. meets the requirements of the ITB, including:

1. Previous Experience of Bidder (Firm or its principal). Bidder and/or its principal must have been awarded a minimum of three (3) projects of similar scope and budget within the last five (5) years. A project of similar scope shall be defined as procuring and installing large LED wall displays with a construction cost of over \$ 1 million.

Daktronics, Inc. provided three (3) positive and satisfactory references documenting compliance with the minimum experience requirement.

Accordingly, Daktronics, Inc., has been deemed the lowest responsive and responsible Bidder meeting all ITB terms, conditions, and specifications.

Daktronics, Inc. (Daktronics), founded in 1968, is a world leader in designing, engineering, and manufacturing digital LED display technology and audio systems. Previous work includes services for the Kaseya Center in Miami, Florida, the Climate Pledge Arena in Seattle, Washington, and the Circa Resort & Casino in Las Vegas, Nevada, among others. The references provided have provided positive feedback. In 2019 Daktronics completed the Flamingo Park Football Stadium Scoreboard and the LED sign for the Fillmore. To date, the City is satisfied with the services provided.

### **FISCAL IMPACT STATEMENT**

The bid submitted by Daktronics, Inc., the lowest responsive and responsible Bidder, was for the grand total bid amount of \$1,355,495. The contract total with the City's contingency is \$1,491,044.50, which is \$8,955.50 lower than the estimated budget of \$1,500,000, as stated in the ITB.

Daktronics, Inc. Grand Total:	\$1,355,495.00
Plus 10% Owner's Contingency:	\$135,549.50

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Total:	\$1,491,044.50
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### **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-notices/>

### **FINANCIAL INFORMATION**

443-1720-069357-00-418-000-00-00-00-20127  
\$1,500,000.00

## **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 Daktronics, Inc., the lowest responsive and responsible Bidder to ITB No. 2024-305-WG for MBCC LED Video Walls and authorize the City Manager and City Clerk to execute a contract.

## **Applicable Area**

South Beach

**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 2024-305-WG, MBCC LED Video Walls. FF/PR

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

# Bid Tabulation ITB 2024-305-WG MBCC LED Video Walls

	Advanced Document Solutions, Inc. <sup>4</sup>	Daktronics, Inc. <sup>7</sup>	i2 Visual, Inc. <sup>2</sup>	J Signs And Graphics <sup>6</sup>	LucentHD, LLC <sup>1</sup>	Quince Imaging, Inc. <sup>5</sup>	LaLa Brothers LLC d/b/a Techled <sup>3</sup>
Total Base Bid							
Total Base Bid	<del>\$ 995,657.08</del>	\$ 1,335,470.00	<del>\$ 636,376.00</del>	No Bid	\$ 545,825.00	<del>\$ 1,333,474.68</del>	\$ 708,194.00
Indemnification of City	<del>\$ 25.00</del>	\$ 25.00	<del>\$ 25.00</del>	No Bid	\$ 25.00	<del>\$ 25.00</del>	\$ 25.00
Permit Allowance	<del>\$ 20,000.00</del>	\$ 20,000.00	<del>\$ 20,000.00</del>	No Bid	\$ 20,000.00	<del>\$ 20,000.00</del>	\$ 20,000.00
<b>Grand Total</b>	<del><b>\$ 1,015,682.08</b></del>	<b>\$ 1,355,495.00</b>	<del><b>\$ 656,401.00</b></del>	No Bid	<del><b>\$ 565,850.00</b></del>	<del><b>\$ 1,353,499.68</b></del>	<del><b>\$ 728,219.00</b></del>

1 Deemed non-responsive for failure to submit a completed bid submittal questionnaire.

2 Deemed non-responsive for failure to meet the minimum requirement.

3 Deemed non-responsive for failure to meet the minimum requirement.

4 Deemed non-responsive for failure to submit a bid bond.

5 Deemed non-responsive for failure to submit a bid bond.

6 Deemed non-responsive for failure to submit a bid bond.

7 Recommended for award.