

**DEPARTMENTAL INPUT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION**

Rev 1

New contract
 OTR
 CO
 SS
 BW
 Emergency

Previous Contract/Project No:
BW7051-2/11-2

Re-Bid
 Other

LIVING WAGE APPLIES: ___ YES ___ X ___ NO

Requisition/Project No: RQPR1100027

TERM OF CONTRACT: Three (3) years.

Requisition/Project Title: Pool Chemical Controller System Maintenance and Repair Services

Description: To establish a bid waiver contract with Commercial Energy Specialists, Inc., to provide maintenance and repair services for existing Strantrol / Stranco and BECS pool chemical controller systems, for the Parks, Recreation and Open Spaces and Miami-Dade Police Departments, as required.

User Department(s): PROS and MDPD

Issuing Department: Internal Services Dept., Procurement Management

Contact Person: Pablo Martinez

Phone: 305-375-5312

Estimated Cost: \$67,350.00 for three years

Funding Source: General Funds

ANALYSIS

Commodity/Service No: 890-08		SIC:	
Based on the market research findings, Commercial Energy Specialist, Inc. (CES) is the sole source for OEM parts and service in the State of Florida. Therefore, Miami-Dade County will establish a non-competitive contract with CES, for purchase of OEM parts, maintenance and repair services for pool chemical controllers. It is recommended that no measures be applied to this contract.			
Trade/Commodity/Service Opportunities			
Contract/Project History of Previous Purchases For Previous Three (3) Years Check Here <input type="checkbox"/> if this is a New Contract/Purchase with no Previous History			
	EXISTING	2ND YEAR	3RD YEAR
Contractor:	Commercial Energy Specialist, Inc.	Commercial Energy Specialist, Inc.	Commercial Energy Specialist, Inc.
Small Business Enterprise:			
Contract Value:	\$28,450.00	\$22,450.00	\$69,800.00
Comments: Commercial Energy Specialist, Inc. is the sole source for OEM parts and service in the State of Florida.			
Continued on another page (s): ___ Yes ___ No			

RECOMMENDATIONS

SBE	Set-Aside	Sub-Contractor Goal	Bid Preference	Selection Factor
		%		
		%		
		%		
		%		

Basis of Recommendation:

Signed: Pablo Martinez

Date to DBD: November 21, 2011

Date Returned to DPM: _____

RECEIVED
 DEPT. BUSINESS DEV.
 2011 NOV 21 PM 6:03



November 4, 2011

Mr. Pablo Martinez
Miami-Dade County Internal Services Department
Procurement Management
Stephen Clark Center
111 NW 1st Street
Miami, FL 33128

Pablo,

Please be advised that Commercial Energy Specialists, Inc., 860 Jupiter Park Drive, Suite #2, Jupiter, FL 33458 is BECS Technology, Inc.'s sole source for sales, service and warranty administration, in the Florida and Caribbean region. This relationship for support of the BECSys Controller line and related products has been in effect since September 1, 2005.

BECS Technology, Inc. has been in business since 1991. During this time BECS has designed and manufactured many aquatics controllers, including the System3, System4, System5, System5F, System6, System7 and Setpoint controllers marketed by Stranco, Inc. under the Strantrol® name. In 2005 BECS made the decision to stop marketing and supplying aquatics controllers through Stranco, and introduce the BECSys™ line of aquatics controllers. BECS now warrants and services, through our exclusive distributors, all of the above products from our factory in St. Louis with original parts.

We have chosen CES because of their expertise in all commercial pool markets, and feel they are the best company to represent BECS and our products. If you have any further questions regarding this matter please feel free to call.

Best regards,

Brett D Steinbrueck

Brett D. Steinbrueck
President

CC: CES

Strantrol® is a registered trademark of Stranco, Inc. BECS is not affiliated with Stranco, Inc.

