



CITY OF HOLLYWOOD, FLORIDA

CITY OF HOLLYWOOD
PROCUREMENT SERVICES
DIVISION

PROCUREMENT SERVICES DIVISION 2019 DEC -2 AM 8:15

Sole Source Justification Form (Use for Purchases(s) in excess of \$5,000)

Per City of Hollywood Ordinance § 38.40 (C) (3) 'sole source' purchases are exempt from the competitive bid and competitive proposal requirements. *Sole-source supplies and services, such as unique, patented, or franchised supplies or services, are exempt if the Director of Procurement Services determines, after a good faith review of available sources, that a particular supply or service is available from only one source.*

Date 11/13/2019

Department/Office Public Utilities

Division/Area 4011

Contract Administrator Carlos Aguilera

Title Public Utilities Manager

Phone 954-967-4230

Email caguilera@hollywoodfl.org

1. Requested Vendor NALCO

Vendor Number 29785

Address 875 Concourse Parkway South Ste 150 Maitland, FL 32751

Contact Person Richardo Avena

Title District Representative

Phone 305-343-7704

Email ricardo.avena@ecolab.com

2. Product/Service being requested (be specific). Nalco PC-1850T Antiscalant for use in Potable Water RO Membrane Treatment ANSI/NSF Standard 60

3. Detailed description of the product/service function and purpose. Potable Water RO and Membrane Antiscalant additive. After extensive pilot testing and water quality analysis at the City of Hollywood Water Treatment Plant, Nalco has proven over the last 11 years to be the best option for City of Hollywood's raw water quality characteristics. NALCO and the City of Hollywood have agreed to renew the contract term for an additional 3 years. Updated Sole Source and Antiscalant Contract Renewal Offer Letter attached. The proprietary chemical make up for the Nalco PC-1850T formula has consistently shown longer operational runs between membrane cleaning which is directly related to less fouling or build-up on the membrane surfaces. Due to the chemical makeup of this product less build up on the membrane surfaces relates to reducing cleaning frequency, subsequently less cleaning chemical cost. Also, the Nalco Company provides and maintains the water plants operations system to measure exact dosage in the water which no other product can provide. This

Procurement Service Division use only

Requisition # R
(As Applicable)

Purchase Order # P
(As Applicable)

Blanket Purchase Order # BPO
(As Applicable)

(Revised 9/2015)

system provides for optimal dosage and serves as an additional guarantee that 1. We are feeding Antiscalant and 2. Exactly how much Antiscalant we are feeding within 1 mg/L. The ability to fine tune the dosage rate saves Hollywood on chemical costs over time. The proprietary dosage measuring system is provided and maintained by NALCO at no cost to the city as it is included in the cost of the antiscalant for the duration of the contract.

4. Please explain in detail why this vendor is the sole source supplier for the required product/service. Be sure to explain the necessary features this vendor provides which are not available from any other vendor.
There are no other providers of Nalco PC-1850T. The Nalco Company is the only manufacturer and distributor. In the future, in order to allow for any competitors, the COH would require extensive pilot testing (up to 1 year). Any new vendor would need to provide an acceptable test membrane skid, set up and operate at our facility, tie into our raw water and concentrate discharge lines, collect data and provide reports. Hollywood and its governing regulatory agencies must approve the test and water quality results before we can consider them as an option. They will also need to provide the same type of monitoring methods using fluoresce to measure exact dosage and replace the existing equipment without interruption of service

5. Please explain in detail what process the Department/Office took to verify that there are no other vendors or products/services available to perform the required function.
In 2008 and again in 2016 the City of Hollywood used and tested AWC Chemical products and others as a pilot test and the products failed to provide adequate protection for the membranes.

6. Please submit supporting documentation from the vendor or other sources certifying that this vendor is a sole source for the required product/service being requested. For example, the vendor holds the distribution rights, productions rights, copyrights, trademark and/or patent:

☒ Vendor holds the exclusive rights for the product/service.

☒ Vendor is the sole provider of the product/service that has unique characteristics essential to the needs which no other product is capable.

☒ Product is replacing existing product and necessary to maintain warranty or service contract.

☐ Product is replacing existing product and is not interchangeable with any other product.

7. Total cost of the requested product/service? \$150,000.00

8. Total estimated annual (fiscal year) cost of requested product/service? \$150,000.00

Account Number(s) 442.40051.53600.552330.00000.000.000

9. Is this product/service covered by a warranty? ☐ Yes ☒ No

If yes, please attach a copy of the warranty details.

10. Would this purchase(s) result in the potential of future purchases for related products/services being restricted to a particular vendor or create a specific vendor as sole source provider for related items?

☐ Yes ☒ No

If yes, please describe the related products/services and estimated cost(s.)

