

RESOLUTION NO. 2021- 295

A RESOLUTION AWARDED A CONTRACT TO PURE TECHNOLOGIES US INC. d/b/a WACHS WATER SERVICES, COLUMBIA, MD FOR THE WATER UTILITY 2021 VALVE EXERCISING PROGRAM.

WHEREAS, the City of Vineland has heretofore advertised for proposals for the Water Utility 2021 Valve Exercising Program, pursuant to the Water Quality Accountability Act (WQAA) requirements; and

WHEREAS, the Request was published on the City's official website and in the City's official newspaper; and

WHEREAS, one proposal was received and reviewed by a Water Utility Evaluation Team; and

WHEREAS, the Director of Municipal Utilities has recommended that a contract for the required services be awarded to Pure Technologies US Inc. d/b/a Wachs Water Services, Columbia, MD based upon the proposal received, pursuant to a fair and open process; and

WHEREAS, this contract is awarded in an amount not to exceed \$36,800.67 for specified services, for a contract period from date of award to December 31, 2021; and

WHEREAS, the availability of funds for said Contract to be awarded herein have been certified by the Chief Financial Officer; and

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Vineland that said contract to provide for the 2021 Valve Exercising Program, be awarded to Pure Technologies US Inc. d/b/a Wachs Water Services, Columbia, MD, based upon the proposal received, pursuant to a fair and open process, in the amount not to exceed \$36,800.67 for a contract period from date of award to December 31, 2021.

Adopted:

President of Council

ATTEST:

City Clerk

**REQUEST FOR RESOLUTION FOR CONTRACT AWARDS
UNDER 40A:11-5 EXCEPTIONS
(PROFESSIONAL SERVICES, EUS, SOFTWARE MAINTENANCE, ETC)**

RECEIVED
JUN 08 2021
CITY OF VINELAND
BUSINESS ADMIN.

June 7, 2021
(DATE)

1. Service (detailed description): 2021 Valve Exercising Program for Water Utility

2. Amount to be Awarded: \$ \$36,800.67

- Encumber Total Award
 Encumber by Supplemental Release

3. Amount Budgeted: \$ _____

4. Budgeted: By Ordinance No. _____
Or Grant: Title & Year _____

5. **Account Number to be Charged: 1-07-55-502-8006-53102

6. Contract Period: June 22, 2021 to December 30 2021

7. Date To Be Awarded: June 22, 2021

8. Recommended Vendor and Address: Pure Technologies US Inc.,
Xylem Inc, DBA Wachs, 8920 State Rd. Suite
D, Columbia, MD 21045

(MAM) 6/8/21

9. Justification for Vendor Recommendation:(attach additional information for Council review)

Only one proposal recieved from RFP

- Non-Fair & Open (Pay-to-Play documents required)
 Fair & Open: How was RFP advertised? Public Bid

10. Evaluation Performed by: S Lillie

11. Approved by: *Jahn Lillie 5-7-21*

12. Attachments:

- Awarding Proposal
 Other: _____

- Send copies to:
Purchasing Division
Business Administration *(initials)*

** If more than one account #, provide break down

PURCHASING AGENT REVIEW
COV RFP # 2021-17

Proposals were received and opened Thursday, June 3, 2021 at 1:00 PM for 2021 Valve Exercising Program from the following:

Pure Technologies US Inc., d/b/a Wachs Water Services: \$36,800.67

Comments: Submitted all the mandatory documents.

Recommendation: Award should be to Pure Technologies as they provided the lone Proposal and they are the incumbent provider of these service. If the using department agrees after their review of the proposal an award recommendation should be submitted for the next Council Meeting.

Miguel A. Mercado, QPA
Purchasing Agent

June 1, 2021

City of Vineland
Miguel A. Mercado, QPA
640 Wood Street
Vineland, New Jersey 08360

RE: COV RFP # 2021-17, 2021 Valve Exercising Program for Vineland Water Utility

Wachs Water Services is pleased to submit our bid to the City of Vineland for the above valve inspection program. We are uniquely qualified to perform this work by virtue of experience; we have performed more of this work than all of the other firms responding to this solicitation combined. We have over a million valve records in our database – a claim which can be made by no other firm. This is one of many differences between the others who may respond and us. We are unique as a vendor of these services. We license our people as water operators. Our competitors do not. We design and manufacture internal and external valve components – like for example stems and gears. Our competitors do not. We to that end perform internal and external valve repairs whereas our competitors would only make external repairs when parts are available. By selecting Wachs Water Services the City acquires valuable capabilities and with that the flexibility to repair when replacement would otherwise be the only course.

