

# **Department of Purchasing and Contracting**

### INSTRUCTIONS FOR NON-COMPETITIVE PURCHASE REQUESTS

The Competitive Bidding Process is the preferred method of purchasing good or services. A waiver of this process must be requested on a case by case basis by completing a Non-Competitive Purchase Request Form in its entirety.

The form must be signed by Department Director of the User Department and submitted to the Director of the Department of Purchasing and Contracting by attachment to the requisition in Oracle.

Justification for the waiver must be provided on the request form. Additional pages may be attached if necessary.

Non-Competitive Purchase Requisitions must have a market/price reasonableness determination.

# **Emergency Purchase Request**

An Emergency Purchase Request is to be used when a User Department seeks goods or services due to an unexpected and urgent request where health and safety or the conservation of public resources is at risk. The request must be completed regardless of the time of the emergency occurrence or dollar amount of the requisition, and must include an explanation as to why the emergency cannot be responded to using the competitive process. Expiration of funds, administrative delay or expiration of a contract or quote is not acceptable criteria for an Emergency Non-Competitive Purchase.

# Sole Source Purchase Request

A Sole Source Purchase Request is to be used when a User Department seeks goods or services from the only qualified vendor or supplier that possesses the unique ability or available capacity to provide the requested goods or services. A vendor may be a sole source when the procurement involves proprietary technology, copyright, or patented information, goods or services. Additional justification for a Sole Source Purchase Request may include the requirement to match piece of existing equipment available only from the same source of original equipment or authorized dealer or an upgrade to existing software only available from the producer of the software;

A Sole Source Public Notice Form shall be posted on the County's website for five (5) business days and the results shall be attached to this Sole Source Purchase Request.

P&C Rev. 3/12/2021



P&C Rev. 3/12/2021

# Department of Purchasing and Contracting NON-COMPETITIVE PROCUREMENT REQUEST FORM

Requesting Department: Watershed Management	
Department Contact Person: Garry V. Kinnemore Telephone: 678 614-4441	
Email: gvkinnemore@dekalbcountyga.gov	
Requisition Number: 1065885 Suggested Supplier: McNaughton-McKay	
Estimated Amount of Purchase: \$ 2,100,000.00	
Detailed Description of the Goods or Services to be purchased: Rockwell Automation service	
and support	
<b>Emergency</b> (For Emergency Requests, Please check this box and answer <b>all</b> questions below.)	
Date and Time of Emergency Occurrence:	
2. Please state the nature of the emergancy posing a rick to public health, walfare, safety or resources:	
2. Please state the nature of the emergency posing a risk to public health, welfare, safety or resources:	,
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<ol><li>State how the Estimated Amount was determined to be Fair and Reasonable (attach supporting documentation):</li></ol>	
documentation).	
1	
✓ Sole Source (Please check box and answer all of the following completely.)	
Provide and explanation why the product, service or supplier requested is the only method that can	caticfy the
requirements. Please explain why alternatives are unacceptable. Be specific with regard to sp	
features, characteristics, requirements, capabilities and compatibility. (Attach additional do	
necessary):	•
This requisition is for the mission critical parts and services provided by Rockwell	
Automation/Allen Bradley via its distributor, McNaughton-McKay. McNaughton-McKay is the exprovider of Rockwell Automation parts and service for our region.	clusive
provider of Rockwell Automation parts and Service for our region.	
2. Will this purchase obligate us to a particular vendor for future purchases? (Either in terms of mainte	enance that
only this vendor will be able to perform and/or if we purchase this item, will we need more "like" ir	
future to match this one?) Explain in detail.	
Yes, Rockwell Automation/Allen-Bradley employs a limited distribution business model in whi	ch a
single distributor, McNaughton-McKay is designated and authorized for sale of Rockwell Aut product in our area.	omation
· · · · · · · · · · · · · · · · · · ·	
3. Explain the impact to the County or Public if this request is not approved.	
Failure to approve this request could disrupt service from any of three (3) Watershed Mana	gement
utilities. This could result in a loss of public confidence in those utilities.	i
 	j
I hereby request that this non-competitive procurement request be approved for the purchase of the above	stated
work, material, equipment, commodity, or service.	olulou
Department Director (Typed/Printed Name) David Hayes Signature: David Hayes Signature: David Hayes David Hayes David Hayes	: <u>07/08/2</u>
Do Not Write Below – for the Department of Purchasing and Contracting Use Only	
	e: 1/21/25
Crystal Digitally signed by Crystal	
	e: 1/21/25
Trocurement Manager (Typeu/Filited Name)	
Approved Not Approved	
Signature:, Director, Department of Purchasing and Contracting Date:	

