



Procurement Form (FOR)

Effective Date:
5/1/2019

Document #:
FSA_PRO_FOR_0039

Revision Date:
N/A

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0

Document Title:
Procurement Board Report – Specialized Procurement

Document Owner/Department:
Procurement Team

Date: June 29, 2021
To: Sue McCormick, Chief Executive Officer
From: Daniel Edwards, Procurement Manager
Re: Procurement Report

General Information

Contract Number:	2102187	Project Owner:	Majid Khan
Contract Title:	Oxygen and Nitrogen Supply and Service Agreement		
Vendor:	Linde Inc.		
Budget:	Operations and Maintenance		

Procurement Method

“Specialized Procurement”

This specialized procurement is based on Linde Inc. being the sole source provider of Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance.

Advertised:	N/A	Addendums released:	N/A
Buyer:	Joan Salwasser	Downloaded by:	N/A
Response due date:	N/A	Responses received:	N/A

Cost Summary - Vendor Name

Description	Proposed Cost	Negotiated Cost
Year 1 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	\$3,600,000.00	\$3,600,000.00
Year 2 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00
Year 3 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00
Year 4 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00
Year 5 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00



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Year 6 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00
Year 7 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00
Year 8 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00
Year 9 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00
Year 10 - Gaseous Oxygen Supply, Liquid Nitrogen Supply, Liquid Oxygen Supply, Oxygen Supply System Maintenance	3,600,000.00	3,600,000.00
Totals	\$36,000,000.00	\$36,000,000.00

Provisionary Allowance is an amount included in the Contract Price to reimburse the Contractor for the cost to furnish and perform Work that is uncertain. Any remaining balance upon Final Completion shall be retained by the GLWA and not paid to the Contractor.

Linde Inc., (formerly known as Praxair) is the sole manufacturer and supplier of specialized gases such as Oxygen and Nitrogen to the major utilities (Downriver Utility Wastewater Authority-DUWA) and other major industries in North America. GLWA/DWSD has worked with Linde for the last 20+ years, from this experience and comparing the rates with the DUWA, the proposed pricing of this contract is within the competitive range.

Evaluation Committee: (Designation – Organization)

A – N/A

B – N/A

C – N/A

D – N/A

E – N/A

Evaluation Score(s) - Maximum Score Possible: Click or tap enter max points

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



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Vendor (Highest to lowest score)	Score without B.I.D.	Score with B.I.D.
N/A	N/A	N/A
N/A	N/A	N/A
N/A	N/A	N/A

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 (list the territory)
 - Business presence in economically disadvantaged GLWA service territory area (list the territory)

Other Data Requested by GLWA Board Members

Minority Business Enterprise (MBE): No
Small Business Enterprise (SBE): No
Woman Business Enterprise (WBE): No
Disadvantaged Business Enterprise (DBE): No
Detroit Based Business (DBB): No
Other:

Sub-Contractor(s) List: N/A

Vendor Response Survey: N/A

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.



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Previous Contract

Previous contract holder: Praxair (Linde Inc.)

The previous contract, 2920576 (Pipeline Oxygen), 2882311 (Nitrogen), 1603161 (Lease Operation & Maintenance), 1702740 (Liquid Oxygen), was for the period of 2004 through 2020. The average spend over the last five years was \$3,500,359.00 per year.