



DATE: May 05, 2017

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Alan W. Garcia, P.E., Director, Water and Wastewater Services

FROM: Jonathan K. Allen, Director, Business Operations Division

PROJECT TITLE: Grundfos Brand Pumps, Parts and Repair Services

REQUISITION NO. TBD

SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

Water and Wastewater Services (WWS) requests approval of sole brand procurement of Grundfos Chicago (Grundfos) Brand Pumps, Parts and Repair Services from the sole source provider Tom Evans Environmental Inc. (Tom Evans) in the estimated annual amount of \$470,000.

WWS is requesting an open ended contract for Grundfos brand pumps that includes but are not limited to Chicago, Grundfos, Morris, Paco, Peerless Pump, and Yeomans pumps. Water and Wastewater Services has 48 Grundfos brand pumps in operations throughout the County (see attached list). These pumps are utilized throughout the water and wastewater treatment process for drainage sumps, clarifier processes, ground wells, and master lift stations. These pumps operate 24 hours a day and 365 days a year.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Only Sole Source/ Uniqueness

- Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- Other/or Additional information - the County requires this sole source, sole brand purchase for the following reasons:

WWS is requesting sole source approval because Grundfos is the original equipment manufacturer (OEM) and Tom Evans is the sole manufacturer's municipal representative/distributor for pumps, parts, factory reconditioning and services. Provided for review and reference is an authorization letter from Grundfos stating that Tom Evans is the sole representative and distributor for Grundfos product lines in Florida, except for the counties of Florida west of and including Jackson, Calhoun and Gulf.

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)

- Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- Complies with existing community and safety standards, and/or laws, rules, and regulations.
- Exempted from the Procurement Code - per Section 21.18 of Broward County Administrative Code.
- Other/or additional information - using this sole source, sole brand purchase benefits the County for the following reasons:

WWS is requesting sole brand for Grundfos brand pumps because they are the original equipment manufacturer for Chicago, Grundfos, Morris, Paco, Peerless Pump, and Yeomans pumps. WWS requires direct replacement pumps when making repairs or replacing existing pump systems. A direct replacement is needed because all associated pump frames, piping configurations, footprints, pump motors, fixtures, and inlets/outlets were designed around each of the pump brands and are not interchangeable with other brands under the current piping configurations. It is critical that WWS has spare pumps available in order for the County to maintain pumping capacity in the event that one of these pumps fails. These pumps operate 24 hours/day and 365 days/year. These pumps are utilized throughout the County and must be fully operational at all times to ensure local and state compliance with regulations and to avoid any environmental impacts.

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: \$470,000

Contract length (if applicable): 1 year with 2 1-year renewals

Expenses to date: \$190,690

Has this commodity or service been previously provided to the County? Yes No

If yes, when and by whom? Tom Evans Environmental Inc., The Tools Man

How was item/service procured? Competitive bid/Sole Source

What is the current contract (MA) or purchase order number? WWF0000582, WWF0000776

If this is a sole brand, is there an "authorized" dealers list? Yes No

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

Grundfos is the sole manufacturer for Grundfos, Chicago, Morris, Paco, Peerless Pump, and Yeomans pumps. Grundfos brand pumps are not interchangeable with any other manufacturer brands. To consider any other brand for the sole purpose of being competitive, WWS would be required to re-engineer and retrofit existing system. The amount of time and cost of installing a different brand would far outweigh the cost of replacing with the original equipment, as well as potentially creating another sole source/sole brand situation as this type of equipment is proprietary.

PO WWF0000776 was awarded as a sole source and sole brand procurement after due diligence was performed by way of a Request for Information (RFI). RFI# Y2113767F1 was advertised for ten (10) days starting February 1, 2017. Two responses were received. Both vendors were rejected because they were not authorized sources to provide Grundfos pumps to Broward County.

Please note that MA Y1422006B1, Pumps Various Brands included Grundfos brand pumps. At the time of the solicitation, it was unknown that all municipal orders for Grundfos brand pumps were handled exclusively

through Tom Evans. Since becoming aware, Grundfos pumps have not been purchased using the master agreement.

CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

Gary Hew **GARY HEW** Digitally signed by GARY HEW Date: 2017.05.05 08:11:48 -04'00' May 5, 2017

REQUESTOR/EVALUATOR (PRINT) REQUESTOR/EVALUATOR (SIGN) DATE

JW Jonathan K. Allen *Jonathan K. Allen* 5/5/2017

DEPT/DIV DIRECTOR OR DESIGNEE (PRINT) DEPT/DIV DIRECTOR OR DESIGNEE (SIGN) DATE

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.34 and 21.35. The Purchasing Agent recommends the following:

Sole Source Sole Brand Reasonable Source RFI attached Rejected

Request Authorization to Negotiate

Additional Information:

The purpose of this contract is for the provision of Grundfos brand pumps, parts, and repair services. A Request for Information (RFI) was posted from July 3, 2017 through July 7, 2017 with 3 responses received. Two of the respondents could provide parts only, not repair services. The third respondent could not provide evidence of being a manufacturer authorized repair facility.

Annual estimate is \$470,000

Purchasing Agent Signature: **AMY ALMANZAR** Digitally signed by AMY ALMANZAR DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=AMY ALMANZAR Date: 2017.10.19 16:22:55 -04'00' Date: 10/19/17

CHRISTINE CALHOUN Digitally signed by CHRISTINE CALHOUN DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=ETS, ou=ERP, ou=Users, cn=CHRISTINE CALHOUN Date: 2017.11.06 17:13:04 -05'00' **APPROVAL AUTHORITY**

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: **BRENDA BILLINGSLEY** Digitally signed by BRENDA BILLINGSLEY DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=BRENDA BILLINGSLEY Date: 2017.11.09 11:33:28 -05'00' Date:

Grundfos Brand Pumps

Brands	Qty	Type	Uses
Chicago	1	Centrifugal	Master Lift Stations
Peerless Pumps	5	Centrifugal	Ground Wells
Grundfos	40	Centrifugal	Thickener Process, Drainage Sump, Lift Stations
PACO	4	Centrifugal	Ground Wells
Yeomans	7	Centrifugal	Master Lift Stations
Morris	21	Centrifugal	Master Lift Stations

Total **78**

BE>THINK>INNOVATE



October 26, 2017

To: Mr. John Wilf, Broward County Water and Wastewater Services

From: Gary Reid – District Sales Manager, SE Region
Water Utility – Grundfos North America

Subject: **GRUNDFOS Authorized Representative for State of Florida**

Let it be known by all parties that Tom Evans Environmental is the **sole Representative and Authorized Service Center** for all Grundfos products Municipally and in the category of Water Utility in Florida. For all products and parts under the Grundfos parent brands listed below in the state of Florida not including counties west of and including Jackson, Calhoun and Gulf. All inquiries for sales, parts and service related issues in the Water Utility Market for the following products should be directed to:

Tom Evans Environmental
3200 Flightline Drive Suite 302
Lakeland Fl. 33811
(863)619-3789
(863) 619- 8098 fax

1. Grundfos Pumps – Wastewater and CR Pumps
2. Grundfos Dosing
3. Morris Pumps
4. Chicago Pumps
5. Yeomans Pumps
6. BoosterPAQ
7. PACO Pumps
8. Sewer Chewer
9. Peerless Pumps

Regards,

Gary Reid
District Sales Manager SE
Grundfos Water Utility
205-704-1466
gsreid@grundfos.com

GRUNDFOS CHICAGO
3905 Enterprise Court
Aurora, IL 60598-0620
Phone (630) 236-5500
Fax (630) 236-5511

Solicitation Y2114626F1

Request for Information: Grundfos Brand Pumps, Repair Parts, and Repair Services

Bid Designation: Public



Broward County Board of County Commissioners

Bid Y2114626F1

Request for Information: Grundfos Brand Pumps, Repair Parts, and Repair Services

Bid Number Y2114626F1
Bid Title Request for Information: Grundfos Brand Pumps, Repair Parts, and Repair Services

Bid Start Date Jul 3, 2017 9:44:02 AM EDT
Bid End Date Jul 7, 2017 5:00:00 PM EDT
Question & Answer End Date Jul 6, 2017 5:00:00 PM EDT

Bid Contact Amy Almanzar
Purchasing
aalmanzar@broward.org

Contract Duration **Not Applicable**
Contract Renewal Not Applicable
Prices Good for **Not Applicable**

Bid Comments **This Request for Information (RFI) is intended to ascertain whether the commodity or service specified below is currently available from multiple providers. This is not a request for pricing or a commitment to purchase.**

The following products are thought to be available from only a single source. This RFI will remain posted until the due at the date and time indicated. Vendors should submit response electronically through BidSync. Vendor should upload any supporting information in BidSync to assist in determining if product or service is comparable.