**Print Form** 

(Additional information, attach pages if required):



## **Public Notice of Proposed Award of Sole Source Procurement**

#### **Section A – Description of Proposed Sole Source Procurement**

Description of Supplies/Services: Rockwell Automation hardware services and support

**Demonstration of Contractor's Unique Qualifications:** McNaughton-McKay Electric Company is the sole authorized distributor for the DeKalb County, GA area to provide local support, inventory, and services for Rockwell Automation hardware.

Section B – To Be Completed by the Department of Purchasing and Contracting

#### **Market Survey Results**

Date Public Notice posted on website: November 20, 2024

Date Public Notice closed: December 5, 2024

#### **Review of Offers**

Were any offers received (Yes/No): No

Number of offers received: 0

Responders: 0

#### Purchasing Agent review and recommendation:

McNaughton-McKay Electric Company is a wholesale electrical distributor serving markets in Michigan, Ohio, Georgia, North Carolina, and South Carolina. The company offers a wide range of products from basic electrical supplies to advanced automation systems. As a 100% employee-owned company with over 100 years of experience, McNaughton-McKay provides innovative solutions to improve productivity, reduce waste, and support industrial and commercial markets. Additionally, McNaughton-McKay focuses on sustainability through energy-efficient and renewable energy products, including those for solar energy projects.

The sole source request is necessary to acquire Rockwell Automation/Allen Bradley hardware for the Scott Candler, Snapfinger, and Pole Bridge plants. McNaughton-McKay is the exclusive distributor for Rockwell Automation products and services in DeKalb County, GA region. This purchase will ensure the continued operation of the plants by acquiring essential parts for the DWM's Variable Frequency Drive (VFDs) devices, programmable logic controllers (PLCs), and other equipment. These systems are crucial for controlling vital machinery in the plants. Without these parts and services, communication and equipment functionality could be disrupted, potentially leading to operational issues across all plants.

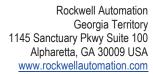
The Department of Watershed Management's purchase request, totaling \$2,100,000.00, covers a three-year term for the acquisition of Rockwell Automation/Allen-Bradley hardware and services through its authorized distributor, McNaughton-McKay. McNaughton-McKay has accepted the terms and conditions set by DeKalb County for this purchase. The company has been doing business with DeKalb County for over 20 years. While there is currently no active contract on file with McNaughton-McKay,



the company has provided the County with products and services totaling \$3,803,858.80. Over the past 12 months, DeKalb County has expended \$305,095.33 with McNaughton-McKay.

My recommendation is to approve the sole source request for the purchase of Rockwell Automation/Allen-Bradley hardware and services from McNaughton-McKay to ensure the continued operation of critical equipment at the Scott Candler, Snapfinger, and Pole Bridge plants

Tina L. Richardson	1/7/25	
Agent Signature	Date	
Crystal Creekmore Date: 2025.01.13 20:10:48 -05'00'	1/13/25	
Procurement Manager Signature	Date	





November 20th, 2024

Garry Kinnemore Attn: Purchasing and Contracting Dekalb County 1300 Commerce Dr. Decatur, GA 30030

Re: McNaughton-McKay Electric (Authorized Rockwell Automation | Allen-Bradley Distributor)
Rockwell Automation extends and enhances its own significant automation capabilities by partnering with a network of authorized distributors. Some of the many benefits that customers enjoy working with their local authorized Allen-Bradley distributor include:

- Access to local distributor inventory (including spares and replacement parts)
- Technical assistance from local distributor product specialists
- A knowledgeable staff that has access to factory training
- Rockwell Automation support of local distributor activities

