



MEMORANDUM

May 1, 2013

TO: Board of Mayor and Aldermen

FROM: Eric S. Stuckey, City Administrator *Eric*
Russell Truell, Assistant City Administrator / CFO
Mark Hilty, Water Management Director
Juan Davis, Water Reclamation Superintendent
Wayne Davenport, Water Reclamation Assistant Superintendent
Brian Wilcox, Purchasing Manager

SUBJECT: Consideration of bid award to ESC Lab Sciences of Mt. Juliet, TN in the total estimated amount based upon specified estimated quantities of \$45,059 per year for industrial pretreatment sampling and testing and Water Reclamation Facility influent and effluent testing contract services, for the Water Reclamation Division of the Water Management Department (Purchasing Office Procurement Solicitation No. 2013-017; \$150,000 budgeted in 431-82280-52213 for all outsourced water reclamation lab services for fiscal year 2013; Contract No. 2013-0055)

Purpose

The purpose of this procurement is to contract with a qualified laboratory for industrial pretreatment sampling and testing and Water Reclamation Facility influent and effluent testing services for a minimum of twelve (12) months effective July 1, 2013, with two options to extend the term of award for up to twelve (12) additional months each option, for the Water Reclamation Division of the Water Management Department. Pricing is to be established on a unit pricing basis.

Background

The City published on April 11, 2013 a Notice to Bidders in the *Williamson Herald* for the following wastewater treatment laboratory contract services for a minimum of twelve (12) months: (A) industrial pretreatment sampling and testing, and Water Reclamation Facility influent and effluent testing (Purchasing Office Solicitation No. 2013-017); and (B) aquatic toxicity (biomonitoring) testing (Purchasing Office Solicitation No. 2013-018); each being bid independently. In addition, bid documents were sent on or about the same date directly to four (4) potential bidders known or thought to be interested in this solicitation. Bids from three (3) vendors were publicly opened at the bid opening held on April 30, 2013. A tabulation of the bids received for this solicitation is attached.

Financial Impact

The apparent lowest, most responsive and responsible bid, from ESC Lab Sciences of Mt. Juliet, TN is in the total estimated amount based upon specified estimated quantities of \$45,059 per year for the specified services. This bid was identified because it is the lowest responsive and responsible bid that meets or exceeds the City's intention as expressed and implied by the City's specifications as well as the instructions, terms and conditions pertaining to this procurement solicitation. The Water Management Department Water Reclamation Division budget for fiscal year 2013 allocates \$150,000 out of the Wastewater Fund for the purchase of all outsourced water reclamation lab services. The fiscal year 2014 budget has not yet been approved.

It is worth noting that a lower bid was received. However, due to repeated performance lapses during the current term of award on the part of the bidder submitting the lower bid, staff recommends this bid be found to be not responsible.



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Options

In accordance with the bid documents, the City reserves the right to reject any and all bids.

Recommendation

Staff recommends that the City accept the apparent lowest best bid, from ESC Lab Sciences of Mt. Juliet, TN in the total estimated amount based upon specified estimated quantities of \$45,059 per year for the specified services for a minimum of twelve (12) months effective July 1, 2013, with two options to extend the term of award for up to twelve (12) additional months each option. Purchasing Manager Brian Wilcox is of the opinion that the prepared specifications as distributed allowed for competition among multiple vendors, and that the staff recommendation appears to be made in a fair and impartial manner based upon the bids received.

Tabulation of Bids *

Purchasing Office Solicitation No.:	2013-017 (industrial pretreatment sampling and testing and Water Reclamation Facility influent and effluent testing contract services)					
Notice to Bidders published in the <i>Williamson Herald</i> on:	4/11/13					
Number of vendors that were notified of / that responded to this solicitation for bids:	4 / 3					
Date and time bids due and publicly opened:	4/30/13 2:00 PM					
Present at opening of bids:	Jeremy Johnson of Microbac Labs and Travis Johnson of ESC Labs; Wayne Davenport of the City of Franklin Water Management Department; and Suzanne Ward and Brian Wilcox of the City of Franklin Purchasing Office					
Target meeting of BOMA at which recommendation will be considered:	5/28/13					
Bids received from:	Bid No.:	Description of bid lab services:	Does the bid MOES¹? / If not, how many exceptions do not MOES¹?	Total estimated bid amount based upon specified estimated quantities, per year:	Payment terms:	Bid and bid pricing is valid through:
Empirical Laboratories, LLC 621 Mainstream Dr., Suite 270 Nashville, TN 37228 Rick Davis, VP / Lab Director 615/345-1115, ext. 245 sales@empirlabs.com	1 of 1	specified sampling and testing lab services	Bidder takes no exceptions (However, City finds bid to be not responsible)	\$40,100.00	net 30 days	12/31/13
ESC Lab Sciences 12065 Lebanon Rd. P.O. Box 569 Mt. Juliet, TN 37121 Travis Johnson, Sales Representative 615/519-0752 tjohnson@esclabsciences.com	1 of 1	specified sampling and testing lab services	Bidder takes no exceptions	\$45,059.00	net 30 days	06/30/14
Microbac Laboratories, Inc. 2631 Grandview Ave. Nashville, TN 37211 Jeremy Johnson, TN Account Manager 865/207-3535 jeremy.johnson@microbac.com	1 of 1	specified sampling and testing lab services	Bidder takes no exceptions	\$48,903.00	net 30 days	06/30/13

¹MOES indicates "meet(s) or exceed(s) specifications"

*Shaded bid is apparent lowest best bid