

From: Robert Anderson <Robert.A@sentrimax.com>

Sent: Tuesday, September 21, 2021 2:40 PM

To: Mayor <mayor@mesaaz.gov>; District 1 <District1@mesaaz.gov>; District 2 <District2@mesaaz.gov>; District 3 <District3@mesaaz.gov>; District 4 <District4@mesaaz.gov>; District 5 <District5@mesaaz.gov>; District 6 <District6@mesaaz.gov>

Cc: Melissa Randazzo <melissa.randazzo@mesaaz.gov>; Katie Brown <katie.brown@mesaaz.gov>; Melissa Hollenbeck <melissa.hollenbeck@mesaaz.gov>; Lucy Hambright <Lucy.Hambright@mesaaz.gov>; Jessica Potter <jessica.potter@mesaaz.gov>; Antonia Mejia <antonia.mejia@mesaaz.gov>; Alicia White <alicia.white@mesaaz.gov>

Subject: GEA Centrifuge Maintenance Contract

Hello,

I am writing you today to express our interest in GEA Westfalia Centrifuge parts and service (PROPOSAL #2021240). Normally I would rely on our pricing and our references to win the bid, but in this case GEA has crafted an exclusion into the bid. Some how they convinced the person writing the bid that they should include a requirement that all perspective bidders must be authorized GEA repair facilities. Unfortunately the only place that is a certified GEA repair facility is GEA. In my opinion that is not fair and furthermore you are not getting the most out of your hard earned tax dollars. We will perform the required work, faster, better and most likely be less expensive. We have worked on multiple GEA Westfalia centrifuges over the years, our technicians have a solid understanding of them and we can hit the ground running on day one. We are ISO 9001 rated, we have over 20 years of experience and have three locations to serve you.

I believe we can save your city thousands of dollars in centrifuge repair bills, provide excellent service and cut your lead times in half.

Thanks and I appreciate your time,

Robert Anderson, Business Development Manager
108 Sentry Drive, Mansfield, Texas 76063
Mobile: 949-606-2147
robert.a@sentrimax.com



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BUSINESS SERVICES

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Mesa, Arizona 85211-1466

October 4, 2021

Robert Anderson, Business Development Manager
Sentrimax Centrifuges
108 Sentry Drive
Mansfield, Texas 76063

Responded via email to Robert.A@sentrimax.com

RE: Protest Response – RFP #2021240 GEA Westphalia Centrifuge Pars and Service

Mr. Anderson:

This letter is in response to your email to the Mesa City Council dated September 21, 2021. Though not specifically stated as such, I am treating your email as a protest of the City's RFP specification.

You are protesting the City's requirement in the RFP (Scope of Work #4) that the respondent must be a "Manufacture or Manufacture's Authorized Dealer/Distributor/Rep for GEA Mechanical Equipment US, Inc. equipment, parts and services".

In Sentrimax's response (Attachment C – Questionnaire, Firms Qualifications and Experience), you responded "No" to the question "Is your firm the manufacturer or an authorized dealer/distributor/representative of GEA Mechanical Equipment US, Inc. equipment parts and services contained in this RFP?". Additionally, you explained that "We are currently working with GEA to become an authorized vendor". This section of the questionnaire states that this requirement has "been identified as mandatory minimums for this procurement. A "No" response to any of the following questions (1 through 2) may be deemed non-responsive and the firm will be removed from the evaluation process".

The appropriate method and time to ask the City to consider this change would have been to contact the Procurement Officer listed on page 1 of the solicitation before the due date and time.

Section 31 of the RFP instructions states, "If a Respondent...believes there is a mistake, impropriety, or defect in the Solicitation...the respondent may submit a written protest. All protests and appeals are governed by the City Procurement Rules ("Procurement Rules)". The Procurement Rules add that this protest must be received "no later than four (4) Days before the Solicitation Opening" which occurred on August 19, 2021. The email protest was received on September 21, 2021.

Sentrimax Protest Response

September 29, 2021

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The Water Resource Department has verified the specification.

Therefore, I am denying your protest. Pursuant to the Procurement Rules Section 6.4, you may appeal this decision within seven (7) days to me as Chief Procurement Officer which will be referred to the City Manager's designee for review and decision.

Finally, I would like to point out the Lobbying Prohibition (Section 10 of the RFP Instructions). This requirement prohibits communication for the purpose of influencing the award. Questions and concerns regarding the RFP should be directed to the contacts identified in the solicitation and not to the City Council. This section does not prohibit public comment at a City Council meeting.

The City of Mesa Procurement Rules are available at <http://www.mesaaz.gov/business/purchasing> under Policy Documents.

Please address all correspondence to me at:

Chief Procurement Officer
City of Mesa
20 E. Main Street, Suite 450
Mesa, AZ 85201
ed.quedens@mesaaz.gov

Sincerely,

Edward Quedens
Business Services Director
Chief Procurement Officer