McNaughton-McKay Electric Company – Norcross, GA is the only distributor authorized by Rockwell Automation to sell Allen-Bradley and Rockwell Software products, along with related services; including technical support contracts as well as training, in the geographic area in which your facility is located. As a matter of Company policy, Rockwell Automation only provides product and sales support to the local authorized distributor, and it is our practice and policy to always promote and recommend that customers buy from their local authorized Allen-Bradley / Rockwell Automation distributor. Rockwell Automation discourages purchasing from non-authorized sources, including distributors who may hold an Allen-Bradley appointment in another area.

If you purchase Allen-Bradley / Rockwell Automation products from an unauthorized source, you may not receive the latest version. The latest version of Allen-Bradley products, along with related factory product services, only is available through your local authorized Allen-Bradley / Rockwell Automation distributor.

Also, products that are not purchased directly from Rockwell Automation or its local authorized distributor may not be covered by a manufacturer's warranty. Rockwell Automation's standard

expanding human possibility









manufacturer's warranty covers new Allen-Bradley products for a period of one year from the date of Rockwell Automation's or its authorized Allen-Bradley distributor's invoice to the customer.

As a result, there is no assurance that products sourced from unauthorized parties will carry a valid and unexpired manufacturer's warranty. Customers purchasing products from unauthorized sources should not assume that they will receive any rights under any Rockwell Automation factory warranty. Only an authorized Allen-Bradley distributor may offer access to factory warranty coverage on Allen-Bradley products.

We recognize that price can be an important consideration in any purchasing decision; however, it also is important that customers understand what they are getting for that price (or in the case of purchases from an unauthorized source, what they are not getting). Rockwell Automation firmly believes that the best customer value in the long-run is achieved by dealing with the local authorized Allen-Bradley distributor.

Respectfully,

Steve Parkhill

**Territory Sales Manager** 

cc: McNaughton-McKay Electric Company – Norcross, GA

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# **ACKNOWLEDGEMENT**

6685 BEST FRIEND RD NORCROSS, GA 30071-2918 (770) 825-8600

Entered	C	Sustomer PO #	Customer #	Order #
1/15/25	R	OCKWELL PO	11026240	24531851-00
Place	d By	Sales Rep In	Sales	Rep Out
GAF	RRY DICKS, GLENDA		BROWN	N, DAVID M.
Take	n By	Requested Ship Date	Requested Ship Date Printed Date	
1B	R1 1/16/25		1/15/2	5 3:22 PM

BIII To DEKALB CO DIROF FINANCE ATTN: ACCOUNTS PAYABLE 1300 COMMERCE DR DECATUR, GA 30030-3214 Ship To DEKALB COUNTY PUBLIC WORKS POLE BRIDGE WPC FACILITY 4664 FLAT BRIDGE RD LITHONIA, GA 30038-4232

#### UNLESS OTHERWISE NOTIFIED THIS ACKNOWLEDGMENT CONFIRMS ITEMS ORDERED

Instructions			Reference
Ship Point	Ship	) Via	Terms
MCNAUGHTON-MCKAY - NORCROSS	UPS GF	ROUND	NET30

#### **Notes**

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THIS QUOTE IS VALID FOR 90 DAYS

\*

Line	Product and Description	Order Qty	B/O Qty	Ship Qty	Estimated Ship Date	Unit Price	Price UM	Amount(Net)
1	ROCKWELL AUTOM. HARDWARE POLE BRIDGE WPC	1.00	1.00	0.00	12/31/25	150,000.00	EACH	150,000.00
	1 Lines Total	Total Order	Qty 1.00			Subtota Taxes nvoice Amoun al Amount Due	s t	150,000.00 0.00 0.00 150,000.00



QUOTE

\*\* G7 BEST FRIEND RD NORCROSS, 2 A 133QWH5WG (QQ3) GH7-G\* 33

Entered Date	Customer PO #	Customer #	Order#	
₩V <b>7</b> /H7	ROCK4 ELL PO	WW8H* HW8	HM71W* Q-33	
Placed By	Sales Rep In	Sales Rep Out		
2 ARRY	REYNOLDS, BYRON K.	BRO4 N, DA8ID 0.		
Taken By	Requested Ship Date	Printed Date and Time		
WBRW	WW∜/H7	WW7/H7 H:HGP0		