BECS Technology, Inc.
9487 Dielman Rock Island Industrial Drive, St. Louis, Missouri 63132
(314) 567-0088 (314) 567-0610 FAX
www.becs.com

MARKET RESEARCH

<input type="checkbox"/> Bid No. Other <input checked="" type="checkbox"/> RQPR1100027	OTR: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO
Title: Pool Chemical Controller System Parts, Maintenance, and Repair Service	Current OTR Year : N/A Expiration Date: N/A
Procurement Contract Officer/Associate: Pablo Martinez, CPPB	Recommendation: Exercise OTR <input type="checkbox"/> Proceed with Non-Competitive Bid <input checked="" type="checkbox"/> Solicit Bids <input type="checkbox"/>

Background:

The Miami-Dade County Park, Recreation and Open Spaces (PROS) is requesting a replacement contract for purchase of new parts, maintenance and repair services for existing pool chemical controller systems, installed in various pools located throughout the County. These controllers monitor and adjust the chemicals in the pool to ensure that the water is clean and safe for pool patrons. In addition, the Miami-Dade Police Department (MDPD) also requires the services for the pool located at the Miami-Dade Public Safety Training Institute (MDPSTI). The MDPSTI Aquatic Center pool is utilized by several law enforcement agencies for training purposes.

Both County departments are using the current contract (BW7051-2/11-2) for these services. The current contract term is from September 1, 2010 through February 29, 2012. The incumbent vendor is Commercial Energy Specialists, Inc. (CES).

Maintaining the pool clean and with the appropriate balance of chemicals ensures clean and safe swimming water and prevents costly repairs due to eroded surfaces, surface deposits, and corrosion of pool equipment.

Market Research

Market research was conducted to determine the vendors available in the marketplace which can provide original equipment manufacturer (OEM) parts, maintenance and repair services, as required by PROS and MDPD. In addition, an email blast was sent to State and Local municipalities to locate a contract for repair and maintenance of pool chemical controller systems. No responses were received.

Furthermore, the County's BTS database was searched for a similar contract, but no other contract was found that provides for pool chemical controller maintenance and repair services.

The internet was searched for vendors that provide the pool chemical controller services required by the County. Two companies were located: Siemens, and Commercial Energy Specialists, Inc. (CES). CES is the incumbent vendor providing OEM parts and services to the County.

Internal Services Department (ISD) staff called Siemens to request additional information on the services they provide. However, Siemens explained that they do not provide parts or repair services directly, but through a distributor. The name and contact information of the Siemens' distributor is listed below:

Frey Technologies, Inc.
2194 Walworth Penfield Road
Walworth, NY 14568
Tel.: 315-986-1330

ISD staff contacted Frey Technologies requesting information on their capabilities, specifically the ability to provide new OEM parts. Frey Technologies indicated that they are authorized to provide parts and services for all Siemens products.

However, Frey Technologies does not provide OEM parts and service for the Stranrol System 2, System 3, System 4, System 5, System 5F, System 6, System 7, and all BECS controllers MR1 and MR2. Frey is the authorized Siemens distributor to perform work on the Stranrol System 3i and Siemens Stranrol Impact. Stranco and Stranrol are registered trademarks of Siemens Water Technologies.

However, BECS Technology is the manufacturer and of all of the existing pool chemical controllers installed in the County pools. CES is the sole source for new OEM parts, service and warranty of all BECS designed and manufactured pool chemical controllers. Below is a list of controllers serviced by CES, the authorized BECS distributor.

Stranco / Stranrol

- System 2
- System 3
- System 4
- System 5
- System 5F
- System 6
- System 7

BECS controllers

- BECSys5
- BECSys7

Research Findings:

Based on the findings that Commercial Energy Specialist, Inc. (CES) is the sole source for OEM parts and service in Florida, it is recommended that Miami-Dade County establish a non-competitive contract with CES, for purchase of OEM parts, maintenance and repair services for pool chemical controllers.

Supervisor: _____

Manager: _____

Justification/Input Document for "Bid Waiver"

Title: Strantrol Chemical Pool Controller System Maintenance

ITB # _____

It is the policy of Miami-Dade County, to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes DPM can help to avoid delays and to facilitate effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to the IT Unit for approval and execution in order to waive the competitive bid/proposal process for information technology purchases.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process.

