



Procurement Form (FOR)

Effective Date:
5/1/2019

Document #:
FSA_PRO_FOR_0039

Revision Date:
N/A

Revision#:
0

Document Title:
Procurement Board Report-Specialized Procurement

Document Owner/Department:
Procurement Team

Date: November 18, 2021
To: Suzanne R. Coffey, P.E. Interim Chief Executive Officer
From: Daniel Edwards, Procurement Manager
Re: Procurement Report

General Information			
Contract Number:	2102026	Project Owner:	Madison Merzlyakov
Contract Title:	Aura Smart Water Technology Platform		
Vendor:	Aquasight, Inc.		
Budget:	Operations and Maintenance		

Procurement Method

Specialized procurement: This specialized procurement is based on previous contract 1900949 which was utilized for the “Member Partner Opt-In Program”. The “Member Partner Opt-In Program” was utilized to provide one-time set-up for member partners who opted into the Aura 5.0 program along with annual system management. The Aura 5.0 system was presented to GLWA and was decided to be a useful tool for our member partners. It was determined that GLWA would expand the use of Aquasight, LLC’s systems to upgrade to AURA 6.0 and also onboard to the Regional Aura software. GLWA was successful in negotiating a lower cost for the increase of use and in addition of software systems with Aquasight, LLC. GLWA has been able to achieve pricing that is favorable for the use of services going forward by adopting a tier system of pricing that is based upon the amount of users of the Aura 6.0 software. GLWA was also able to negotiate a lower cost of annual maintenance for the Regional Aura software for year’s 1 & 2 of the Contract:

Cost Summary – Aquasight, LLC.		
Description	Proposed Cost	Negotiated Cost
Aura 6.0 Software Year 1	\$393,815.00	\$312,500.00
Aura 6.0 Software Year 2	393,815.00	312,500.00
Aura 6.0 Software Year 3	393,815.00	312,500.00
Aura 6.0 Software Year 4	393,815.00	312,500.00
Aura 6.0 Software Year 5	393,815.00	312,500.00
Regional Aura Software One Time On-Boarding Fee	175,000.00	175,000.00
Regional Aura Software Maintenance Year 1	35,000.00	25,000.00
Regional Aura Software Maintenance Year 2	35,000.00	25,000.00
Regional Aura Software Maintenance Year 3	35,000.00	35,000.00
Regional Aura Software Maintenance Year 4	35,000.00	35,000.00
Regional Aura Software Maintenance Year 5	35,000.00	35,000.00
LCR/CCT Integration One Time On-Boarding Fee	20,000.00	20,000.00
Total Cost	\$2,339,075.00	\$1,912,500.00



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

- | | |
|--|---|
| <input type="checkbox"/> B.I.D. program required | <input checked="" type="checkbox"/> B.I.D. program not required |
| <input type="checkbox"/> The recommended vendor for award submitted a B.I.D. plan per the requirements under this solicitation. | |
| <input type="checkbox"/> 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: | |
| <input type="checkbox"/> Business presence in State of Michigan | |
| <input type="checkbox"/> Business presence in GLWA service territory area (list the territory) | |
| <input type="checkbox"/> Business presence in economically disadvantaged GLWA service territory area (list the territory) | |

Other Data Requested by GLWA Board Members

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

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: Aquasight, LLC.

The previous contract, 1900949 was for the period of 4/22/2019 through 4/21/2022, for \$750,000.00. The contract amount is in the table below:

Cost Summary - Contract #1900949	
Description	Total Cost
Aura 5.0 Software Year 1	\$250,000.00
Aura 5.0 Software Year 2	250,000.00
Aura 5.0 Software Year 3	250,000.00
Total Cost	\$750,000.00

*Note the previous contract had less members participating in the program.