

Dear Mr. [REDACTED]

Our team understands that [REDACTED] is selecting fire suppression contractor for [REDACTED]. As the industry leader in fire protection systems, SimplexGrinnell is fully prepared to undertake this project and to meet or exceed all project requirements. Our Regina, SK office has a proven track record providing fire sprinkler systems installation and service throughout the area. Our office is located in an ideal location to service [REDACTED] installation needs as well as emergency service needs 24 hours a day, seven days a week. SimplexGrinnell has actively reviewed the project's needs and has committed a wide range of resources to support this important effort.

Proven as a major prime contractor and integrator of complex projects, SimplexGrinnell has the resources, products, skills, technology, and expertise required to ensure a successful project. We design, assemble, test, service, and monitor a complete line of fire protection systems. Our approach is low-risk because of previous experience with large, complex projects. Our customers have relied on SimplexGrinnell personnel and technology to protect countless lives and millions of dollars worth of equipment.

We understand the need for a responsive local organization to provide installation support and service throughout the years to come. Our management team will ensure that the necessary resources are available to support this important project. We have assigned a multi-disciplinary team to the [REDACTED] project. This team includes Mr. John Wrycraft, Regional Manager, as the Corporate Sponsor and Mr. Trevor Lee as the project manager for this project. We have also assigned a safety officer, Mr. Shannon Luoma. Finally, post-installation, Mr. Dean Bousquet, Total Service Manager, will oversee a team of technicians providing warranty and post warranty support to [REDACTED] suppression systems. This team will ensure that [REDACTED] goals for the project are met.

We wish to form a long-term relationship with [REDACTED] to develop the most cost-effective and comprehensive solutions to your needs. With an experienced, flexible staff of professional personnel already in place, our team is prepared to move swiftly to ensure that we meet critical objectives. Moreover, with the backing of the entire SimplexGrinnell organization, we offer a full range of capabilities to support the project, now and in the years to come. We pledge our full support to the success of this project.

Sincerely,



Mr. Richard Lewis
District General Manager, SimplexGrinnell Regina, SK District Office

Best Company logo

Joe Soap
ACME Rail Agency
Address

Date

Shaping the future of rides

Dear Joe,

Attached is our response to RFP 00/2021 for a turnkey contractor for the upgrading and modernisation of Disney World's roller coasters.

The new roller coasters are a critical component of Disney World's vision to enhance a magical experience. However, the current facilities are inadequate to accommodate the new rides. To resolve this, Disney requires an experienced turnkey partner.

By selecting Best Company, Disney will gain a provider with over 35 years experience in theme park development. We offer the financial, technical contractual capacity and expertise to ensure success. A proven track record with Disney Paris and Florida reduces risk, costs and time. Our new X-cite rides won the innovation award at Experience Thrills Awards 2021.

Disney gains the following by choosing Best Company:

- A single point of accountability offering competitive pricing.
- A proven partner with award winning rides.
- A financially stable and capable partner, ensuring capacity.

Our response proves our capabilities in delivering a solution that will meet your project specifications. It complies with all the tender requirements. To assist in a speedy evaluation, we have provided a compliance matrix.

We look forward to helping Disney set the foundation to create the rides of tomorrow.

Yours sincerely,

James Dean

James Dean
CEO
Best Company

March 30, 2021

ATTN: Bethany Owen
Procurement Officer
City of Winter Haven Finance Department
551 3rd Street NW
Winter Haven, FL 33881

KCI Technologies, Inc.
4041 Crescent Park Drive
Riverview, FL 33578
(813) 740-2300
www.kci.com



RE: Chain of Lakes Park – Phase II Design, Engineering and Permitting | RFQ-21-18

Dear Ms. Owen:

KCI Technologies, Inc. (KCI) presents our team qualifications for **Chain of Lakes Park – Phase II Design, Engineering and Permitting**. KCI's Florida division of landscape architecture consists of a staff of 15 landscape members, including six registered landscape architects, eight certified arborists, two certified irrigation designers/auditors, three LEED-accredited professionals, one Sites-accredited professional, and seven FNGLA-certified landscape inspectors. KCI Landscape Architecture is one component of a successful KCI nationwide team of more than 50 offices and over 1,700 employee-owners.

Our team of professionals with a proven track record of experience and success includes: Landscape Architecture (KCI Technologies, Tampa, FL & Ft. Lauderdale, FL), Civil Engineering and Architecture (Bentley Architects + Engineers, Longwood, FL), Public Involvement (Quest Corporation of America, Lakeland, FL), Surveying (KCI Technologies, Tampa, FL), Environmental (Universal Engineering Sciences, Orlando, FL), and Construction Oversight (KCI Technologies, Tampa, FL & Fort Lauderdale, FL); Bentley Architects + Engineers, Longwood, FL).