Procurement Service Division use only

Requisition # R _____
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(As Applicable)

11. Would this purchase(s) result in any future maintenance costs which are not included in the initial purchase?

☐ Yes ☒ No

If yes, please attach a draft maintenance plan which includes cost estimates and funding source(s.)

12. Is this a grant related purchase? ☐ Yes ☒ No

If yes, please provide details (timeline, expiration dates, milestones, special procurement requirements, etc.)

Will this require matching funds? ☐ Yes ☐ No

What is the grant source? _____

What is the grant (dollar) amount? _____

13. Please complete an advanced search of the vendor recommended for award on the Federal Government's Systems for Award Management at www.sam.gov.

Date of Advanced Search _____

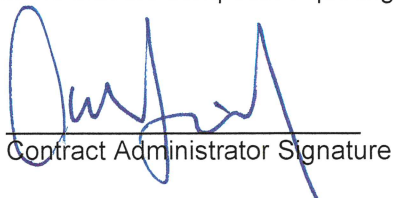
Company Name(s) Searched

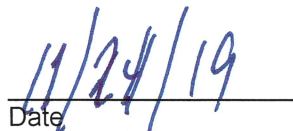
Search Results

REQUESTING DEPARTMENT RECOMMENDATION

WARNING: Per Florida Statutes 838.22(2) – "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole-source contract for commodities or services."

I recommend that the competitive quoting/bidding process be waived and that the goods/services be purchased as a sole source.


Contract Administrator Signature


Date

Procurement Service Division use only

Requisition # R _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Order # BPO _____
(As Applicable)

JM.

Supervisor's Signature

11/21/19
Date



Vivick Calane

Director's Signature (required over \$15,000)

11/26/19
Date

11/26/19

APPROVAL (Procurement Service Division Use Only)

| | | | |
|--------------|---|------|---------|
| Verified By: |  | Date | 12/4/19 |
| Approved By: |  | Date | 12/8/19 |

Procurement Service Division use only

Requisition # R _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Order # BPO _____
(As Applicable)

November 8, 2019

City of Hollywood
2600 Hollywood Boulevard, Room 303
Hollywood, FL 33020
Phone: 954-921-3552 / Fax: 954-921-3086
Email: rlowery@hollywoodfl.org
Attn: Rob Lowery - Procurement Contracts Officer

Subject: Sole Source Representative of Nalco PermTreat® fluorescent-tagged
membrane antiscalants PC-1850T

Dear Mr. Lowery:

This letter is to provide notification that Nalco Water is the sole source provider of Nalco PermTreat® fluorescent-tagged membrane antiscalant PC-1850T.

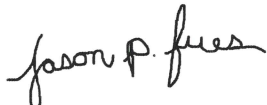
This letter also confirms that the antiscalant and control system called Nalco's 3D TRASAR® for RO SYSTEMS, also referred to as RO TRASAR, is only available from Nalco Water. 3D TRASAR is a patented process combining both chemical and monitoring components to monitor and control chemical addition. A properly implemented 3D TRASAR for RO System ensures that the dosage of the selected antiscalant is continually and correctly being delivered to the process. This is essential for keeping membranes free from scale. Nalco is the sole source provider of 3D TRASAR for RO system enabled scale inhibitor and monitoring/control systems.

No other 3rd party or other company can sell this product on behalf of Nalco Water to Municipal customers within the state of Florida. Your Nalco Water contact is:

Mr. Ricardo Avena
District Representative
Municipal – Florida – WL128
NALCO Water | An Ecolab Company
4115 Sapphire Ter – Weston, FL - 33331
M 305 343 7704 ricardo.avena@ecolab.com

If you have questions regarding this issue, please contact Ricardo at 305-343-7704.

Sincerely,



Jason P Fues
Sr. Operations Manager
Municipal Water Division
Nalco Water, An Ecolab Company

Mr. Robert Lowery

November 12th, 2019

Procurement Contracts Officer
City of Hollywood
Department of Financial Services
Procurement Services Division
2600 Hollywood Blvd. Room 303
Hollywood FL
33020

Subject: Antiscalant Offer

Dear Robert:

Thank you for your continued interest in the Hollywood / Nalco Water partnership. Once again, we are at the end of a contract period. Both the Hollywood plant and Nalco would like to extend or continue our partnership for another 3 year term. With that, Nalco Water would like to make the following offer:

