

MANATEE COUNTY GOVERNMENT

SOLE SOURCE or NONCOMPETITIVE INTENT TO AWARD

@ 8:43 AM

SUBJECT	Pool Chemical Supplies & Water Management Services	DATE POSTED	MC <u>11/30/17</u> TB
PURCHASING REPRESENTATIVE	Charles Bentley 941-749-3036	DATE CONTRACT SHALL BE AWARDED	Five business days after posting
DEPARTMENT	Parks and Natural Resources	CONSEQUENCES IF DEFERRED	Loss of current savings and safety concerns
SOLICITATION	18R067707CB	AUTHORIZED BY DATE	Charles Bentley <i>CB</i> November 29, 2017

NOTICE OF INTENT TO AWARD

Noncompetitive notice of Intent to Award for the procurement of pool chemical supplies and water management services for twelve months at GT Bray, John Marble, East Bradenton, and Pride Park pools to Poolsure, located in Houston, Texas, with locations in Gulfport and Tampa, Florida, for \$62,920.00.

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws, Sections 2-26-40 & 2-26-45

BACKGROUND/DISCUSSION

- ◆ Manatee County has been using Poolsure for water management services for a year, incurring savings of \$41,177 with annual recurring savings of \$13,177.
- ◆ Poolsure offers chemicals delivery service, provides chemical feeders, and supplies all the necessary equipment to maintain our pools.
- ◆ Manatee County staff will not be required to handle chemical transport and all the services required to maintain the pools will come from one source rather than multiple sources.
- ◆ No other vendors in the area provide chemical delivery as well as commercial pool maintenance services.

If a vendor believes this item is not a sole source or noncompetitive procurement, Manatee County Purchasing Division requires prospective vendors provide information regarding their ability to supply the commodity or contractual services described prior to the date indicated for "date contract shall be awarded".

ATTACHMENTS (List in order of attached)	• Sole Source/Noncompetitive Purchasing Request form	FUNDING SOURCE (Acct Number & Name)	<input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
COST	\$62,920.00 (category 3)	AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)	1060013200-534000

CB



Sole Source/Noncompetitive Purchasing Request

Department: Parks and Natural Resources Contact: Matt Porter Ext: 6022

Purchase Request (PR) Number: R067707 Date: 11-29-17

Description: Pool chemical supply and service for GT Bray, John Marble, East Bradenton, Lincoln Park and Pride Park
(Explain request in detail)

Vendor: Poolsure Phone: 800-858-7665 ext. 302 Cost: \$62,400 annual
V020509

PART I – SOLE SOURCE PURCHASING (*Sole source purchasing* is defined as the acquisition of commodities or services where there is only one available source for the required commodity or service. Ex: proprietary software or equipment, copyright)

1. Are these commodities or services only available from one single source? Yes No
2. Explain why the commodity/service being requested is the only commodity/service that can meet your needs and why alternatives are unacceptable. Be specific regarding specifications, features, capability, compatibility, etc.
3. Why is this vendor the only source from which to make this purchase? Describe efforts made to verify this information. (Attach sole source letter from vendor as documentation)
4. Explain the consequence to the County or its taxpayers, including a dollar amount of the financial impact, if the sole source purchase is not approved.

NOTE: In any case where the County seeks to purchase from a sole source materials for the construction, modification, alteration or repair of any county-owned facility, the Board of County Commission must first make the written findings required by Florida Statutes, Section 255.04.

PART II – NONCOMPETITIVE PURCHASING (*Noncompetitive purchasing* is defined as the acquisition of commodities or services from a unique source or provider based upon particular skills and expertise (Ex: standardization, warranty, compatibility) where other competitive sources may be available; or upon a determination that the likely, non-speculative cost of obtaining competitive quotes would exceed any potential savings and benefit to the County.)

