



November 22, 2024

Ben Croy
City Engineer
City of Novi
26300 Lee BeGole Drive
Novi, MI 48375

RE: Partnership with Eganix for FOG Inspection Program

Dear Mr. Croy:

Per our previous discussions, it is our understanding that the City of Novi is looking to implement a program for inspections, monitoring, and compliance related to Fat, Oil, & Grease (FOG) and other high strength sewage within your sanitary sewer collection system. This program is critical to operation and maintenance of the City's sewer system and compliance with regulatory requirements. OHM Advisors has partnered with Eganix, Inc. to develop a comprehensive solution integrated with Geographic Information System (GIS) to assist municipalities with their FOG program: the "Overwatch" compliance tool. "Overwatch" is a sophisticated GIS-based system that is custom-built for each community to meet their specific needs, including a customized GIS dashboard to simply monitoring and reporting by the City Team. A number of municipalities throughout southeast Michigan are utilizing the "Overwatch" tool with the Eganix/OHM team for their FOG programs.

As one of the City's approved consultants, OHM is well-suited to develop this application to integrate with the City's existing systems, standards, and requirements. We have developed this solution in partnership with Eganix, Inc. and are not currently engaged with other companies to provide similar services. We would recommend that the City utilize Eganix, Inc. to implement a comprehensive FOG inspection & monitoring program. Feel free to contact me if you have any questions or need additional information regarding this.

Sincerely,
OHM Advisors

A handwritten signature in blue ink, reading "Timothy J. Juidici". The signature is written in a cursive style and is positioned above a horizontal line.

Timothy J. Juidici
Principal-in-Charge

cc: Jeff Herczeg, Director of Public Works



Eganix, Inc.

1091 Centre Rd
Suite #120
Auburn Hills, MI 48326

December 4, 2024

Subject: Sole Source Justification for 'Overwatch' Geographic Information System

To Whom It May Concern,

We are submitting this letter to formally justify the selection of Eganix, Inc. as the sole source for the development of the 'Overwatch' compliance tool, a sophisticated Geographic Information System (GIS)-based solution. This application is crucial to Novi's municipal operations and business growth, and Eganix, Inc. is uniquely qualified to fulfill its requirements.

1. Background and Project Overview

'Overwatch' is designed to provide a streamlined and sustainable process for the City of Novi to track and mitigate FOG, BOD and TSS in the collection system. 'Overwatch' also specifically allows the City to track PFAS in strategic locations throughout the collection system. This application is custom-built to address the specific needs of the municipality and its businesses, which cannot be met by off-the-shelf solutions.

2. Justification for Sole Source Selection

Eganix, Inc. is the only provider capable of delivering the solution based on the following factors:

- **Unique Expertise and Experience:** Eganix, Inc. has demonstrated specialized expertise in FOG maintenance and prevention. We have successfully delivered similar solutions for other municipal clients in the region, making us uniquely qualified.
- **Proprietary Technology/Processes:** The proposed solution involves proprietary methodologies, tools, or platforms developed exclusively by Eganix, Inc. No other vendor has access to these technologies, which are critical for the project's success.
- **Custom Integration Requirements:** The application will seamlessly integrate with the City's existing systems. Eganix, Inc. also has in-depth knowledge of municipal wastewater infrastructure, reducing the risk and timeline associated with integration

- **Justification for Sole Source Selection:** Eganix conducted extensive market research and considered several potential competitors when developing 'Overwatch'. Compared to alternatives, none of them could meet the unique requirements or demonstrate the same level of expertise and readiness to deliver the project.

Please let us know if additional information or documentation is required. We appreciate your prompt consideration of this request.

Sincerely,

Sean Egan

Founder and CEO

sean.egan@eganix.org



1091 Centre Rd. | STE 120 | Auburn Hills, MI 48326
(866) 823-1307 | jules.may@eganix.org

RECIPIENT:

City of Novi, MI
26300 Lee BeGole Drive
Novi, Michigan 48375

Quote #2138	
Sent on	04/29/2024
Total	\$46,800.00

Product/Service	Description	Qty.	Unit Price	Total
One Time Cost - Ordinance Overview and Changes	Your current ordinance will be reviewed and new regulations will be submitted for adoption. The goal is to rework your ordinance one last time to account for all possible encounters when it comes to FOG and BOD coming from FSE's and FM/P's. Eganix will submit a reworked Ordinance you can then submit to legal and adopt what is best for your community.	1	\$1,000.00	\$1,000.00*



