

November 2, 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
One 230kV 1200A Circuit Switcher Procurement RFP LC2020-14**

Mr. Null:

On Oct. 1, 2020, the RFP LC2020-14 was issued publicly and also directly to four preferred vendors. On Oct. 27, the City received two proposals. Below is a summary of the bids.

Bidder:	Siemens	Irby Utilities
Switcher Manufacturer	Siemens	S&C
Lump Sum Bid	\$79,650.00	\$76,695.00
Delivery of Goods (120 Days)	24-26 weeks	21-25 weeks
Warranty period	5-year	5-year
Weight of Switcher (lbs)	8,865	6,100
Payment Terms	Net 30 Days	Net 40 Days
Exceptions	Yes (Liq. Damages capped at 5%, terms & conditions, etc.)	Yes (Liq. Damages rejected, terms & conditions, etc.)

Both proposals included requested pricing data and signatures, and both included delivery times that exceeded the requested 120 Days. The Siemens proposal sufficiently met the technical requirements of the RFP; however, the S&C circuit switcher proposed by Irby does not meet the fault interrupting requirements of the RFP. That proposed switcher has as fault interrupting duty of 20kA versus a specification of 40kA. Therefore, we recommend the City designate Irby's proposal as non-responsive.

After evaluating the proposals, we recommend the City issue a purchase order to Siemens for \$79,650.00. We advise that your legal counsel and procurement department review the Siemens 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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