



**GLWA Procurement**

<b>Effective Date:</b> 7/1/2024	<b>Document #:</b> FSA_PRO_TPL_0024	<b>Revision Date:</b> 7/21/2025	<b>Revision#:</b> 1
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<b>Document Title:</b> Procurement Board Report	<b>Document Owner/Department:</b> Procurement Team
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**Date: January 14, 2026**  
**To: Suzanne R. Coffey, P.E., Chief Executive Officer**  
**From: Daniel Edwards, Procurement Manager**  
**Re: Procurement Report**

General Information			
Contract Number:	REQ-0003185	Project Owner:	Shondell Daniel
CIP#:	N/A		
Contract Title:	Systems Control Center Support Services		
Vendor:	PCI, LLC		
Budget:	Operations and Maintenance		
Federal/State Funded	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		

Procurement Method			
Competitively bid – Request for Bid (RFB) Lowest responsive and responsible vendor			
Advertised:	11-3-25	Addendums released:	1
Buyer:	Gerald Moore	Downloaded by:	34
Response due date:	12-12-25	Responses received:	2

**Business Inclusion and Diversity (B.I.D.) - Applicable**

The recommended vendor for award submitted a B.I.D. plan per the requirements under this solicitation.

Vendor <i>(In order of highest to lowest)</i>	B.I.D. Plan <i>(Pass/Fail)</i>	Scored Criteria <i>(0 or 1)</i>			Cert.	Score w/o B.I.D.	Score with B.I.D.
		State of Michigan	GLWA Territory	Econ. Territory			
PCI LLC	Pass	1	1	1	N/A	97.00	100.00
ND Global Consulting Services, Inc.	Pass	0	0	0	N/A	71.36	71.36



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**RFB - Rates Summary - PCI, LLC**

<b>Classification</b>	<b>Estimated Hours</b>	<b>Unit of Measure</b>	<b>Hourly Rate- Regular Rate</b>	<b>Regular Rate Cost</b>	<b>Hourly Rate- Overtime Rate</b>	<b>Overtime Rate Cost</b>
Team Lead/Supervisor	6,240	Hourly	\$87.50	\$546,000.00	\$105.00	\$655,200.00
Systems Technician/Operator	24,960	Hourly	\$86.50	2,159,040.00	\$103.80	2,590,848.00
Technician/Operator Trainee	6,240	Hourly	\$77.50	483,600.00	\$93.00	580,320.00
Operational Support Engineer	6,240	Hourly	\$91.75	572,520.00	\$110.10	687,024.00
<b>Totals</b>				<b>\$3,761,160.00</b>		<b>\$4,513,392.00</b>

This is a unit rate-based contract with no guaranteed minimum or maximums. The estimated hours and total dollars are utilized for comparing bids and rates only. The actual amount of the contract is determined based on current budgetary estimates.

The project manager deemed rates to be fair, reasonable and competitive.

Benchmarking was completed by comparing the bids for this project. This analysis confirmed that rates are in competitive range. The rate comparisons are illustrated in the attached rates tabulation.

The accepted rates will be utilized in selecting personnel to perform tasks under this contract through a \$4,935,840.00 allowance.

**Other Data Requested by GLWA Board Members for Recommended Vendor**

Minority Business Enterprise (MBE): Yes  
 Detroit Based Business (DBB): Yes  
 Small Business Enterprise (SBE): No

Sub-Contractor(s) List: Not applicable

Vendor Response Survey: Yes



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**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**

Previous contract holder:

The previous contract, Contract No. 1903453, was for the period of 2/28/2022 through 2/27/2025, for \$2,028,000.00. One amendment was executed for a time extension of one year and an additional \$1,430,520.00 revising the final completion to 2/27/2026 and increasing the cost to \$3,458,520.00. The contract amount differences between the two contracts are provided in the table below.

<b>Contract Comparison</b>			
<b>Previous Contract PCI Vetricx 2022-2026</b>		<b>New Proposed Contract PCI, LLC 2026 -2031</b>	
<b>Description</b>	<b>Cost</b>	<b>Description</b>	<b>Cost</b>
Total	\$3,458,520,00	Total	\$8,226,400.00



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**Rates and Hours Comparison**

Previous Contract PCI Vetrix		New Proposed Contract PCI, LLC				
Classification	Estimated Hours	Hourly Rate- Regular Rate	Estimated Hours	Hourly Rate- Regular Rate	Difference Estimate Hours	Difference Hourly Rate-Regular Rate
Team Lead/Supervisor	6,240	\$85.00	6,240	\$87.50	0	\$2.50
Systems Technician/Operator	6,240	\$80.00	24,960	\$86.50	18,720	\$6.50
Technician/Operator Trainee	6,240	\$75.00	6,240	\$77.50	0	\$2.50
Operational Support Engineer	6,240	\$85.00	6,240	\$91.75	0	\$6.75

The prior contract accounted for labor associated with one (1) Systems Technician/Operator. However, performance of the required services necessitates four (4) Systems Technicians/Operators. Accordingly, the estimated hours have been increased to reflect the actual staffing requirements for the classification of Systems Technician/Operator.