

MARKET SURVEY

ITB Number: 21-101422

Agent: Angel Frazier

Project Name: Ozone Generation Support (Three (3) Year Multiyear Contract) **Department:** DWM

Prepared By: Renee' Stevenson

Company	Contact #	Contact Person	Receive bid invitation ? Yes/No	Non-Response Justification	Bid in Future
SMB Machinery LLC	(770)704-2000	Josh Fieseler josh@smbsales.com Nathan Munger nmunger@smb sales.com	Yes	Josh advised on 02/01/22 and 01/12/22 that company was not interested in this solicitation due to his company sells beverage machines.	No
Oxygen Solutions	Samson Durrar 1(866)416-0516	Samson Durrar Samson.durrar@benchmarkin.ca info@osioxygen.com	Yes	Received an email from Samson Durrar advising the reason Oxygen Solutions did not submit a bid was due to not enough time allocated to submit a bid. He advised they received the ITB information the day of the LSBE meeting.	Yes, would like to participate in future ozone projects.
Oxidation Technologies, LLC.	(515)635-5854	Joel Leukin joel@oxidationtech.com sales@oxidationtech.com Becky Elgersma becky@oxidationtech.com	No	Received a forwarded email from Becky Elgersma/Joel Leukin advising that they did not receive the bid invitation.	Yes, we would like to submit in the future.

Summary: According to two vendors, they either never received the Invitation to Bid or did not have enough time to submit a bid. These issues can be caused by many factors like internal company routing of emails from a general customer service inbox. DeKalb can avoid this issue by ensuring up-to-date direct contact person information for a company. The last vendor advised that they sold beverage machines; therefore, it was outside their scope of work.