

MANATEE COUNTY GOVERNMENT SOURCE SELECTION

SUBJECT	Dual View Inductively Coupled Optical Emission Spectrometer	DATE POSTED	September 2, 2009
PURCHASING REPRESENTATIVE	Frank Lambertson, 749-3042	DATE CONTRACT SHALL BE AWARDED	September 9, 2009
DEPARTMENT	Financial Management Dept./Purchasing Div.	CONSEQUENCES IF DEFERRED	N/A
SOURCE RECOMMENDATION	PerkinElmer Health Services, Inc.	AUTHORIZED BY DATE	Rob Cuthbert September 2, 2009

ACTION DESIRED

Authorization to enter into negotiations with PerkinElmer Health Services, Inc., Shelton, CT for the purpose of providing a Dual View Inductively Coupled Optical Emission Spectrometer for a total not to exceed \$149,909.

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, Chapter 2-26 Manatee County Purchasing Ordinance, Section 2-26-40 and the Standards and Procedures approved by the County Administrator.

BACKGROUND/DISCUSSION

- The Manatee County Utilities Central Laboratory has the need to acquire a dual view inductively coupled optical emissions spectrometer (ICP-OES) for the analysis of environmental samples. The objective of the ICP-OES procurement is to replace the existing ICP-OES that is nearing the end of its lifespan and to meet the Laboratory's growing need to provide inorganic analytical services for the Wastewater, and Solid Waste Divisions. The proposer will furnish system training, documentation, system security and maintenance.
- 3/30/09 – 7/24/09 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to forty (40) dual view inductively coupled optical emissions spectrometer (ICP-OES) suppliers; three (3) firms downloaded the RFP and two (2) firms' submitted proposals.
- In an effort to inform local Manatee manufacturers the RFP was advertized locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce. However, no Manatee County manufacturers responded to the RFP.
- Proposals were received from the following suppliers:
PerkinElmer Health Sciences, Inc., Shelton, CT
Thermo Electron North America, LLC, Madison, WI.
- The Selection Committee consisted of:
Dan Gray, Director, Utilities Department
Jeff Goodwin, WWTP Lab, Utilities Department
Frank Lambertson, Purchasing Division


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SUMMARY	Recommend negotiations with PerkinElmer Health Services, Inc.		
ATTACHMENTS: (List in order as attached)	INSTRUCTIONS TO BOARD RECORDS:		
1. Approval Email Ed Hunzeker	N/A		
COST	\$149,909	SOURCE (ACCT# & NAME)	Department to advise
COMMENTS	N/A	AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)	N/A

- 7/24/09 the Selection Committee convened telephonically and ranked the firms as follow for the purpose of negotiating a contract with the top ranked firm:
- Ranked #1 – PerkinElmer Health Sciences, Inc., Shelton, CT - The proposer was determined to best meet the needs of the County. Of particular importance are: system utilizes a shear gas to address the cool end of the axial plasma, allows for sample editing, additional service engineers in the State, interfaces to the Laboratory Information Management System and has demonstrated a willingness to work with the County to meet our requirements. The cost for the system is \$149,909.
- Ranked #2 – Thermo Electron North America LLC, Madison, WI - The proposer submitted an informative proposal, demonstrating the ability to provide the required system. However, the Selection Committee ranked it second due to the perception of lesser ability of the system to meet the County's requirements. The cost for the system is \$160,746.



Ed Hunzeker/MCG
09/01/2009 12:42 PM

To Rob Cuthbert/MCG@MCG
cc Frank Lambertson/MCG@MCG, Melissa Assha/MCG@MCG
bcc
Subject Re: Selection for Negotiations - RFP #09-1793FL Dual View Inductively Coupled Optical Emissions Spectrometer (ICP-OES) 

I concur!

Rob Cuthbert--09/01/2009 10:36:38 AM--Mr. Hunzeker, We are communicating the recommended selectio

From: Rob Cuthbert/MCG
To: Ed Hunzeker/MCG@MCG
Cc: Frank Lambertson/MCG@MCG, Melissa Assha/MCG@MCG
Date: 09/01/2009 10:36 AM
Subject: Selection for Negotiations - RFP #09-1793FL Dual View Inductively Coupled Optical Emissions Spectrometer (ICP-OES)

Mr. Hunzeker,

We are communicating the recommended selection of PerkinElmer Health Sciences, Inc., Shelton, CT to replace the existing spectrometer for analysis of environmental samples for the Wastewater, and Solid Waste Divisions in the \$149,909. Negotiation shall be engaged to determine the cost including training, documentation, security and maintenance.

The following brief summation is supported with more detail on the enclosed selection documentation. Staff will proceed with the posting of the selection and beginning negotiations upon your confirmation.

Thank you. Rob Cuthbert

The Manatee County Utilities Central Laboratory has the need to replace the existing equipment that is nearing the end of its lifespan. This dual view inductively coupled optical emissions spectrometer is for analysis of environmental samples for the Wastewater, and Solid Waste Divisions. Included will be training, documentation, security and maintenance.

May 18, 2009 to July 24 2009 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to forty (40) dual view inductively coupled optical emissions spectrometer (ICP-OES) suppliers; three (3) firms downloaded the RFP and two (2) firms' submitted proposals.

In an effort to inform local Manatee County manufacturer representatives or dealers of this type of equipment, the RFP was advertized locally in the Bradenton Herald, posted on the County's website, and posted on the Manatee County Chamber of Commerce web site. However, no Manatee County firms responded to the RFP.

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Thermo Electron North America, LLC, Madison, WI.

The Selection Committee consisted of:

Dan Gray, Director, Utilities Department
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Frank G. Lambertson, Contracts Negotiator
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