Upon a recent inspection of the existing fields, it allowed us to reminisce of days past. From center field where baseball legends once played, the dugout where teammates cheered on their hits, spectators in the stands teaching the youngest the rules of baseball over the roar of the crowd, or even sitting in the press box knowing that the scores and highlights made the evening paper, you can feel the energy this park once held. Chain of Lakes Park allowed families to spend the day together taking in the cool breeze from Lake Lulu on a warm spring day, while enjoying a favorite pastime of a baseball game. The history of this park is alive and an integral part of the City of Winter Haven. As we plan for the future for Chain of Lakes Park, we will take all aspects of outdoor recreation into consideration for future generations as we work to incorporate the history that the park once held.

Our team's broad range of experience will be extremely beneficial to the successful completion of this project. Focusing on safety, playability, ADA, maintenance and sustainability, KCI has designed active and passive parks, new parks and existing park renovations. With sustainability, low maintenance, and appealing aesthetics at the forefront of our design, we have a record of successful implementation and longevity on projects for our stakeholders.

Todd Mohler, RLA, ISA, IA, will serve as Senior Project Manager and primary point-of-contact for this project. Mr. Mohler has over 28 years of experience in all phases of landscape architecture including plan development, concept generation, cost estimating, site inventory, site and master planning, landscape and irrigation design, project specifications, construction observation, landscape inspection and quality control. He has specific project experience in municipal parks, streetscapes, hospitality, PUDs, and commercial development, and recently completed design and construction on Hillsboro El Rio, a large park project in Boca Raton.

We are committed to working closely with the City to provide complete services from commencement to conclusion, and to assist the City on this project by bringing the guidance and expertise necessary to turn the City's 2017 Park's Master Plan and past Community and Planning efforts for Chain of Lakes Park into fruition.

Sincerely,

Brian Lawson, PE, CCM, LEED AP
Senior Vice President

Cristina Amores
Miami-Dade County
Stephen P Clark Center
111 NW 1st Street, Suite 1300
Miami, FL 33128

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Coral Gables
Florida 33134
Tel 954 525 2499
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Subject:

Design Services for Developing Adaptation Strategies to Respond to
Sea Level Rise (ISD Project No. E16-RER-01)

 **HR&A**
Analyze. Advise. Act. **WSP** **WEST 8** **Nova Consulting** **WAGGONER
& BALL** **saltermitchell** **SFRPC** **Akerman**

Dear Ms. Amores and Members of the Selection Committee:

Widespread media coverage has placed a spotlight on Miami-Dade County (County) as one of the most vulnerable places in the United States, if not in the world, to sea level rise. The wider south Florida region has been identified as one of the most vulnerable to climate risks by the World Economic Forum, with an estimated \$278 billion in financial losses that could be potentially realized due to rising sea levels.

While the challenges faced by the County due to sea levels are multifold, the causes are clear – a higher potential for acute flooding during extreme storm events as well as increasingly frequent chronic flooding during high tides.

Challenges such as these are not new to the County. It is place that exists at the interface of land and sea – balancing the two has required an ability to adapt and change. Recognizing the threats from sea level rise to the County's future economic vitality and quality of life, the Office of Resilience was established to provide leadership necessary to coordinate department-level responses and collaborate regionally with partners working to address these same issues. Most importantly the Office of Resilience was tasked with the development of a unified county-wide approach for adaptation to rising seas that prioritizes the protection of residents, investments in critical infrastructure necessary to sustain a vibrant economy, and environmental stewardship.

Through this Notice to Professional Consultants (NTPC), the County is seeking assistance from a professional architectural/engineering firm with an evaluation of currently available adaptation strategies and the recommendation of those best suited for implementation by the County. The ability to weigh the potential benefits of protection to the community and mitigation of economic impacts against estimated total lifecycle costs and socioeconomic implications of implementing these adaptation strategies will be fundamental to the success of this effort.

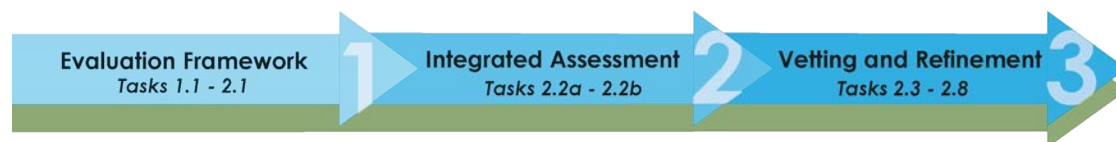
The outcome of this effort will be a final report that will in effect constitute a county-wide plan for adaptation to sea level rise and will likely be one of the most important documents prepared by the County in its history as it will create the vision of the County's future communicated outwards to residents and investors.

Arcadis U.S., Inc. (Arcadis) has assembled a team that is uniquely qualified to assist Miami-Dade County and its local stakeholders to evaluate adaptation strategies, identified sustainable responses to the immediate challenges faced by the County today, while also accounting for and preparing for the gradual, longer-term effects of sea level rise. Our Team includes HR&A Advisors, WSP USA, West8, Nova Consulting, Waggonner & Ball, SalterMitchell, the South Florida Regional Planning Council and Akerman LLP.

