

Procurement and Recycling: Save Money, Save the Planet



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Challenges in Procurement for Recycling

- Cost
 - Market Conditions
 - Tariffs
 - Overseas Demand
- Participation
 - Providers are Limited
 - Participants are Limited
- DHEC Regulations
 - Licensed
 - Reporting



Public versus Private Business

- Private Business: Make their own rules
- Public Business
 - Policies and Procedures that are governed by Agency Ordinances, sometimes multiple agencies (i.e. Berkeley County and DHEC)
 - Whose ordinance takes precedence?
 - Intergovernmental Purchasing
 - Addition or deletion of work





Examples

- Invitation for Bid: Scrap Metal
 - Pricing Based on the American Metal Market, which fluctuates throughout the year
 - Received One Bid
- Request for Proposal: Recycling (Franchise area)
 - Including newspapers, mixed office paper, aluminum cans
 - Minimum requirement for number of users



Public Procurement

- Types of Bids
 - Request for Qualification
 - Invitation for Bid
 - Request for Proposal
 - Best Value Bid
 - Request for Information



EXAMPLES



ADDITION OR DELETION OF WORK: The County reserves the right, prior to or after award of Contract, to add or delete from the scope of the project any item or any combination of items. Adjustments to Contract shall be negotiated at the time of the addition or deletion and shall be subject to approval by both parties.

INTERGOVERNMENTAL PURCHASING: Vendor may agree to extend their cost to other local governments with mutual agreement of both parties.

DEVIATIONS FROM SPECIFICATIONS

Please list all deviations from specifications in the space provided below. Please note item number for which you are showing deviations.

ITEM

DEVIATION



Evaluation Criteria Example



BIDDER	COST 30 points	FINANCIAL STABILITY 30 points	QUALIFICATIONS 15 points	EXPERIENCE 15 points	REFERENCE S 5 points	COMMUNITY PARTICIPATION 5 points	TOTAL POINTS	RANKING
Company A	30	30	15	15	2	3	95	1
Company B	21	15	15	15	5	5	76	2



Fuel Surcharge Adjustments

Example of basic adjustment:

Average cost of fuel per gallon: (At beginning of contract)	\$1.61
Average cost of fuel following 2 months:	<u>\$2.78</u>
Increase in fuel costs (1.61 x 20% = .32, 1.17 increase > 20%)	<u>\$1.17</u>
Fuel surcharge:	\$1.17 X 3 = \$3.51 Fuel Surcharge

Example of billing adjustment:

Base rate example	\$25.00
Fuel surcharge example	<u>\$ 3.51</u>
	\$28.51 bill



Local Vendor Preference

Sec. 50-64(h) Local vendor preference (State preference has been repealed)

Service Vendors: A responsive and responsible Berkeley County service vendor who is within five percent (5%) of the highest non-local Bidder, may be given the opportunity to match the bid submitted by the non-local Bidder and thereby be awarded the contract. This preference shall apply only when purchases are \$5,000 or more in value.

A vendor shall be deemed a Berkeley County service vendor if such vendor be an individual, partnership, association or corporation that is authorized to transact business within the State, has a physical business address located and operating within the limits of Berkeley County and has been doing business in Berkeley County for a period of twelve (12) months or more prior to the bid opening date, and the vendor provides proof of payment of all applicable Berkeley County taxes and fees.



Questions?



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