Purchase Requisition No. _____ Contract #: N/A Date Required: _____ Est. Value: \$20,000.00
 Proposed Vendor: Commercial Energy Specialists Inc. Previous Contract #: BW7061-2/11-2 Estimated Cost: \$20,000.00 Comm. #: 988-52 BCC Date: N/A

1. Purpose of the purchase. Please describe your minimum requirements and the benefits of making the acquisition.

The Miami-Dade Police Department, Facilities Maintenance Unit, currently maintains the swimming pool at the Training Bureau. The replacement contract will provide monthly preventative maintenance, as well as perform required services and repairs. Additionally, chemicals and supplies will be purchased on a needed basis. This will ensure proper functioning of the Strantrol chemical pool controller system.

2. Best interest of the County. Please give a detailed description why a waiver of minimum requirements is in the county's best interest (e.g. product standardization, compatibility, proprietary access or distributorship, etc). Please note that advance planning is not an acceptable justification for a bid waiver.

The recommended vendor to award, Commercial Energy Specialists Inc., is the Florida/Caribbean Factory Authorized Service Center for the Strantrol chemical pool controller system and water treatment equipment. The vendor maintains a staff of Factory Certified Water Quality Technicians.

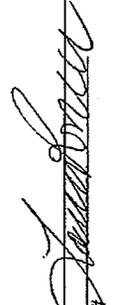
3. Market research. Please describe your market research and the results thereof. This should include a description of other similar sources or products available in the market, why they are not acceptable.

The manufacturer of the Strantrol Chemical pool controller system has authorized Commercial Energy Specialists Inc., as the sole distributor and service provider in South Florida. The vendor is certified to meet the requirements of the NSF/ANSI Standards.

Proposed Actions. Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.

Once companies are authorized by the manufacturer and/or distributor to service the existing controller system installed in the pool, we will include them in future solicitations, when available.

Laura Romano 305-471-2566
 Contact Person and Phone #



James V. Chius
 Department Director's Approval



Date Approved

10-25-11

Justification/Input Document for "Bid Waiver"

Title: Stratrol Chemical Pool Controllers

ITB # _____

It is the policy of Miami-Dade County, to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes DPM can help to avoid delays and to facilitate effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to the IT Unit for approval and execution in order to waive the competitive bid/proposal process for information technology purchases.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process.

Purchase Requisition No. _____

Contract #:

BW7051-2/11-2

Date Required:

11/1/2011

Comm. #:

988-52

Proposed Vendor:

CES Commercial Energy

Previous Contract #:

BW7051-2/07-2

Estimated Cost:

24,900.00

BCC Date:

1. Purpose of the purchase. Please describe your minimum requirements, and the benefits of making the acquisition.

The Department needs this contract to maintain in operational conditions the Stratrol Chemical Pool Controller systems currently installed at various pools throughout the County. This contract ensures proper function of the equipment and therefore saves in expensive repairs. The equipment also provides savings in pool chemicals, because it monitors the condition of the pool water, preventing over-dosing of costly chemicals and health concerns.

2. Best interest of the County. Please give a detailed description, why a waiver of formal bidding is in the county's best interest (e.g. product standardization, compatibility, proprietary access or distribution, etc). Please note that a lack of advance planning is not an acceptable justification for a bid waiver.

CES has exclusive access to original factory components and support in South Florida. Also, their field technicians are trained and certified by BECS, the manufacturer of Stratrol.

3. Market Research. Please describe your market research and the results thereof. This should include a description of other, similar sources of products available in the market, if any, and why they are not acceptable.

BECS Technology Inc., the manufacturer of Stratrol controller parts gave exclusive access to CES as their distributor in South Florida territory. Other vendors are not authorized by the manufacturer to carry or install their products.

4. Proposed Actions. Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.

The department will continue to research vendors that are authorized by the distributor that can provide these equipment, service, parts and repairs.

Jose Ponce 305-755-7825
Contact Person and Phone #

Department Director's Approval

Date Approved



11/5/11

Justification Continued

FOR DPM USE ONLY

Departments(s)	Allocation(s)	Negotiation Date:	Term of Contract:	OTR:
		Vendor:	Certificate of Competency:	
		Insurance Type:	Performance/Payment Bond:	
If this action consolidates any other contracts, please list them here:				
Contracting Officer	Date	Technical Services Director	Date	
Manager	Date	Competition/Advocate	Date	Director DPM