1. ***Explain why the commodity/service being requested is the only commodity/service that can meet your needs and why alternatives are unacceptable. Be specific regarding specifications, features, capability, compatibility, etc.***

Poolsure offers chemical delivery as well as the equipment and chemical feeders for the pool. We do not have to purchase any equipment and poolsure maintains all of it. Poolsure is also a lower cost than what we currently use.

2. ***Explain the advantages of this noncompetitive purchase on the basis that only one practical source exists. Describe the efforts made to verify this information. (Attach manufacturers or distributorships letter as documentation)***

The company provides all the chemicals we need to maintain our pool and allows direct access to the controllers to allow adjustments at any time. We currently have to purchase different chemicals from different companies as well as maintain our own equipment. Poolsure provides all of them and at a lower cost.

3. ***Will this purchase obligate us to a particular vendor for future purchases, either in terms of maintenance or compatibility should the need arise to purchase a 'like' item in the future?***

No, they're only responsible for their equipment and if we stop using them, they will remove their equipment

4. ***Describe your efforts to obtain the best price from the vendor and provide any documentation to substantiate your findings. Give the result of the initial offer versus the final offer.***

I searched online and called around and there are some companies around but only deliver chemicals and nothing else. Most companies in the area are only for residential pools

5. ***Would you prefer Purchasing to contact vendor for the best price?*** Yes No

It doesn't matter. I met with the Senior Business Development Manager and they charge by the size of the pool.

6. ***Explain the consequence to the County or its taxpayers, including a dollar amount of the financial impact, if the noncompetitive purchase is not approved.***

After evaluating the chemical water treatment systems at the aquatic facilities switched pool chemical companies that provided a much safer work environment for MCG employees as well as significant savings to the aquatic's operation budget. With the previous chemicals, we were using muriatic acid and hypochlorite briquettes which are both harsh and dangerous chemicals that staff were required to handle on a daily basis. Staff also had to deliver these chemicals to the outer-site pools multiple times a week and were not allowed to transport both chemicals at the same time due to the risk of them mixing in the vehicle (which would create sulfur mustard gas). The chlorine briquettes would also clog up the chemical feeder weekly, which would cut off the chlorine supply to the pool and affect the chemistry of the water. This resulted in an inconsistent water quality as well as increasing maintenance hours needed to keep the system operational. By using the new company Poolsure,

staff no longer have to handle or transport chemicals and we are now using less harmful chemicals as well. This has resulted in a consistent higher quality of pool water providing a more enjoyable and safer bathing experience. In the past we would also be charged for any service work done on the old computer chemical feeder. By switching to Poolsure, the computers and service work are included in the fixed monthly fee. After switching the chemical supplier there was a monetary savings in the first year of \$41,177 and there is annual recurring savings of \$13,177.

The intangible savings regarding safety is the most important and valuable reason for switching chemical suppliers. For any additional information or cost comparisons please contact Matt Porter at ext. 6022.

I hereby request that a sole source/noncompetitive request be approved for the purchase of the above statement of work, material, equipment, commodity, or service.

Division Manager's Signature
(up to \$25,000)

Print Name

Date

Charles Hunsicker

Charles Hunsicker

11/27/2017

Department Director's Signature
(Greater than \$25,000)

Print Name

Date

FOR PURCHASING DIVISION USE:

Posting: Categories Three and Four require an electronic posting for a minimum of five (5) business days. Category Five requires BCC approval and will be posted via board agenda for a minimum of seven (7) calendar days prior to board meeting.

Sole Source:

Posting: Category Three requires an electronic posting for a minimum of five (5) business days prior to award. Categories Four and Five require BCC approval and will be posted via board agenda for a minimum of seven (7) calendar days prior to board meeting.

Noncompetitive:

Reviewed and Approved by:

Charles G. Bentley

11-29-2017

Buyer Name / Date
(up to \$100,000)

Contracts/Buyer Manager / Date
(up to \$250,000)

Purchasing Official / Date
(Greater than \$250,000)