



DeKalb County Government

Manuel J. Maloof Center
1300 Commerce Drive
Decatur, Georgia 30030

Agenda Item

File ID: 2021-3434

Substitute

1/25/2022

Purchasing Type: Low Bidders (LB)

Public Hearing: YES NO

Department: Purchasing & Contracting

AGENDA ITEM:

Commission District(s): All

LB - Invitation No. 21-101412 SCADA Controls and Instrumentation (Three (3) Year Multiyear Contract): for use by the Department of Watershed Management. Consists of providing management of SCADA software systems at various water treatment plants and wastewater treatments plants within the County. Recommend award to all bidders who are responsive and responsible: Microfusion Engineering Laboratories, Inc., TESCO Controls Inc., Electric Machines Control, Inc., and L. L. Blue Engineering, Inc. Total Amount Not to Exceed: \$8,935,170.00.

Information Contact: Cathryn Horner, Chief Procurement Officer

Phone Number: (404) 371-6334

PURPOSE:

Consists of providing management of SCADA software systems at various water treatment plants and wastewater treatments plants within the County. Five (5) bids were received.

This substitute is to reduce the funding requested from \$10,746,000.00 to \$8,935,170.00 in accordance with the amount supported by OIIA.

RECOMMENDATION:

Recommend award to all bidders who are responsive and responsible

Microfusion Engineering Laboratories, Inc.; 3039 Amwiler Road, Suite 122-124, Atlanta, GA 30360

Note: LSBE Participation: 20%

Estimated Amount: \$1,240,170.00

TESCO Controls Inc.; 8440 Florin Road, Sacramento, CA 95828

Note: LSBE Participation: 20%

Estimated Amount: \$2,612,700.00

Electric Machines Control, Inc.; 7015 Haisten Drive, Trussville, AL 35173

Note: LSBE Participation: 20%

Estimated Amount: \$2,483,100.00

L. L. Blue Engineering, Inc.; 1800 Phoenix Boulevard, Building 100, Suite 128-5, College Park, GA 30349

Note: LSBE Participation: 35%



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Estimated Amount: \$2,599,200.00

Total Amount Not to Exceed: \$8,935,170.00

ADDITIONAL INFORMATION:

- | | |
|------------------------------|-----------------------------------|
| 1. Contract Effective Date: | 10 days from Notice to Proceed |
| 2. Contract Expiration Date: | Three (3) Year Multiyear Contract |
| 3. Funding: | General - Operating (DWM) |
| 4. Additional Bidder(s): | |

IS International Services, LLC
1305 Lakes Parkway Suite 112
Lawrenceville, GA 30043
(Non-Responsive)

TO: David Hayes, Director, Department of Watershed Management

FROM: Kyheem Bristol, Procurement Agent, Team A

SUBJECT: ITB No. 21-101412 SCADA Controls and Instrumentation (Three (3) Year Multiyear Contract)

DATE: October 28, 2021

It is requested that you do the following:

1. Please review the attached bids associated with the above referenced solicitation and provide your award recommendation. You are looking for the lowest, responsive and responsible bidder. Your review should ensure that you are confident that your recommended supplier(s) can in fact provide the goods and services required.
2. Please provide the following information in the space provided on page two:
 - a. Specific justification why in your professional opinion the recommended vendor should be awarded the contract.
 - b. Advise of any problems in connection with the selected vendor(s), if any exist.
 - c. If you find bidders who offer lower prices than your recommended supplier(s), then you must provide specific justification why they are either non-responsive* (did not follow the instructions found in the solicitation) or non-responsible** (not able to perform/deliver as minimally required according to the scope of work found in the solicitation).

**Note – The Department of Purchasing and Contracting is ultimately responsible in determining if a bidder is non-responsive, but input/feedback from the user department is always important to us.*

***Note – The user department and the Department of Purchasing and Contracting must mutually agree before determining if a bidder is non-responsible.*

3. Return required documents within **ten (10)** business days.

If you have any questions, please contact me at kbristol@dekalbcountyga.gov.

ITB No.: ITB No. 21-101412 SCADA Controls and Instrumentation (Three (3) Year Multiyear Contract)

User Department's Recommendation

TESCO Control, Electric Machines Control ,Microfusion Engineering Laboratories , L. L. Blue Engineering

Recommended Bidder: _____ meets our approval.

Amount Spent on Previous Contract: N/A

Name of Fund: Enterprise (511)

Project Amount This Term: \$8,935,170.00

Justification:

ITB Controls System Services Recommendation
Microfusion Engineering Laboratories submitted the lowest bid. However, after further review of the Invitation TO BID(ITB) NO. 21-101412 and all bidders proposal it was apparent that there are weaknesses in them being a total solutions provider.

Industrial Control System (ICS) and SCADA systems are composed of 6 distinct layers:

- Field Devices Layer 0
- Controller/Data Gathering / Distribution Layer 1
- Transport/Communication Layer 2
- System Level Layer 3
- Application Layer 4
- Enterprise Layer 5

Although all bidders minimally qualify, they all have apparent strengths and weaknesses in relationship to the aforementioned. The following observations were made:

• TESCO Controls Incorporated is a total solutions provider, a solutions partner to all of our main equipment vendors Rockwell Automation and Siemens, as well as they are certified in all SCADA hardware and software equipment and products that we utilize at DWM. They also have a manufacturing facility to produce control panels and extensive experience supporting water and wastewater municipalities and a customer technical training program.

• Electric Machine Control Inc is a total solutions provider that is ISO9001 certified, UL 508 and 698 certified for industrial control panels and safety, VTScada integrator certified with extensive experience in water and wastewater municipality support ICS and SCADA support of Rockwell Automation products

• L.L. Blue Engineering is SCADA Cybersecurity certified, HMI integrator certified and has experience supporting wastewater municipalities.

• Microfusion Engineering Laboratories is Wonderware SCADA HMI and Inductive Automation Ignition SCADA HMI certified integrator. Experience is Distributed Control Systems (DCS), engineering, and simulation and testing of systems but not necessarily supporting of systems.

Additionally, the amount of work that needs to be done is enormous, varied and in many cases will be done simultaneously at multiple facilities. It is the recommendation of the user agency that all bidders are awarded an equal amount of the budgeted amount of \$3,582,000.00(annually) x 3 years = \$10,746,000.00 to mitigate risk of work stoppages as well as the assurances of the assignment of the correct subject matter expertise.

TESCO Controls Incorporated \$870,900.00 (annually) x 3 years = \$2,612,700.00

Electric Machines Control \$827,700.00(annually) x 3 years = \$2,483,100.00

Microfusion Engineering Laboratories \$413,390.00 (annually) x 3 years = \$1,240,170.00

L. L. Blue Engineering \$866,400.00 (annually) x 3 years = \$2,599,200.00

Total Amount for multi-year agreement (3 year) = \$8,935,170.00

David Hayes - DWM Director

Name, Title

Date

Dehayes Digitally signed by Dehayes
Date: 2021.11.04 18:09:55
-04'00'

Department Director

Date