



GLWA Procurement

Effective Date:
7/1/2024

Document #:
FSA_PRO_TPL_0024

Revision Date:
N/A

Revision#:
0

Document Title:
Procurement Board Report

Document Owner/Department:
Procurement Team

Date: March 18, 2025
To: Suzanne R. Coffey, P.E., Chief Executive Officer
From: Daniel Edwards, Procurement Manager
Re: Procurement Report

General Information

Contract Number:	REQ-0001735	Project Owner:	Andrea Busch
CIP#:	N/A		
Contract Title:	Ferric Chloride		
Vendor:	Kemira Water Solutions		
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:	1-21-25	Addendums released:	1
Buyer:	Joan Salwasser	Downloaded by:	31
Response due date:	2-26-25	Responses received:	3

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			
Kemira Water Solutions	Pass	0	0	0	N/A	97.00	97.00
PVS Technologies, Inc.	Pass	1	1	1	N/A	85.51	88.51
Pencco, Inc	Pass	0	0	0	N/A	56.11	56.11



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RFB - Cost Summary – Ferric Chloride		
Kemira Water Solutions	Price/Dry Ton	Total Annual Cost
Year 1	\$1,012.00	\$ 7,590,000.00
Year 2	\$1,038.77	\$ 7,790,775.00
Year 3	\$1,063.39	\$ 7,975,425.00
PVS Technologies, Inc.	Price/Dry Ton	Total Annual Cost
Year 1	\$1,148.00	\$ 8,610,000.00
Year 2	\$1,175.00	\$ 8,812,500.00
Year 3	\$1,200.00	\$ 9,000,000.00
Pencoco, Inc	Price/Dry Ton	Total Annual Cost
Year 1	\$1,749.63	\$13,122,225.00
Year 2	\$1,837.11	\$13,778,325.00
Year 3	\$1,928.97	\$14,467,275.00

Benchmarking was completed by comparing the bids for this project. This analysis confirmed that rates are in competitive range. The rate comparisons and allowances (if any) are illustrated in the attached bid tabulation.

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

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: Kemira Water Solutions

The previous contract, PO-0030939, was for the period of 5/29/2024 through 5/28/2025, for \$5,084,700.00. The contract amount differences between the two contracts are provided in the table below.

Previous Contract Holder		New Proposed Vendor	
<u>Kemira Water Solutions</u>		<u>Kemira Water Solutions</u>	
Price Per Dry Ton	Dry Tons per Year	Price Per Dry Ton	Dry Tons per Year
\$ 997.00	5,100	\$1,102.00	7,500
Total	\$5,084,700.00	Total	\$7,590,000.00

Note: Usage increase of 2,400 dry tons per year from last contract.