

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

Blue Sheet No. 20120431

1. ACTION REQUESTED/PURPOSE:

- (A) Approve Bid Waiver # W-120142 to waive the formal quotation procedure, and allow the Lee County Utilities to purchase Installations, Repairs and Services for SCADA Pack Telemetry System on an ongoing basis from the exclusive distributor Power Rich Systems.
- (B) LCU estimates expenditures not to exceed \$270,500 annually for installations of new equipment, programming, repairs and servicing new and existing systems.

2. FUNDING SOURCE:

Fund-Lee County Utilities Operations, Lee County Utilities Capital Improvements; Programs-Water Treatment Plants, Wastewater Treatment Plants, Wastewater Collection, Water Distribution, Instrumentation/Electrical Maintenance, SCADA upgrades and Improvements, Fiber Optic Upgrades; Projects-Other Contracted Services, Maintenance Materials, and Equipment Maintenance.

3. WHAT ACTION ACCOMPLISHES:

Allows Lee County Utilities (LCU) to acquire new telemetry systems to replace obsolete equipment and add systems to new infrastructure, and receive programming, repairs and other miscellaneous services on an as needed basis, in a cost effective, efficient, and timely manner.

4. MANAGEMENT RECOMMENDATION: Approve

5. Departmental Category: A13A

6. Meeting Date: 6/5/2012

7. Agenda:
Administrative

8. Requirement/Purpose: (specify)
 Statute
 Ordinance
 Admin Code AC-41
 Other

9. Request Initiated Commissioner:
Department: UTILITIES
Division: No Divisions
By: Pam Keyes

10. Background:

On April 23, 2012, the Procurement Division received a request from the LCU to waive the formal quotation procedure to allow for the purchase of Installations, Repairs and Services for the SCADA (Supervisory Control and Data Acquisition) Pack Telemetry System from Power Rich Systems, the exclusive distributor. The SCADA system provides remote control and monitoring of the waste water lift stations, source water wells, water pressure sites and reclaimed water systems. It provides alarms when equipment fails for timely response.

Power Rich Systems is a local company that is currently the exclusive distributor of the SCADA Pack Telemetry Systems. Schneider Electric manufactures the SCADA Pack Telemetry Systems and anticipates it will provide this product through other premier distributors within the next couple of years, which will end the need for a sole source provider. The Procurement Division will perform a quotation procedure at that time to obtain competitive pricing.

Lee County has used the Motorola Moscad SCADA since 1990 in conjunction with the Motorola GCN County owned trunking system. The LCU's system includes approximately 400 units that are currently obsolete or will become obsolete within the next five to ten years. LCU has created a multi-year replacement program to ensure long-term reliability of the telemetry system, while protecting current investments.

11. Required Review:

<i>Pam Keyes</i>	<i>Emma Wolf</i>	<i>Mike Figueroa</i>	<i>Reginald Kantor</i>	<i>David Harris</i>	<i>Robert Franceschini</i>
UTILITIES	Budget Analyst	Risk	Budget Analyst	Budget Services	Purchasing
<i>Dawn Perry-Lehnert</i>	<i>Doug Meurer</i>				
County Attorney	Public Works Director				

12. Commission Action:

The Motorola Moscad SCADA is analog technology, which is being phased out for upgraded SCADA systems. Therefore, LCU must select a manufacturer who is well established and has a proven success record for providing digital SCADA services for utility applications. Staff field tested several SCADA system manufacturers using the following critical criteria: ability to withstand highly corrosive environments and varying temperatures, reputable company with long history of meeting water-wastewater industry standards, non-proprietary systems, secure communications, low maintenance needs, accessibility of parts and replacement equipment, ease of programming and success in other similar applications. SCADA Pack Telemetry System met each of these criteria and performed more effectively than the other tested equipment. In addition, the unit cost is approximately 50% less than the current analog Motorola Moscad units. Schneider Electric is a highly reputable company with a record of providing the highest customer service, including working with customers to ensure a path for migrating to upgraded systems in the future.

LCU has strived to be the most efficient and effective organization by standardizing equipment and utilizing high quality products that meet utility specific industry standards. Standardizing equipment allows for ease of stocking spare equipment, providing interchangeable parts, cost benefits of buying in bulk, systems able to integrate with each other, and effective staff training and establishing in-house expertise.

Account Strings: Various see attachment #1

Attachments:

- (1) Division's Request for Bid Waiver
- (2) Justification for Waiver Purchase
- (3) Vendor Sole Source Letter
- (4) Scheider Electric SCADA Pack Advantages