



Procurement Form (FOR)

Effective Date:
5/1/2019

Document #:
FSA_PRO_FOR_0040

Revision Date:
1/18/2022

Revision#:
1

Document Title:
Procurement Board Report-RFB

Document Owner/Department:
Procurement Team

Date: February 18, 2023
To: Suzanne R. Coffey, P.E., Chief Executive Officer
From: Daniel Edwards, Procurement Manager
Re: Procurement Report

General Information

Contract Number:	2204214	Project Owner:	Lynda Kostrzewski
Contract Title:	Ferric Chloride		
Vendor:	Kemira Water Solutions		
Budget:	Operations and Maintenance		

Procurement Method

Competitively bid – Request for Bid (RFB) Lowest responsive and responsible vendor			
Advertised:	12-19-22	Addendums released:	5
Buyer:	Joan Salwasser	Downloaded by:	31
Response due date:	2-1-23	Responses received:	2

Cost Summary – Kemira Water solutions

Description	Unit of Measure	Quantity	Unit Price	Total Cost
Ferric Chloride – Year 1	Ton	5,100	\$ 997.00	\$ 5,084,700.00
Totals				\$ 5,084,700.00

Benchmarking was completed by comparing this bid with the previous contract and current market conditions. This analysis confirmed that rates are in competitive range. The rate and allowances (if any) are illustrated in the attached bid tabulation.



Procurement Form (FOR)

Effective Date:
5/1/2019

Document #:
FSA_PRO_FOR_0040

Revision Date:
1/18/2022

Revision#:
1

Document Title:
Procurement Board Report-RFB

Document Owner/Department:
Procurement Team

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
Kemira Water Solutions	Pass	97.00	0	0	0	97.00	No
PVS Technologies, Inc.	Pass	77.80	1	1	1	80.80	No

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 for Recommended Vendor

Minority Business Enterprise (MBE): No

Detroit Based Business (DBB): No

Small Business Enterprise (SBE): No

Sub-Contractor(s) List: N/A

Vendor Response Survey: Yes



Procurement Form (FOR)

Effective Date:
5/1/2019

Document #:
FSA_PRO_FOR_0040

Revision Date:
1/18/2022

Revision#:
1

Document Title:
Procurement Board Report-RFB

Document Owner/Department:
Procurement Team

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 Information

Previous contract holder: Kemira Water Solutions PO 9172

Ferric Chloride - Unit Price Comparison		
Description	Date	Price/Ton
Previous Contract - Original Price (PO 9172)	5/28/2018	\$ 393.50
1st Renewal Option	5/28/2021	\$ 570.00
2nd Renewal Option	5/28/2022	\$ 795.00
New Proposed Contract No. 2204214 Award	5/28/2023	\$ 997.00

Note: Due to the instability of the chemical market, vendors pricing for years 2-5 is speculative and is not guaranteed. Therefore, it was determined to be in GLWA's best interest to enter into this agreement for one year and to re-bid this product at a later date with the expectation that pricing is expected to ease in the first quarter of 2024.