



## GLWA Procurement

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**Document Title:**  
Procurement Board Report

**Document Owner/Department:**  
Procurement Team

**Date:** June 13, 2025

**To:** Suzanne R. Coffey, P.E., Chief Executive Officer

**From:** Daniel Edwards, Procurement Manager

**Re:** Procurement Report

### General Information

Contract Number:	REQ-0004298	Project Owner:	Zanetta Stewart
CIP#:	N/A		
Contract Title:	HVAC Service, Maintenance and Repairs for Sewage Pumping Stations (SPS), Combined Sewer Overflow (CSO) Facilities, Water Treatment Plants (WTP) and Booster Stations and Water Resource Recovery Facility (WRRF)		
Vendor:	Johnson Controls Inc.		
Budget:	Operations and Maintenance		
Federal/State Funded	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		

### Procurement Method

Specialized Procurement - Sourcewell Cooperative Agreement

Advertised:	June 20, 2024	Addendums released:	8
Buyer:	Sourcewell	Downloaded by:	92
Response due date:	August 8, 2024	Responses received:	30

**Business Inclusion and Diversity (B.I.D.) - Not Applicable**

Awarded Vendors	Total Points of Possible 1000
Johnson Controls, Inc.	914
Siemens Industry, Inc.	900
Honeywell International, Inc.	873
Daikin Applied Americas, Inc.	861
Carrier Global Corporation	859
Greenheck Fan Corporation dba Greenheck Group	848
ABM Building Industries, Inc.	824

*\*a complete breakdown of the evaluation is attached as a separate document*



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GLWA has selected Johnson Controls Inc. as the vendor to award as they were the highest scoring vendor with the lowest cost. This is a unit based contract with no minimums or maximums guaranteed.

Water Initial Term Rates			
	Straight Time	Overtime & Saturday	Holiday & Sunday
Journeyman Lead	128.10	192.14	256.19
Journeyman	116.45	174.68	232.90
Apprentice	97.22	145.83	194.44
Helper	78.00	117.00	156.00
Specialty Tech	179.74	269.61	359.48
Water First Renewal Term Rates			
Journeyman Lead	133.86	200.79	267.72
Journeyman	121.69	182.54	243.38
Apprentice	101.59	152.39	203.19
Helper	81.51	122.27	163.02
Specialty Tech	187.83	281.74	375.66
Water Second Renewal Term			
Journeyman Lead	139.88	209.82	279.77
Journeyman	127.17	190.75	245.33
Apprentice	106.17	159.25	212.33
Helper	85.18	127.77	170.36
Specialty Tech	196.28	294.42	392.56

Wastewater Initial Term Rates			
	Straight Time	Overtime & Saturday	Holiday & Sunday
Journeyman Lead	134.50	201.75	268.99
Journeyman	122.27	183.41	244.54
Apprentice	102.08	153.12	204.16
Helper	81.90	122.85	163.80
Specialty Tech	179.74	269.61	359.48
Wastewater First Renewal Term Rates			
Journeyman Lead	140.55	210.82	281.10
Journeyman	127.77	191.66	255.54
Apprentice	106.67	160.01	213.35
Helper	85.59	128.38	171.17



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Specialty Tech	187.83	281.74	375.66
Wastewater Second Renewal Term			
Journeyman Lead	146.87	220.31	293.75
Journeyman	133.52	200.28	267.04
Apprentice	111.47	167.21	222.95
Helper	89.44	134.16	178.87
Specialty Tech	196.28	294.42	392.56

### Sourcewell QBS Evaluation Committee:

A – NIGP-CPP, CPSM, CPSD

B – CPPB, NIGP-CPP, Procurement Analyst II

C – Procurement Analyst II

D – Procurement Analyst

## Advantages of Utilization of Cooperative Agreements

Cooperative (co-op) agreements offer several advantages, primarily centered around cost savings, streamlined procurement, and increased efficiency. By combining the purchasing power of multiple entities, co-ops can secure lower prices through volume discounts and leverage economies of scale. Furthermore, they reduce administrative burdens and time spent on individual procurement processes.

In summary, cooperative agreements empower organizations to enhance purchasing power, reduce costs, and streamline procurement processes, leading to increased efficiency, better resource utilization, and improved outcomes.

## 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: N/A

## Litigation



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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: Johnson Controls, Inc. and PTS Contracting

The previous contract was initially awarded to two (2) vendors, Johnson Controls, Inc. (JCI) and PTS Contracting (PTS). Contract 1902458, had an initial term of three (3) years with two (2) one-year options to renew beginning 12/29/2020 through 12/28/2023, for an initial term cost not to exceed \$6,591,954.00 for JCI, and \$5,790,800.00 for PTS. Each of the two (2) one-year options to renew were established at a cost not to exceed \$2,221,654.00 for JCI and \$2,027,464.00, for PTS resulting in a total contract amount of \$20,480,990.00. The contract amount differences between the previous contract and the proposed contract is provided in the table below.

Previous Contract	Water Plants	Distribution	Wastewater	Full Contract
Initial Term	\$4,620,000.00	1,971,954.00	5,390,800.00	\$ 11,982,754.00
Option Year 1	\$1,557,056.00	664,598.00	2,027,464.00	\$ 4,249,118.00
Option Year 2	\$1,557,056.00	664,598.00	2,027,464.00	\$ 4,249,118.00
<b>Total</b>	<b>\$7,734,112.00</b>	<b>3,301,150.00</b>	<b>9,445,728.00</b>	<b>\$ 20,480,990.00</b>

Proposed Contract	Initial Term	Initial Term Allowance	Option Year 1	Option Year 2	Full Contract
Conveyance	\$1,788,000.00	564,000.00	636,000.00	667,800.00	\$ 3,655,800.00
Water Pumping Stations					
	\$1,043,000.00	329,000.00	371,000.00	389,550.00	\$ 2,132,550.00
Water Plants	\$4,619,000.00	1,457,000.00	1,643,000.00	1,725,150.00	\$ 9,444,150.00
WRRF	\$7,450,000.00	2,350,000.00	2,650,000.00	2,782,500.00	\$15,232,500.00
<b>Total</b>	<b>\$14,900,000.00</b>	<b>4,700,000.00</b>	<b>5,300,000.00</b>	<b>5,565,000.00</b>	<b>\$ 30,465,000.00</b>



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*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.*

There is an increase from Contract 1902548 – option year two (2); the increase is based on additional required staffing (nine (9) technicians at WRRF/seven (7) technicians at Water Plants), rising labor rates due to structured union raises, and the Earned Sick Time Act.