



Interoffice Memorandum

July 12, 2016

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM: *CW* Carrie Woodell, Manager, Procurement Division

CONTACT: Troy Layton, Manager, Field Services Division
407-254-9794

SUBJECT: Approval of Contracts Y16-1094, ABS Brand Submersible Pumps,
Parts and Repairs and Y16-1095 Flygt Brand Submersible Pumps,
Parts and Repairs

ACTION REQUESTED:

Approval of Contracts Y16-1094 with Hydra Service, Inc. for ABS Brand Submersible Pumps, Parts and Repairs in the estimated contract amount of \$1,400,000 for a 3-year term and Contract Y16-1095 with Xylem Water Solutions U.S.A., Inc. for Flygt Brand Submersible Pumps, Parts and Repairs in the estimated contract amount of \$3,000,000 for a 3-year term. Further request authorization of the Procurement Division to renew the contracts for two additional 1-year terms.

PROCUREMENT:

ABS and Flygt brand submersible pumps are used in County wastewater pumping stations.

FUNDING:

Funds are available in account numbers 4420 038 1347 3820.

APPROVALS:

The Field Services Division concurs with this recommendation.

REMARKS:

The standardization of ABS and Flygt submersible pumps was approved by the Procurement Division on November 23, 2010. The County will purchase ABS pumps through their exclusive dealer for the state of Florida, Hydra Service, Inc., and Flygt pumps through their exclusive dealer for the state of Florida, Xylem Water Solutions U.S.A, Inc.

Approval of Contracts Y16-1094, ABS Brand Submersible Pumps, Parts and Repairs and Y16-1095 Flygt Brand Submersible Pumps, Parts and Repairs

The proposed contracts with Hydra Service, Inc. and Xylem Water Solutions U.S.A., Inc. will provide the County with the means to acquire pumps, parts and service in an efficient and timely manner. The discounts from list price that were negotiated with Hydra Service, Inc. and Xylem Water Solutions U.S.A., Inc. are as follows:

	<u>Hydra Service, Inc.</u>	<u>Xylem Water Solutions U.S.A., Inc.</u>
Pumps	10%	5% for annual sales up to \$500,000, 7.5% for annual sales of \$500,001 to \$750,000 and 10% for annual sales over \$750,000
Parts	10%	

The discounts of Hydra Service, Inc. are considered reasonable as they are consistent with existing pricing for pumps and parts. The discounts of Xylem Water Solutions U.S.A., Inc. are considered reasonable as they are consistent with the discount given to other municipalities up to the \$500,000 annual sales level. The increased discounts after that sales level are greater than the discounts given to other municipalities. The graduated pricing discount is for both pumps and parts, cumulatively.