Commodities and Services Required

Grundfos Brand Pumps, Repair Parts, and Repair Services

Quantity or Term

Open-end Contract

Using Agency Requester

Broward County Water and Wastewater Services

Gary Hew

Known Reasonable Source/Brand

Grundfos Brand Pumps, Repair Parts, and Repair Services from sole manufacturer's municipal representative, Tom Evans Environmental, Inc.

Justification for Reasonable Source/Brand Acquisition

Water and Wastewater Services (WWS) currently has 48 Grundfos brand pumps (including Chicago, Morris, Paco, Peerless, Yeomans) in operations throughout the County. These pumps are utilized throughout the water and wastewater treatment process for drainage sumps, clarifier processes, ground wells, and master lift stations.

WWS is in need of a contract for replacement pumps, repair parts, and repair services for Grundfos brand pumps. It is believed that these pumps are not interchangeable with other brands because all associated pump frames, piping configurations, footprints, pump motors, fixtures, and inlets/outlets were designed around each of the pump brands.

It is also believed that Grundfos brand pumps, repair parts, and repair services are only available from the sole manufacturer's municipal representative, Tom Evans Environmental, Inc.

If you can bid on this product or equal, respond to this Request for Information through BidSync. Broward County will be the sole determinate of what is comparable.

Prospective Vendors are requested to provide information regarding their ability to supply the commodities or contractual services described. All Vendor responses will be evaluated by the Using Agency which will be the sole determinate power in establishing the approved equal status of the commodity or service offered by the vendor. If it is determined in writing by the agency, after reviewing any information received from prospective Vendors, that the commodities or contractual services are available only from a sole source, a Request for Quotation will be issued to the sole source Vendor for processing and approval by the appropriate award authority.

Provide product literature for any product to assist in determining if product is comparable.

Item Response Form

Item **Y2114626F1--01-01 - Grundfos Brand Pumps, Repair Parts, Repair Services**

Quantity **1 each**

Prices are not requested for this item.

Delivery Location **Broward County Board of County Commissioners**

No Location Specified

Qty 1

Description

Grundfos Brand Pumps, Repair Parts, Repair Services

Question and Answers for Bid #Y2114626F1 - Request for Information: Grundfos Brand Pumps, Repair Parts, and Repair Services

Overall Bid Questions

There are no questions associated with this bid.

**Bid Tabulation Packet
for
Solicitation Y2114626F1**

**Request for Information: Grundfos Brand Pumps,
Repair Parts, and Repair Services**

Bid Designation: Public





Broward County Board of County Commissioners


Bid #Y2114626F1 - Request for Information: Grundfos Brand Pumps, Repair Parts, and Repair Services

Creation Date **Jun 26, 2017** End Date **Jul 7, 2017 5:00:00 PM EDT**
Start Date **Jul 3, 2017 9:44:02 AM EDT** Awarded Date **Not Yet Awarded**

Y2114626F1--01-01 Grundfos Brand Pumps, Repair Parts, Repair Services					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
DoneRite Pumps Inc.	First Offer -	1 / each			
Product Code: Agency Notes:		Supplier Product Code: Supplier Notes: WE ARE A FULL SERVICE REPAIR FACILITY FOR PUMPS, GEARS,ELECTRIC MOTORS AND GENERATORS. WE HAVE THE ABILITY TO REPAIR ALL TYPES OF PUMPS AND WE WORK CLOSELY WITH LOCAL DISTRIBUTORS TO OBTAIN OEM SPARE PARTS.			
The Tools Man, Inc.	First Offer -	1 / each			
Product Code: Agency Notes:		Supplier Product Code: Grundfos Brand Pumps and Repair Parts Supplier Notes: Our firm can offer Grundfos Pumps and Repair parts. Repair services can be offered through a third party as services are not within our scope.			
Airport And Commercial Equipment Suppliers, Inc. [Ad]	First Offer -	1 / each			
Product Code: Agency Notes:		Supplier Product Code: Supplier Notes:			