Together, we offer you a project approach that is grounded in collaboration – with your key staff and other critical stakeholders – and has been proven through its successful use for other cities facing equally comparable risks and challenges of sea level rise comparable, including New Orleans, New York City and Boston.

Importantly, we recognize that while our approach has been successfully used elsewhere, we acknowledge that this success comes down to a fundamental understanding that it must be tailored each time to fit the specific priorities, needs and uniqueness of each place we work. By including staff that live in Miami-Dade County and selecting partners such as Nova and the SFRPC, we have already started tailoring our project approach to you. We know that Miami-Dade is unique – understanding and recognizing this, we also know how to customize our proven approach for you. That is why our project approach, which uses an integrated evaluation framework and a solid vetting and refinement process, will ensure that the County and your residents can understand the risks, evaluate the vulnerabilities at various scales, and respond appropriately with feasible strategies that are in alignment with your priorities to maximize the mitigation of future flood risk while minimizing the potential for negative socioeconomic implications. Our approach will also lead to identification of recommended adaptation strategies that match current capital plans and fit within future financial capacity.

PROJECT APPROACH



County-Wide Adaptation to Sea Level Rise Plan

To achieve this goal, our Team, on behalf of the County, will convene a Steering Committee, whose members will provide input on the adaptation strategy alternatives developed as part of this project. The Project Team pioneered a unique stakeholder and community engagement process, following the leading edge Rebuild-by-Design and the National Disaster Resilience Competition processes and lessons learned from the actual implementation of flood protection and adaptation measures. Our approach is based upon an intensive, inclusive, well-timed and structured process.

Designs and visualizations play a critical role in synthesizing the multifaceted study requirements simultaneously in ways that not just address climate threats to the community but also recognize urban benefits. Stakeholder engagement will allow for feedback and further refinement. The Project Team will also convene an Adaptation Advisory Group to provide input on the feasibility and practicality of the strategy alternatives developed. This technical resource will ensure that our end product is ready for implementation.

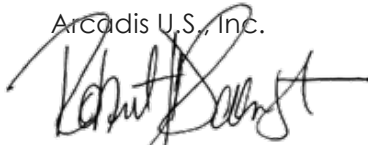
Through our experiences across the country, our Team has unparalleled experience delivering each of the key scope tasks the County is seeking for this study. Our Team's global and national expertise drives our dynamic nature, agility and familiarity working together and across disciplines.

Most importantly our appreciation for the challenges that are unique to Miami-Dade County, and our excitement and desire to work with you, make our team the partner and trusted advisor that the County is seeking. We're ready to jump in!

On behalf of the Arcadis team, we thank you for the opportunity to present our qualifications and appreciate your consideration of our submittal to continue our valued working relationship with you. Our team provides the local and national experience, resources, expertise, and record of performance that will continue to exceed the County's expectations. Our team has a history of quickly agreeing to contract terms with you and has all the necessary technical certifications required. Upon selection, we are prepared to begin work immediately supporting you in the challenges ahead. If you have any questions, please do not hesitate to contact us.

Sincerely,

Arcadis U.S., Inc.



Robert J. Daoust

Associate Vice President / Project Manager

Dear [REDACTED]

SimplexGrinnell's mission is to develop the most cost-effective and comprehensive solution to your life safety systems and service needs. Our team stands ready to provide world-class products, service and support. We offer to work closely with your personnel to ensure that your systems and service needs are met well into the future. Our customers have relied on SimplexGrinnell personnel and technology to protect thousands of lives and millions of dollars worth of property.

Our One-Stop-Shop offering includes total support for a wide range of needs. Our capabilities include service support for annual inspections, testing, and maintenance of all major brands of fire alarm, fire sprinkler, portable fire extinguisher, emergency lighting, access control, CCTV, intrusion detection systems, sound and communications equipment. Our trained technicians have extensive expertise in a wide range of fire safety and security equipment. They use state-of-the-art test equipment to ensure high quality results and are trained to perform related repairs, in addition to inspections and responding to emergency maintenance requirements. Our customers have consistently referred to SimplexGrinnell's life safety services as "Best-Value" for the following reasons:

- Specialized inspection teams trained to identify and correct problems before they occur, thus preventing costly nuisance alarms and unnecessary downtime.
- Experienced technicians ensure that repairs are done right, and in a timely manner.
- Standardized reporting and documentation.
- Customized service plans to meet any customer's needs.
- Central station monitoring dedicated to the critical needs of commercial buildings.

We are submitting this bid subject to our being able to work out a mutually satisfactory definitive agreement as to the parties' obligations under the Specifications. Our submission of the bid is based on the assumption that if we are the successful bidder, then such a mutually satisfactory, definitive agreement between the parties will be entered into. In the event that you are not agreeable to the acceptance of this bid pursuant to the conditions set forth above, or, if we are awarded the bid but are unable to negotiate a mutually satisfactory definitive agreement with you, then our bid will be deemed null and void and the same shall be withdrawn from consideration by you without penalty.

Our wish is to build a long-term relationship, providing you with the certainty that the Life Safety systems in your facilities are functioning at their optimum level.

John Wrycraft,
Operations Manager