



# City Council Report

**Date:** July 8, 2024  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Three-Year Term Contract with Eight Years of Renewal Options for the Purchase and Maintenance of Two (2) Ion Chromatographs (One Replacement and One Addition) for the Water Resources Department  
(Citywide)

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Water Resources Department and Procurement Services evaluated responses. The evaluation committee recommends awarding the contract to the highest-scored proposal from Brinkmann Instruments, Inc. dba Metrohm USA, Inc., Year 1 at \$203,000, and Years 2 through 11 at \$43,000 annually, based on estimated requirements.

## Background / Discussion

This contract will provide for the purchase of two (2) ion chromatograph (IC) units including the equipment, software, installation, training, and annual maintenance and support for the Water Resources Compliance Laboratory.

Water Resources is required to analyze microbial, inorganic, and organic compliance samples for the City's water and wastewater programs. Testing is crucial as drinking water must meet water quality standards under the Safe Drinking Water Act. Wastewater must be tested to determine if it meets permits for discharge. Third-party laboratory service providers can perform these tests but tend to be more expensive and take longer to produce and return results. Prompt results are critical to operational decisions and compliance.

The Laboratory is replacing one (1) ion chromatograph that has reached the end of its service life and is no longer supported by the vendor. The second IC unit is being purchased to meet increased testing demands as the City has experienced significant system growth, since the original purchase of the first IC unit more than 20 years ago.

This is an eleven (11)-year contract. Year 1 is for the purchase and warranty, and years 2 through 11 are for equipment and operating system support and maintenance. The longer term allows for the best possible pricing; pricing will be locked in for years 2 through 11.

City staff issued a Request for Proposal (RFP) to all registered and known service providers for two (2) ion chromatographs. Two (2) proposals were received. Both vendors met the minimum requirements and were moved forward in the evaluation process. All proposals were evaluated in accordance with the City's established policies and procedures. The evaluation committee evaluated the responses based on the evaluation criteria as stated in the solicitation. Metrohm USA, Inc. is the highest-scoring, responsive, and responsible proposal and is being recommended for award.

## Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2024149

Local Consideration: Policy did not apply to this procurement method

Initial Contract Term: Three (3) years

Possible Renewals: Four (4), two (2)-year renewals, up to a maximum of eight (8) years subject to Administrative review and approval

Funding Source: Enterprise Water and Wastewater Funds and Greenfield Joint Venture Operations and Maintenance Funds

## Bid or Proposal Responses

Brinkmann Instruments, Inc. dba Metrohm USA, Inc. - Riverview, FL

Thermo Electron North America LLC - West Palm Beach, FL

## Proposal Scoring Results

Criteria – Points Possible	Metrohm USA (Recommended)	Thermo Electron North America
Proposer's Qualifications and Experience – 100	71.67	42.22
Proposer's System and Documentation – 200	140.28	96.53
Conformance to RFP/ Acceptance of City's Terms and Conditions – 50	50.00	0.00
Proposer's Pricing – 150	136.78	150.00
Total – 500	<u>398.73</u>	288.75