



**Procurement Form (FOR)**

**Effective Date:**  
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2

**Document Title:**  
Procurement Board Report-RFP

**Document Owner/Department:**  
Procurement Team

**Date: June 14, 2023**  
**To: Suzanne R. Coffey, P.E., Chief Executive Officer**  
**From: Daniel Edwards, Procurement Manager**  
**Re: Procurement Report**

**General Information**

Contract Number:	2203437-1 and 2203437-2	Project Owner:	David McCord
CIP#:	O&M		
Contract Title:	Services for all WRRF and CSO Facility Pumps		
Vendor:	Detroit Pump & Manufacturing Co. Kennedy Industries		
Budget:	Operations and Maintenance		

**Procurement Method**

Competitively bid – Request for Proposal (RFP) Qualification Based Selection (QBS) – Evaluation Committee			
Advertised:	3/27/23	Addendums released:	0
Buyer:	Dana Thurman	Downloaded by:	61
Response due date:	5/3/23	Responses received:	3

**Cost Summary – Detroit Pump & Mfg. Co. and Kennedy Industries**

<b>Task 1- Services</b>	<b>2203437-1 Detroit Pump &amp; Mfg. Co. Proposed Hourly Rate (all years)</b>	<b>2203437-2 Kennedy Industries Proposed Hourly Rate (all years)</b>
Onsite Technician (Troubleshooting) Straight-Time	\$ 120.00	\$ 154.00
Onsite Technician (Troubleshooting) Overtime	\$ 180.00	\$ 231.00
Onsite Technician (Troubleshooting) Premium Time	\$ 270.00	\$ 308.00



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<b>Task 2 – Other Services</b>	<b>2203437-1 Detroit Pump &amp; Mfg. Co. Negotiated Cost (all years)</b>	<b>2203437-2 Kennedy Industries Negotiated Cost (all years)</b>
Transportation of Pump and Inspection (10 HP – 100 HP)	\$ 1,450.00	\$ 2,500.00
Transportation of Pump and Inspection (100 HP – 350 HP)	\$ 2,650.00	\$ 7,500.00
Complete Overhaul Flygt (CD-3602), 16,000 gpm, 170 HP	\$ 32,000.00	\$ 35,000.00
Complete Overhaul Flygt (CD-3312-630), 5,000 gpm, 325 HP	\$ 57,000.00	\$ 30,000.00
Complete Overhaul Pulsafeeder Diaphragm NaOI	\$ 15,000.00	No Bid
Complete Overhaul Milton Roy NaOCI Pump	\$ 24,000.00	No Bid

Benchmarking was completed by comparing the proposals for this project. This analysis confirmed that rates are in competitive range. The rate comparisons and allowances (if any) are illustrated in the attached cost tabulation.

**Evaluation Committee: (Designation – Organization)**

A – Manager – GLWA CSO

B – Manager - GLWA Operations

C – Maintenance Manager - GLWA

**Evaluation Score(s)** - Maximum Score Possible: 100

*The Evaluation Committee independently reviewed and scored the proposals in accordance with GLWA's policy. The rankings are below.*

Vendor (Highest to lowest score)	Score without B.I.D.	Score with B.I.D.
<b>Detroit Pump &amp; Mfg Co.*</b>	<b>83.33</b>	<b>85.33</b>
<b>Kennedy Industries</b>	<b>67.87</b>	<b>69.87</b>
<b>Kerr Pump &amp; Supply</b>	<b>55.09</b>	<b>58.09</b>



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Vendor Name	B.I.D. Plan (Pass/Fail)	Score w/o B.I.D.	State of Michigan (1 pt.)	GLWA Territory Area (1 pt.)	Economically Disadvantaged Territory (1 pt.)	Score w/B.I.D.	Certifications
Detroit Pump & Mfg. Co	Pass	83.33	1	1	0	85.33	Yes
Kennedy Industries	Pass	67.87	1	1	0	69.87	Yes
Kerr Pump & Supply	Fail	55.09	1	1	1	58.09	No

\* For this particular RFP, cost/rate was scored. Neither Kennedy Industries nor Kerr Pump & Supply provided costs for all items requested. Thus, both companies received zero (0) of the fifteen (15) points available for costing. Detroit Pump & Mfg. Company provided all necessary information to be scored, therefore receiving the 15 points available for costing.

**Business Inclusion and Diversity (B.I.D.)**

- B.I.D. program required  B.I.D. program not required
- The recommended vendor for award submitted a B.I.D. plan per the requirements under this solicitation.
- The recommended vendor for award did not submit a B.I.D. plan per the requirements under this solicitation.
- The vendor received points for the following scored criteria:
- Business presence in State of Michigan
- Business presence in GLWA service territory area (Detroit Pump & Mfg.: Macomb; Kennedy Industries: Oakland)
- Business presence in economically disadvantaged GLWA service territory area (list the territory)

**Other Data Requested by GLWA Board Members for Recommended Vendor**

Minority Business Enterprise (MBE): No  
 Small Business Enterprise (SBE): No  
 Woman Business Enterprise (WBE): No



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Disadvantaged Business Enterprise (DBE): No  
Detroit Based Business (DBB): No  
Other:

Sub-Contractor(s) List – Detroit Pump & Mfg. Company:  
York Electric Motors, Inc dba York Repair

Sub-Contractor(s) List – Kennedy Industries, Inc:  
Not Applicable

Vendor Response Survey: Not Applicable

**Litigation**

This vendor is not currently nor has been previously involved in any litigation with the GLWA.

**Financials**

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and was determined that the selected vendor has the financial capacity to perform the tasks under this contract. This information is available for the Board of Directors to review upon request.

**Previous Contract**

Previous contract holder: Detroit Pump & Mfg. Co and Kennedy Industries

<b>2203437 – Previous Contract Summary</b>		
<b>Contract No.</b>	1067 (P.O. 6102)	1067.1 (P.O. 6103)
<b>Contract Dates</b>	6/15/17 – 7/31/23	6/15/17 – 7/31/23
<b>Vendor:</b>	Detroit Pump & Mfg. Co	Kennedy Industries
<b>Total</b>	\$1,100,000.00	\$1,100,000.00