BIII TO
DEKALB CO DIROF FINANCE
ATTN: ACCOUNTS PAYABLE
W133 CO0 0 ERCE DR
DECATUR, 2 A 13313-1HWM

Ship To SCOTT CANDLER FILTER PLANT ATTN: MG13 4 INTERS C6 APEL RD DORA8 ILLE, 2 A 131\*3-WQ1W

# WE ARE PLEASED TO PROVIDE THE FOLLOWING QUOTE FOR YOUR REVIEW QUOTES ARE VALID FOR 30 DAYS WITH THE EXCEPTION OF COMMODITIES OR WHERE OTHERWISE NOTED

Instructions		Reference		
Ship Point	Ship	) Via	Terms	
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Line	Product and Description	Quote Qty	Net Avail	Estimated Ship Date	Unit Price	Price UM	Net Amount (\$)
1	ROCKWELL AUTOM. HARDWARE SCOTT CANDLER FILTER	W33	3.33	W₩1WH7	W373,333.33	EAC6	W373,333.33
1	Lines Total	Total Qty Quoted 1.00				Subtotal Taxes Total	1,050,000.00 0.00 1,050,000.00



QUOTE

77H2 BEST FRIEND RD NORCROSS, UA 0M/83-653H (88M) H62-H7MM

Entered Date	Customer PO #		Customer #	Order#		
3/32/62	ROCKY ELL PO		ROCKY ELL PO		33M6764M	64203H0MMM
Placed B	у	Sales Rep In	Sales Rep Out			
UARRW	UARRW DICKS, ULENDA		BROY N, DA9ID G.			
Taken B	у	Requested Ship Date	Printed Date and Time			
3UD		3/37/62	3/32/62 0:64 PG			

BIII TO
DEKALB CO DIROF FINANCE
ATTN: ACCO1 NTS PAWABLE
30MMCOGGERCE DR
DECAT1 R, UA 0MMM0634

Ship To SNAPFINUER Y PC FACILITW ATTN: 4364 FLAKES GILL RD DECAT1 R, UA 0M/04-2H68

# WE ARE PLEASED TO PROVIDE THE FOLLOWING QUOTE FOR YOUR REVIEW QUOTES ARE VALID FOR 30 DAYS WITH THE EXCEPTION OF COMMODITIES OR WHERE OTHERWISE NOTED

Instructions			Reference
Ship Point	Ship	Via	Terms
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Line	Product and Description	Quote Qty	Net Avail	Estimated Ship Date	Unit Price	Price UM	Net Amount (\$)
1	ROCKWELL AUTOM. HARDWARE SNAPFINUER Y PC FACILITW	3.MM	MMM	3/37/62	5М/ММММ	EAC*	5М/ММММ
1	Lines Total	Total Qty Quoted 1.00	)			Subtotal	900,000.00
						Taxes	0.00
						Total	900,000.00

From: <u>David Brown</u>
To: <u>Kinnemore, Garry V.</u>

Cc: Young, Josephus; Patterson Jr, John A.; Byron Reynolds

**Subject:** RE: Renew McNaughton McKay (3) year Contract Purchase Agreement.

**Date:** Monday, April 22, 2024 1:49:06 PM

Attachments: <u>image001.pnq</u>

Dekalb PO Terms.pdf

Dekalb - sole source 2024.pdf Quote 24531851-00.pdf Quote 24531830-00.pdf Quote 24531667-00.pdf

Garry,

Please see the following information:

- Please let this email serve as acceptance to the attached updated Terms & Conditions.
- Attached is an updated Sole Source Letter from Rockwell.
- Attached is 3 quotes that total \$2.1 million, each specific to the (3) plants.

We look forward to continuing our partnership with Dekalb in supporting your needs.

