



Procurement Form (FOR)

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Document Title:
Vendor Response Follow-up

Document Owner/Department:
Procurement Team

Contract No./Title: 2001051/Southwest SCADA Upgrade
Date: 10/27/2020

Vendor	Contact Name	Email Address	Explanation of No Bid Submittal
Emerson Power & Water Solutions	Rafael Fernandez	rafael.fernandez@emerson.com	Emerson bid as a subcontractor to Burns and McDonnell. The particular requirements for this project and the terms and conditions did not allow Emerson to bid as a prime.
Emerson Power & Water	Raymond Card	Raymond.Card@emerson.com	Emerson bid the subject project as a subcontractor.
Premier Power Maintenance	Joel Potyk	joel.poty@premierpower.us	I was working on the proposal, went back into Bonfire and the opportunity was no longer on the site. I knew the due date was beyond the date I went back onto bonfire. I have seen this before, the opportunity would be on bonfire, then disappear for about 2 weeks and appear again.
Rotor Electric Company of Michigan, LLC	Benjamin Rosenberg	BRosenberg@rotorelectric.com	Rotor Electric was part of the PCI team which submitted a proposal. We submitted pricing to PCI.



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Forberg Scientific, Inc.	Mike Wright	wright@forberg.com	We did not submit a proposal for the SW Water Treatment Plant because it is out of our scope, we will be working with the EPC/Integrator selected on this project.
Metco Services, Inc.	Parimal Bhatt	pbhatt@metcoservices.com	As a part of Program management team METCO was involved in developing the D/B RFP for this Project and will providing necessary Oversight services during the D/B Contract implementation. Therefore, we could not respond to the RFP.
HDR Michigan, Inc.	Tamara Bishop	Tamara.Bishop@hdrinc.com	The number of projects issued by GLWA requires a careful evaluation of each opportunity to confirm the best fit and allocation of resources required for submitting a proposal. HDR has decided to focus on other GLWA opportunities and therefore did not submit on this.
OHM Advisors		Erin.Valmont@ohm-advisors.com	If something is posted that falls into our commodity codes, I usually download it for review by our PIC and PMs. From time to time we are approached by (or we approach) another firm on partnering opportunities and need to review the RFP.



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			In this case, we didn't feel it was a good match.
Hach	Gregory Humitz	gregory.humitz@hach.com	Hach is a manufacturer of analytical instruments only and does not have installation capabilities. To this end we partnered with one of our integration partners, Commerce Controls and bid the project through them.
Wade Trim	April Mack	amack@wadetrim.com	Wade Trim routinely downloads GLWA RFPs from Bonfire to evaluate opportunities to pursue. We did not feel this project was a good match for our firm at this time.
Outbound Technologies	Chris Tury, Jr.	tury2@outboundtech.com	Thank you for your email and concern that we did not bid on this project. There is some Q&A from some of the bidders relating to concerns over the Emerson/Ovation content of the project when the project was originally released for bid. We evaluated the scope and content of the project and elected not to bid on the project based on the same concerns expressed by the other bidders (conflict of



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			<p>interest related, Emerson is a competitor of the other integrators). Also, we did not find our company listed or specified in the bid references so we were unaware of any particular desire for us to bid.</p> <p>After our determination that the project wasn't suitable for us based on this evaluation, we moved on and did not track or review the addendums since we were no longer pursuing the opportunity. There was no trigger for us to know that in a later addendum (#3 we believe), that the Emerson/Ovation content was broken out and thus removed the concern that might have allowed us to submit a bid. We no longer track projects that we have decided will not be appropriate for us to bid on.</p> <p>We also were fortunate with a high volume of projects in our estimating queue at that time, so the capacity to bid on a project of this size at the time of the addendum would have also likely been a factor working against us.</p>
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			<p>It is regrettable that we missed this opportunity, however this is the sincere explanation of what transpired. It comes down to the fact that an addendum released after the original RFQ caused a barrier to be removed for us and we were not aware of it. We will do a better job in the future trying to catch this should it happen again.</p>
<p>Brock Solutions US Systems, LLC</p>	<p>Robin Wilson</p>	<p>rwilson@brocksolutions.com</p>	<p>As mentioned, at Brock, we do have experience working on the Emerson platforms in the past, but more on a case by case basis when a customer has asked us to come in to take over a project. We are not Emerson partners due to restrictions on Emerson partners from working with other automation suppliers across Water/Wastewater and a large number of other industry verticals. Because of the size of our organization, we have strong partnerships with most of the major automation companies across a wide variety of industries to make up our \$150M+ revenue. We are very interested in</p>



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			looking at future work with your water authority, and will continue to monitor the bid packages being posted, but for now, without the Emerson partnership, it will limit us from being able to submit on certain projects and programs as it did on this particular project.
Applied Science, Inc.	Lisa Lynn	llynn@asi-detroit.com	ASI did not respond to the RFP because the scope of work was not in ASI's main area of expertise and we felt it was not in our best interest to lead the effort.