



**GLWA Procurement**

**Effective Date:**  
7/1/2024

**Document #:**  
FSA\_PRO\_TPL\_0025

**Revision Date:**  
N/A

**Revision#:**  
0

**Document Title:**  
Vendor Response Follow-up

**Document Owner/Department:**  
Procurement Team

**REQ-0003185/Systems Control Center Support Services**  
**Date: 1/20/2026**

<b>Vendor</b>	<b>Contact Name</b>	<b>Email Address</b>	<b>Explanation of No Bid Submittal</b>
Project Amazing	Bill Hunter	wmhunter02@aol.com	I represent equipment manufacturers and offer quotations to the bidding contractors.
Eagle Consulting & Development LLC	Cassandra Searight	cassandra@eagleconsultingdevelopment.com	After conducting a thorough market analysis of the Detroit area utility operations sector, I identified the following factors that made this opportunity particularly challenging for a responsive bid: <ol style="list-style-type: none"> <li>1. Limited local talent pool.</li> <li>2. High relocation risk.</li> <li>3. Contract terms conflict.</li> <li>4. Procurement structure incompatibility.</li> <li>5. Financial feasibility.</li> </ol>
Emerson Power & Water	Raymond Card	Raymond.Card@emerson.com	After a review of the specifications, Emerson could not comply with the scope of services.
OBAN Corporation	Tony Baldwin	tbaldwin@oban-corp.com	OBAN decision to not submit a bid for this project was twofold: <ol style="list-style-type: none"> <li>1. Timing.</li> <li>2. The requirements were not a perfect fit and alignment with our capabilities in all areas.</li> </ol>
Shaw Electric Company	Kevin Bielski	kbielski@shawelectric.com	We do not perform this scope of work.
LGC Global	Avinash Rachmale	Avinash.rachmale@lgccorp.com	We evaluated the bid internally and decided that



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			we will not be cost competitive on this req and hence decided not to bid.
Tech Army, LLC	Sam Tiwari	stiwari@techarmy.com	After carefully reviewing the solicitation requirements, we determined that we did not meet the eligibility criteria. As a result, we decided to decline this opportunity and therefore did not submit a bid.
DFM Solutions	Samantha Russo	srusso@dfm.solutions	We did not bid on this opportunity because it does not align with the services we offer (We are a Detroit HQ'd, WBE- certified facility management company). We are interested in exploring future opportunities for GLWA and would welcome the chance to discuss our services with you to see if any upcoming opportunities fit.
Schneider Electric USA, Inc.	Matt Lambing	Matt.lambing@se.com	The bid was out of scope to our offering. We did not have the expertise for this particular project to provide a competitive bid.