- Nalco will offer our best price in the State of Florida for PC1850T antiscalant at \$1.28/lb or \$12.80/gal DAP Hollywood, FL in bulk quantities for the 3-year extension, with yearly price reviews, depending on costs fluctuations.
- We propose the 2.4% increase in price in comparison to this year in order to recover part of the cost increase we had in the last 2 years, which has summed up to 11%. We have recovered part of it with the price increase of 4.7% last year and we propose that some more of it is recovered this year with this adjustment.
- Nalco will provide a sole source letter to Hollywood on the chemistry and 3D TRASAR technology.
- Nalco will continue to provide and service Hollywood with 3D TRASAR monitoring equipment. These units control our chemistry to within 0.1ppm, unlike other control systems that may control +/- 10ppm. This has a positive effect on chemical consumption and minimizes overall chemical use. This unique control technology has protected the membranes at Hollywood for over 10 years.
- Nalco Water, a division of Ecolab (a \$16 billion company), will continue to provide resources to Hollywood, such as:
 - o Lab support
 - o pH support
 - o Industry leading technical advancements

- Nalco will continue with site visits on a minimum of a monthly basis, and maintenance service to the 3DTrasar system on a minimum of once a quarter. Living in Broward County, I'm 30 minutes from your plant and our service engineer is in Miami-Dade County.

Please bear in mind that all previously mentioned services, technology and equipment are included in the price of the PC1850T

We trust that this will help Hollywood make a decision to maintain our partnership. Hollywood and Nalco invested over 6 months of trialing prior to making this decision 8 years ago and both parties have enjoyed the success of proper membrane maintenance.

This offer will be in effect March 11th 2020 thru March 10th 2023

If you have any questions, please don't hesitate to call me.

Sincerely,

Ricardo Avena
District Representative
Municipal Water Division
Nalco Water, An Ecolab Company



Notice of Intent to Award a Sole Source Procurement

Date: December 12, 2019

NTSS-008-20

Due Date for Comments: December 18, 2019

E-mail Address: rlowery@hollywoodfl.org

Fax Number: 954-921-3086

THIS IS NOT A COMPETITIVE BID

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

The Procurement Services Division has received a request to make the following sole-source procurement:

Requesting Department/Office: Public Utilities

Product and/or services to be purchased: Nalco PC-1850T Antiscalant.

Anticipated Cost: \$150,000.00

Sole Source Justification: Nalco Water is the sole source provider of Nalco PermTreat fluorescent-tagged membrane antiscalant PC-1850T.

Action To Be Taken:

No action is required if you agree this proposed purchase is a valid sole-source. If you do not agree that this proposed purchase is a sole-source, you may respond by submitting in writing their name, address, point-of-contact, telephone number, email, and a statement regarding capability to provide the specified procurement. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within five (5) business days after the date of publication of this synopsis will be reviewed by the City.

All responses must be in writing and returned to ATTN: Robert Lowery, by Email or Facsimile number 954-921-3086 prior to the "Due Date for Comments." Please do not submit a bid for this public posting.

Procurement Services Division
2600 Hollywood Boulevard, Room 303
Hollywood, Florida 33020

Welcome dmainero@hollywoodfl.org | [Logout](#)Need assistance?
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or call 800-990-9339
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[Schedule](#) [Task](#) [Note](#)
[Vendor view of bid](#)[Chat](#) | [Description](#) | [Attachments](#)

Bid #NTSS-008-20 - Nalco PC-1850T Antiscalant NOTICE TO SOLE SOURCE

Time Left Bid has ended.**Time Started** Dec 11, 2019 11:57:41 AM EST**Time Ended** Dec 19, 2019 6:00:00 PM EST**Agency Information** City of Hollywood, Florida, FL ([view agency's bids](#))**Notifications**[Report](#) [Bidder Activity](#)# of suppliers that viewed 19 ([View](#))**Q & A**[View Questions & Answers](#)

Q&A Deadline: Dec 18, 2019 3:00:00 PM EST

Bid Classifications [Classification Codes](#)**Bid Regions** [Regions](#)**Bid Contact** [see contact information](#)**View Rules** Click here to [change](#) the rules for this bid.**Best and Final Offer:** [Create](#)**Approval****View Approval Flow** [View Approval Flow](#)**Approval Status** Approved**Description****Bid Number** NTSS-008-20**Title** Nalco PC-1850T Antiscalant**Budgeted Amount** \$150,000.00 ([change](#))**Estimated Amount** \$150,000.00**Estimated Amount** \$150,000.00 (This price is estimated - not guaranteed)**Description** Nalco Water is the sole source provider of Nalco PermTreat fluorescent-tagged membrane antiscalant PC-1850T.

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

Documents[Select All](#) | [Select None](#) | [Download Selected](#)☐ 1. [NTSS-008-20 Nalco.pdf](#) ([download](#))

= Included in Bid Packet = Excluded from Bid Packet

Contractor Advertisements[View All Ads](#)

There are no advertisements on this solicitation.

NOT AWARDED REASON

The City of Hollywood did not receive any responses to the NTSS and will proceed with award to Nalco Water.

Questions? Contact a BidSync representative: 800-990-9339 or email: support@bidsync.com

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