

Open Session Item

SUBJECT: Bid Award (PUR-1728) Cellular Remote Monitoring for Pumping Stations

PRESENTATION DATE: April 15, 2025

PRESENTATION BY: Brandi Kentner, CPPO, Purchasing Director; Mark Bradshaw, Division Director of Environmental Management.

RECOMMENDED MOTION: Move to award the procurement of a cellular remote monitoring and control system, for the Washington County Department of Water Quality to STH, Inc (Shafer, Troxell & Howe, Inc.) of Frederick, MD for a Total Sum Bid Price of \$210,740. This award is contingent upon receiving approval from the EPA.

REPORT-IN-BRIEF: The contractor shall furnish a cellular remote monitoring and control system. All equipment is to be factory assembled, wired, and tested prior to shipment. Water Quality personnel will then install the SCADA units at each of the pump stations.

The Invitation to Bid (ITB) was advertised on the State of Maryland's "*eMaryland Marketplace Advantage*" website, the County's website, in the local newspaper; and on the County's new electronic bid site (Enuna/Ionwave). Twenty-three (23) persons/companies registered/downloaded the bid document online and one (1) bid was received.

FISCAL IMPACT: The County has a Congressional award that will pay for 80% of the equipment cost up to \$200K. Bid amount \$210,740.00 * 80% = \$168,592.00 EPA Grant, the remaining \$42,148.00 will be County funds from CIP project COM032 SCADA Updates.

Since we didn't reach the maximum amount of the grant award, EPA will permit the labor installation costs, associated with the SCADA installation, to be included as part of the grant award. By allowing the County to include direct labor cost, we'll be able to receive the maximum grant award of \$200K.

CONCURRENCES: Mark Bradshaw, Division Director of Environmental Management

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

AUDIO/VISUAL NEEDS: N/A

PUR-1728 Cellular Remote Monitoring for Pumping Stations

1	Cellular Remote Monitoring for Pumping Stations				
	Supplier	QTY	UOM	Unit Price	Total Price
	STH, Inc. (Shafer, Troxell & Howe, Inc.)	57	EA	\$2,990.00	\$170,430.00
2	Blue Ribbon Submersible Level Transmitters, Model BC001 BIRDCAGE, Transducer Pressure Upper Limit 5 PSI, Cord Length 50'				
	Supplier	QTY	UOM	Unit Price	Total Price
	STH, Inc. (Shafer, Troxell & Howe, Inc.)	48	EA	\$695.00	\$33,360.00
3	Blue Ribbon Submersible Level Transmitters, Model BC001 BIRDCAGE, Transducer Pressure Upper Limit				
	Supplier	QTY	UOM	Unit Price	Total Price
	STH, Inc. (Shafer, Troxell & Howe, Inc.)	10	EA	\$695.00	\$6,950.00
TOTAL LUMP SUM (Item Nos. 1 through 3 above)					\$210,740.00

REMARKS:

Product is not available to meet BABA requirements but does meet EPA guidelines as outlined here: From OMB Guidance M-22-11: "...all manufactured products used in the project are produced in the United States—this means the manufactured product was manufactured in the United States; and the cost of the components of the manufactured product that are mined, produced, or manufactured in the United States is greater than 55 percent of the total cost of all components of the manufactured product, unless another standard for determining the minimum amount of domestic content of the manufactured product has been established under applicable law or regulation...". The manufactured products category would cover the majority of potential water infrastructure products, including complex products made up of a variety of material types and components. For water infrastructure projects, common manufactured products would include, but not be limited to, pumps, motors, blowers, aerators, generators, instrumentation and control systems, gauges, meters, measurement equipment, treatment equipment, dewatering equipment, actuators, and many other mechanical and electrical items.