

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20120505**

**1. ACTION REQUESTED/PURPOSE:**

- A. Reject the sole response to Formal Quote No. Q-120203 from the Hach Company, as it contains terms and conditions that are not in the best interest of Lee County.
- B. Grant Procurement Management authority to negotiate with Hach Company for the purchase of lab equipment and supplies at the most competitive prices, and under terms and conditions acceptable to Lee County.
- C. Authorize the Chairman to execute any Agreement, including a Purchase Agreement, resulting from the negotiation process upon presentation.
- D. Authorize expenditure in an amount not-to-exceed \$150,000 annually.

**2. FUNDING SOURCE:**

Various, depending on the department requiring the products and services.

**3. WHAT ACTION ACCOMPLISHES:**

If negotiations are successful, it will allow county departments to purchase lab equipment and supplies at competitive prices.

**4. MANAGEMENT RECOMMENDATION:** Approve.

**5. Departmental Category:** C7B

**6. Meeting Date:** 6/12/2012

**7. Agenda:**

Consent

**8. Requirement/Purpose:** *(specify)*

- Statute
- Ordinance
- Admin Code AC-4-1
- Other

**9. Request Initiated**

**Commissioner:**  
**Department:** PROCUREMENT  
 MANAGEMENT  
**Division:** No Divisions  
**By:** Robert Franceschini

**10. Background:**

Most of the County lab equipment is Hach equipment, which requires supplies from Hach Company to maintain and use. The County currently has a purchase agreement with Hach Company that will soon expire. Procurement Management did solicit quotes under Q-120203 and received the sole response from Hach Company. This response included conditions unacceptable to the County. Therefore, in order to address the unacceptable purchase conditions, Procurement Management seeks authority to pursue direct negotiations with Hach Company regarding pricing as well as the terms and conditions of purchase.

It is anticipated the contract period will be for one year with the option to renew for four additional one year terms. The estimated annual expenditure on lab equipment and supplies is approximately \$150,000.

**Attachments:**

- (1) Hach Company response to Q-120203, including proposed conditions.
- (2) Request for Quotations: Q-120203.

**11. Required Review:**

<i>Robert Franceschini</i>	<i>Robert Franceschini</i>	<i>Anne Henkel</i>	<i>David Harris</i>	<i>Dawn Perry-Lehnert</i>	<i>Holly Schwartz</i>
PROCUREMENT MANAGEMENT	Purchasing	Budget Analyst	Budget Services	County Attorney	County Manager

**12. Commission Action:**