We realize that the objective of this program is to fully comply with the Water Quality and Accountability Act. It is a certainty, however, that in so doing the City does not want to take on additional and unnecessary costs in the process of complying with the act. Unnecessary costs would include those incurred by the utility when paying contractors to ineffectively search for valves that are simply paved over, it would include paying contractors to create GPS points who do not genuinely understand how to control the quality of those points. There are many examples of unnecessary costs that utilities can incur during one of these programs. Equally worrisome, is that during these programs, utilities also take on additional costs as an unintended outcome. This would include additional costs associated with valve failures during operation. Assuming the contractor notifies the utility this would lower the overall percentage of usable valves while increasing the backlog of valve replacements and or repairs.

When this program is complete, the majority of valves will be usable. The actual number of usable valves at the end of the project is crucial to understanding the true cost of the program. Usability (the percentage of usable valves) at the conclusion of the program will vary by vendor because some of them will experience more failures during operation than others, some vendors will not have the right tools to make valves work and others will operate negligently. Some vendors will struggle reading maps or using geographic information and as a result will not find all of the valves they should have ultimately lowering usability. The true cost of this program can be stated mathematically:

$$\text{TRUE COST} = \text{COST OF VALVE FAILURES DURING OPERATION} + (\text{INSPECTION COST}) / \text{USABILITY}$$

In this context, when the number of valves that fail during operation increases so does the true cost. When the inspection cost increases so does the true cost. However, usability is inversely proportional to the true cost. That is to say, increases in usability tend to *lower* the true cost substantially. The problem utilities have is knowing who will ultimately provide the lowest true cost. One measure is experience.

Experience is important to the City of Vineland because without it controlling the program will be difficult and potentially expensive. As a counterweight to this fact, high levels of experience virtually guarantees a successful

outcome. Wachs Water Services has touched over one and a half million assets across the United States which means we know things that matter to the City of Vineland about valves. This is important to the City because it means that we know things the other vendors don't. Like for example, we know based on torque, valve size, and configuration what the probability of failure during operation is per foot pound of increase. This means that when we are done operating, more valves will be operational, it means that fewer will require replacement, it means that fewer will fail during operation. We have the lowest failure rate in the industry and we have the highest success rate in the industry – our failure rate is less than 1:7000 nationally and for valves we have been to in the past four years it is less than 1 in 60,000. This is a remarkably low failure rate – it is the lowest documented in the industry worldwide. No other firm responding to this solicitation will make that claim.

We are genuinely interested in performing this work at the lowest true cost. We have taken every precaution and carried out all of the diligence necessary to accomplish this while protect yours and our collective interests in safety and quality of service.

As a brand within Xylem, we are uniquely capable in every facet of this work with subject matter expertise that reaches far beyond valves and into virtually every operational corner of the water utility. We are conveniently located to the project area with offices in Branchburg NJ and Edison NJ, Bridgeport NJ and Wilmington DE. Furthermore, we are staffed and equipped more suitably for this work than any company that could respond to your solicitation. Wachs Water Services is a Xylem company; part of a 17,000 employee \$4.7 Billion operation. All of the resources of Xylem are available to us and to the City of Vineland.

Very truly yours,
WACHS WATER SERVICES



Dave Lewis, Sr. Accounts Manager
Cell: 972.795.2572
Dave.lewis@xylem.com

PROPOSAL DOCUMENT

COV RFP # 2021-17

The undersigned declares that he/she has read the Notice, Instructions, Affidavits and Scope of Services attached, that he/she has determined the conditions affecting the proposal and agrees, if this proposal is accepted, to provide the materials and services described and proposed herein for the following:

Name of Service: **2021 VALVE EXERCISING PROGRAM**

<u>Description</u>	<u>Quantity</u>	<u>Unit Price</u>	<u>Total</u>
Valve Exercising and GPS Capture	433 each	\$ <u>84.99</u>	\$ <u>36,800.67</u>

TOTAL AMOUNT: \$ 36,800.67

Have you included with your proposal submission of all of the **MANDATORY ITEMS** and "Submittals with Bid" listed on Page 6 of 6 ? Yes No . If no, your proposal shall be rejected as non-responsive.

Do you have any exceptions to the specifications? Yes No . If yes, bidders shall list and describe all exceptions on the RFP Exceptions Form.