



City Council Report

Date: May 20, 2019
To: City Council
Through: Michael Kennington, Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Three-Year Term Contract with Two Years of Renewal Options for
Endress+Hauser Analytical Equipment and Supplies for the Water Resources
Department **(Single Response) (Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing the Water Resources Department and Purchasing evaluated the response. The evaluation committee recommends awarding the contract to the single and responsive proposal from Endress+Hauser, Inc., at \$100,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

Background / Discussion

The City currently owns and operates Endress+Hauser industrial automation equipment at the City's water and wastewater plants. The industrial automation equipment works together using digital communication technology, Memosens, which is proprietary technology developed and exclusively owned by Endress+Hauser. No other manufacturer's products can be used without replacing the entire operating system.

Realizing this is a limited source area, a Request for Proposal (RFP) was issued to establish a contract with favorable terms and conditions to the City.

Endress+Hauser, Inc. was the only response received, as Endress+Hauser sells direct to the City of Mesa in care of Instrumentation and Controls. Instrumentation and Controls is the only authorized service provider for Arizona. Since only one response was received the City was not able to perform a comparative analysis. After reviewing the offeror's response, Endress+Hauser was found to be responsive to the requirements of the RFP 2019083.

Water Resources has been doing business with Endress+Hauser for more than eight years. Water Resources is satisfied with the vendor's performance, customers service, technical support, invoicing, equipment and parts provided by Endress+Hauser.

Water Resources has confirmed that the pricing offered by Endress+Hauser is fair and reasonable. By awarding this contract to Endress+Hauser the City's pricing will be firm for at least three years.

Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2019083

Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years, renewals subject to Administrative review and approval

Funding Source: Water Resources Department operating budget (Water and Wastewater Operations and Maintenance) and Greenfield Water Reclamation Plant Joint Venture Fund (with Town of Gilbert and Town of Queen Creek)

Single Response

Endress+Hauser, Inc. - Greenwood, IN