Supplier Totals

f	The Tools Man, Inc.				\$0.00
Bid Contact	Trina Gonzalez customercare@thetoolsman.com Ph 954-581-2546 Fax 954-495-9376	Address	5500 SW 48th ST Suite B Davie, FL 33314		
Supplier Code	VC0000110443				
Qualifications	CBE DBE MBE SB SBE SBE/CBE APPLICATION				
Agency Notes:		Supplier Notes:		Head Attch:	
f	Airport And Commercial Equipment Suppliers, Inc. [Ad]				\$0.00
Bid Contact	Fadi Soubra fadisoubra@myacc.net Ph 954-755-9330	Address	3700 NW 124th Ave ste 132 dba A.C.E.S., Inc. Coral Springs, FL 33065		
Qualifications	CBE DBE SB SBE SBE/CBE APPLICATION				
Bid Notes	Yes we can supply Grundfos Brand pumps and replacement parts, we have been supplying Water & Wastewater (WWS) for the past 15 years				
Agency Notes:		Supplier Notes:	Yes we can supply Grundfos Brand pumps and replacement parts, we have been supplying Water & Wastewater (WWS) for the past 15 years	Head Attch:	
f	DoneRite Pumps Inc.				\$0.00

Bid Contact	luis navarro doneritepumps@gmail.com Ph 305-953-3380 Fax 305-953-4452	Address	4240 NW 133 STREET, STE. D & E 4240 Nw 133 Street, Ste. D&E Opa-Locka, FL 33054
Supplier Code	VS0000007132		
Qualifications	SB		
Bid Notes	WE ARE A FULL SERVICE REPAIR FACILITY FOR PUMPS, GEARS,ELECTRIC MOTORS AND GENERATORS. WE HAVE THE ABILITY TO REPAIR ALL TYPES OF PUMPS AND WE WORK CLOSELY WITH LOCAL DISTRIBUTORS TO OBTAIN OEM SPARE PARTS.		
Agency Notes:	Supplier Notes: WE ARE A FULL SERVICE REPAIR FACILITY FOR PUMPS, GEARS,ELECTRIC MOTORS AND GENERATORS. WE HAVE THE ABILITY TO REPAIR ALL TYPES OF PUMPS AND WE WORK CLOSELY WITH LOCAL DISTRIBUTORS TO OBTAIN OEM SPARE PARTS.	Head Attch: 	

**

From: [Almanzar, Amy](#)
To: ["doneritepumps@gmail.com"](mailto:doneritepumps@gmail.com)
Subject: RE: Broward County: Grundfos Brand Pumps, Repair Parts, and Repair Services
Date: Monday, October 16, 2017 10:33:07 AM

Good Morning,

Following up on this request. Please provide by 10/18/17, 5 PM.

No response received
from the vendor.

Thanks,



Amy Almanzar, CPPB

Purchasing Agent

Broward County Purchasing Division

Phone: (954) 357-5943

<http://www.broward.org/purchasing/>

Customer Care is my priority. How am I doing? Please contact my manager, Christine Calhoun, at ccalhoun@broward.org with feedback.

From: Almanzar, Amy

Sent: Wednesday, October 11, 2017 1:37 PM

To: 'doneritepumps@gmail.com' <doneritepumps@gmail.com>

Subject: Broward County: Grundfos Brand Pumps, Repair Parts, and Repair Services

Good Afternoon,

Thank you for your response to RFI Y2114626F1, Grundfos Brand Pumps, Repair Parts, and Repair Services.

Can you provide a letter from the manufacturer confirming your firm is authorized to provide repair services for Grundfos Brand pumps?



Amy Almanzar, CPPB

Purchasing Agent

Broward County Purchasing Division

Phone: (954) 357-5943

<http://www.broward.org/purchasing/>