Thanks,



From: Kinnemore, Garry V. <gvkinnemore@dekalbcountyga.gov>

**Sent:** Monday, April 15, 2024 11:31 AM **To:** David Brown <BrownD@mc-mc.com>

**Cc:** Young, Josephus < jyoung 5@dekalbcountyga.gov>; Patterson Jr, John A.

<japatterson@dekalbcountyga.gov>

Subject: Renew McNaughton McKay (3) year Contract Purchase Agreement.

# Warning: This email originated from the Internet!

\*\*\* Be careful clicking on links and opening attachments \*\*\*

Questions - Contact your local McMc HelpDesk

### David,

May I please get you to send me documents needed to renew the three
 (3) year contract for McNaughton-McKay to provide parts and services

### to DeKalb Watershed Management?

- 2. This includes the following:
  - a. Quote for \$2.1 million for three (3) years addressed to
    DeKalb County Purchasing and Contracting
    1300 Commerce Drive
    Decatur, GA 30030
  - b. Updated Terms & Conditions (Note; in attachment #1 I have included DeKalb's Terms if the vendor agrees, they will need to sign it in any "white space" or send an email stating that they accept DeKalb's Terms).
  - c. A Sole Source letter addressed to:

    DeKalb County Purchasing and Contracting
    1300 Commerce Drive
    Decatur, GA 30030
- 3. May you please give me a call when you receive this email?

Thank you;
Garry V. Kinnemore
Maintenance Coordinator
Scott Candler Water Treatment Plant
678-614-4441

From: Lockett, Georginna L. <<u>gllockett1@dekalbcountyga.gov</u>>

**Sent:** Thursday, April 11, 2024 1:28 PM

**To:** Kinnemore, Garry V. <<u>gvkinnemore@dekalbcountyga.gov</u>>

**Cc:** Gobin, Kenneth H. < <a href="mailto:khgobin@dekalbcountyga.gov">khgobin@dekalbcountyga.gov</a>>; Decker, Colin J.

<<u>cjdecker@dekalbcountyga.gov</u>>; Clark, Stephanie Y. <<u>sycontee@dekalbcountyga.gov</u>>; Patterson Jr, John A. <<u>japatterson@dekalbcountyga.gov</u>>; Young, Josephus <<u>jyoung5@dekalbcountyga.gov</u>>

**Subject:** FW: SOLE SOURCE purchase McNaughton McKay 3 year Agreement

Please renew this as well.

#### Thanks

From: Stroman, Valencia D. < vstroman@dekalbcountyga.gov >

**Sent:** Thursday, April 11, 2024 12:15 PM

**To:** Gobin, Kenneth H. < <a href="mailto:khgobin@dekalbcountyga.gov">khgobin@dekalbcountyga.gov</a>>; Decker, Colin J.

<<u>cjdecker@dekalbcountyga.gov</u>>; Patterson Jr, John A. <<u>japatterson@dekalbcountyga.gov</u>>; Lockett,

Georginna L. <gllockett1@dekalbcountyga.gov>

**Cc:** Lavala, Yasah R. <<u>yrlavala@dekalbcountyga.gov</u>>; Jackson, Shaundra E

<sejackson@dekalbcountyga.gov>; Gilbert, Sonia A. <sagilbert1@dekalbcountyga.gov>

Subject: SOLE SOURCE purchase McNaughton McKay 3 year Agreement

#### Good Afternoon!

Please be advised that CPA 1261703 will expire 31-Jul-2024

If you are interested in another 3-year agreement, we will need the following documents:

- Quote for 3 years
- Terms & Conditions (I have included DeKalb's Terms if the vendor agrees, they will need to sign it in any "white space" or send an email stating that they accept DeKalb's Terms)
- PCAR
- Sole Source letter
  - Properly addressed:
    - DeKalb County
    - 1300 Commerce Drive
    - Decatur, GA 30030
    - Attention: Purchasing and Contracting
- Requisition

Thanks everyone.

## Best Regards, Valencia D. Stroman

Fiscal Assistant

DeKalb County Department of Watershed Management

1580 Roadhaven Drive Stone Mountain, Georgia 30083 vstroman@dekalbcountyga.gov





