

MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

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| SUBJECT | Atomic Absorption Spectrometer System | DATE POSTED | MC 2/11/15 ✓ SE DS 3/11/15 ✓ SE CC 3/11/15 ✓ SE |
| PURCHASING REPRESENTATIVE | Matt Donley, 3062 | DATE CONTRACT SHALL BE AWARDED | Upon Completion of Successful Negotiations |
| DEPARTMENT | Utilities | CONSEQUENCES IF DEFERRED | None |
| SOLICITATION | RFP #15-0205MD | AUTHORIZED BY DATE | Melissa M. Wendel, CPPO March 10, 2015 <i>Melissa M. Wendel</i> |

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with PerkinElmer Health Services, Inc., Shelton, Connecticut to provide an Atomic Absorption Spectrometer System.

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

BACKGROUND/DISCUSSION

PROJECT BACKGROUND:

The intent of this Request for Proposal and resulting contract is to provide Manatee County Utilities Department with an atomic absorption spectrometer system ("System"). The selected Proposer will furnish, install and maintain the System for the Water Treatment Plant Quality Control Laboratory (WTPQCL).

The Manatee County Board of County Commissioners (BCC) provides the highest quality drinking water to the residents of Manatee County through the Utilities Department. In support of this mission, the WTPQCL provides analytical services. These services include data analysis, interpretation and consultation to assist in water treatment and permit requirements. The WTPQCL monitors water quality throughout the system, ensuring the safety of the potable water. Approximately 45,000 analyses are performed each year, of which about 1,800 are metals analyses. The System will aid the analysis of trace metals.

SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Three (3) proposals were received.

Manatee County Firms that were directly solicited:

None

Manatee County Firms that submitted proposals:

None

Local firms that submitted proposals include:

None

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| ATTACHMENTS (List in order of attached) | None | FUNDING SOURCE (Acct Number & Name) | Water Laboratory 4010009401- 564000 <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds |
| COST | The estimated expenditure is \$76,000. | AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement) | N/A |

Other (non-local) firms that submitted proposals include:

Agilent Technologies, Inc., Wilmington, Delaware
PerkinElmer Health Sciences, Inc., Shelton, Connecticut
Thermo Electron North America, LLC, West Palm Beach, Florida

EVALUATION COMMITTEE (VOTING) MEMBERS:

Rob Ocasio - Senior Chemist, Utilities Department
John Evans - Applications Administrator, Information Technology Department
Matt Donley - Contracts Negotiator, Financial Management Department (Chairman)

Non-Voting Staff Attending:

None

EVALUATION RESULTS:

The Evaluation Committee ("Committee") convened on February 23, 2015 to review evaluation guidelines, Committee responsibilities and the Florida Sunshine Law as applicable to public meetings. The Committee proceeded to review the three (3) proposals received for the System. All proposals were deemed responsive to the requirements of the RFP. The Committee discussed the qualifications of each Proposer and reviewed each proposal against the RFP evaluation criteria. As a result of the discussion and based on the content of the proposals the Committee felt there was adequate information to proceed to a vote. The Committee unanimously voted that 1) oral interviews/presentations would not be necessary as the proposals contained sufficient information to evaluate the firms and 2) PerkinElmer Health Sciences, Inc. be recommended for an Intent to Negotiate designation. The Committee ranked the firms as follows for the purpose of negotiating a contract with the top ranked firm:

Firm A: PerkinElmer Health Sciences, Inc. - Shelton, Connecticut ("PerkinElmer")

PerkinElmer demonstrated exceptional capabilities in their proposal which exceeded the criteria set forth in the RFP. The proposal provided evidence of the firm's strong foundational knowledge regarding the System as specifically applied to the County's request. PerkinElmer outlined a project approach that focused on ensuring the timely and efficient furnishing, installation and maintenance of the System, utilizing the vast experience of the firm's personnel.

County staff currently uses PerkinElmer laboratory equipment. Some materials from the existing PerkinElmer equipment can be utilized by the proposed System. In addition, the proposed System can occupy the same lab space with minimal modification once the current equipment is removed. PerkinElmer personnel have long provided the County with a high level of customer service. It is anticipated that the comfort level with PerkinElmer equipment and support will result in a decreased learning curve of the proposed System. The Committee concluded that PerkinElmer should be ranked first based on the firm's perceived ability to provide a System that will best overall meet the needs of the County.

Firm B: Thermo Electron North America, LLC - West Palm Beach, Florida ("Thermo Electron")

Thermo Electron presented its capabilities in a clear and concise manner. Their proposal highlighted a solid knowledge base with respect to the requested System specifications. The firm's subject matter knowledge coupled with a reasonable project approach made the firm a strong candidate for consideration. As stated in their proposal, Thermo Electron is an experienced firm with qualified staff capable of providing a System for the County. However, the top ranked Proposer has a proven positive record of providing the County with laboratory equipment and support services. As a result, the Committee ranked Thermo Electron second.

Firm C: Agilent Technologies, Inc. - Wilmington, Delaware ("Agilent")

Agilent submitted a satisfactory proposal. The proposal referenced brochures and other attached materials to outline the firm's knowledge of the industry and System requirements. However, when compared to the higher ranked firms, Agilent's response had shortcomings. The proposal did not contain narrowly tailored responses to the County's requested information. Key information, including qualifications of the local service personnel, project approach and ongoing support, lacked specificity. While the proposal contained adequate qualifications, the solution offered is not the best fit to meet the needs of the County. Thus, Agilent was ranked third.

REMAINING RESPONDENTS:

None

ESTIMATED COST OF SERVICES: The estimated expenditure is \$76,000.

FUNDING: Water Laboratory 4010009401- 564000

The above justifications are a generalized summary of major observations intended only to provide the County Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.

The Evaluation Committee voted unanimously to proceed with PerkinElmer Health Sciences, Inc., Shelton, Connecticut.

The resulting agreement will be managed by the Utilities Department, Water Division.