

December 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
Substation Relay Panels Procurement RFP LC2020-18**

Mr. Null:

On Nov. 5, 2020, the RFP LC2020-18 was issued publicly and also directly to three preferred vendors. On Nov. 24, the City received several proposals. Below is a summary of the bids.

Bidder:	EPP	Keystone	KVA
Lump Sum: Relay panels & equipment	\$113,456.00	\$112,007.82	
Substation RTU	\$28,999.00	\$27,816.01	
Recloser RTU	\$23,596.00	\$30,429.99	
Capacitor Bank RTU	\$14,493.00	\$18,654.68	
Total Bid Price	\$180,544.00	\$188,908.50	Bid arrived late
Acknowledged Addendum 1?	No	Yes	
Delivery of Goods (150 Days)	14-15 weeks	13-14 weeks	
Warranty period	1-year	2-year	
Exceptions	Quoted incorrect RTAC	Liq. Damages capped at 5%	

The proposal from KVA, Inc. arrived after the bid closing time and was therefore not accepted. Both proposals from Electrical Power Products (EPP) and Keystone EMC included requested pricing data and signatures. Keystone's sufficiently met the technical requirements of the RFP, but EPP did not acknowledge Addendum 1 (issued on Nov. 17) which had provided the correct part # for the SEL RTAC. Since EPP did not quote the correct part, we recommend designating that bid as non-responsive to the RFP.

After evaluating the proposals, we recommend the City issue a purchase order to Keystone EMC for \$188,908.50. We advise that your legal counsel and procurement department review the Keystone 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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