

October 30, 2020



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Mr. Mike Null
City of Green Cove Springs
321 Walnut St, Green Cove Springs, FL 32043

**Subject: Comparison of Bid Proposals, Chapman Substation
Structures & Equipment Procurement RFP LC2020-15**

Mr. Null:

On Oct. 1, 2020, the RFP LC2020-15 was issued publicly and also directly to five preferred vendors. On Oct. 27, the City received a proposal from one bidder, Substation Enterprises, Inc. (SEI). Below is a summary of the bid.

Bidder:		Substation Enterprises	Substation Enterprises (Alternate Switches)
Lump Sum Bid		\$150,000.00	\$167,000.00
Delivery	Goods	15-17 weeks	15-17 weeks
	Switches	26-28 weeks	15-17 weeks
Switch Mnfr		Cleveland-Price	USCO
Warranty period			5-years
Weight of Steel (lbs)			25,967
Weight of Anchor Bolts (lbs)			696
Payment Terms			90% / 10%
Acknowledged Addenda			Yes
Exceptions			None

SEI's proposal included requested pricing data and signatures and sufficiently met the technical requirements of the RFP. The RFP requested delivery of all Goods within 21 weeks and SEI can meet that timeframe for everything except the Cleaveland-Price switches. To expedite the delivery, SEI has proposed an alternate switch manufacturer (USCO) for a \$17,000 adder. The USCO switches are comparable to those from Cleaveland-Price and we believe it is worth the added expense to keep this project on schedule.

Therefore, after evaluating the proposal, we recommend the City issue a purchase order to SEI for \$167,000.00, which includes the USCO switches. We advise that your legal counsel and procurement department review the SEI proposal for legal and business adequacy and conformance to the City's purchasing requirements.

Please call me at (615) 527-7077, should you have any questions or comments.

Sincerely,

Patterson & Dewar Engineers, Inc.

A handwritten signature in black ink that reads "P. Anthony Hanson".

P. Anthony Hanson, P.E.
Principal Engineer
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