Product/Service	Description	Qty.	Unit Price	Total
One Time Cost - FSE & FM/P - GIS - Point Source Pollutants Inspections - Separate PO to OHM Advisors	Number of facilities to be inspected: 1-50 = \$15,000 51-100 = \$20,000 101-1,500 = \$20,000 + \$20 each location over 100 1,501+ = \$ 48,000 + \$10 each location over 1,500 The following items are included in pricing listed below: - Esri Field Map: Eganix staff to fill out their work order tied to the utility asset or facility. - Esri Dashboard: Analytic Dashboard displaying treatment locations, times, quantities, and facility inspections. The Dashboard will include filtering options, charts, and graphs to allow client to visualize the field data in real time. - Maximum of 8 hours for initial account setup time. Eganix will integrate existing client GIS asset information into the tool along with the Client's existing ArcGIS Online usernames. - 2 hours of Training for Client staff that will be utilizing the Esri Dashboard **SE MI for in-person. Remote training can be utilized as well. *Clarifications & Assumptions: If client does not have an ArcGIS Online account, OHM GIS can assist in acquiring & setting up of account. This will be an additional \$1,000. If client does not have utilities in a GIS format, OHM GIS can discuss with client the level of effort to convert to GIS and upload into a usable manner. Cost is dependent on several variables that can be discussed in a short meeting. Utility Treatment Costs: (Once Tool is Built) Utility Treatment – (0-10k Pop) - \$8,000 Utility Treatment – (10k-50k Pop) - \$10,000 Utility Treatment – (50k+ Pop) - \$14,000 Facility Treatment (Once Tool is Built) • Base cost of tool - \$8,000 • Account setup & Client Training - \$3,000 • Creation of facility layer - \$2,000** - o Cost dependent on quality of information given to GIS from client to generate the layer. - o Cost may include outsourcing of data from other vendors to acquire lists of facilities Annual Maintenance Fees: \$2,000 to cover data storage and minor updates to the GIS applications.	1	\$15,000.00	\$15,000.00*



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Product/Service	Description	Qty.	Unit Price	Total
F.O.G. Inspections	Individual inspections of commercial kitchens for all potential FOG sources passing issues through to receiving sewer authority. Inspections include (but not limited to) Grease Traps, Wet Waste Interceptors, Food Grinders/Disposals, Incorrect Piping, SOP Deficiencies, Etc. . Eganix will also perform once annual sampling for FOG and BOD a minimum. Should additional sampling be needed to an ordinance violation then the City will be charged by Eganix accordingly. Additional sampling costs should be recoverable 100% per ordinance. ***Price based on per inspection, some locations frequencies will vary.***	50	\$230.00	\$11,500.00*
Additional FOG Samples as Needed - Grab	Collection of FOG grab sample to monitor the levels of FOG effluent coming from commercial kitchens to ensure ordinance level requirements are being met. If levels exceed ordinance requirements the offending facility will be put on monthly or weekly monitoring until requirements are met. ***Needed Frequency will vary*** *** Cost Recovery 100%***	100	\$125.00	\$12,500.00
Monthly - Self Reporting F.O.G. System set up and Monitoring	All Commercial Kitchens grease trap frequency(ies) will be determined on their annual inspection based on size, type, working condition and other variable factors. Once frequency is established the facility will be required to submit professional cleaning records to Eganix on the required frequency. This list will be kept, monitored and enforced by Eganix and the Community. If a facility is not compliant Eganix will notify the facility and Community of the cleaning need. If after 1 week the facility has not furnished the required information than the Community will be notified by Eganix of the ordinance violation and surcharges can be implemented if the Community so desires.	12	\$250.00	\$3,000.00
Q & A Support - Monthly	All Commercial Kitchens will be notified that inquiries of the program need to be sent to reporting@eganix.com All questions will be answered by Eganix staff and can be requested for review by the city at anytime.	12	\$150.00	\$1,800.00
Annual - Eganix ARC GIS Member	This is a once annual cost to maintain and update/upgrade the program/system tailor made for the community. FSE's and FM/P's	1	\$2,000.00	\$2,000.00



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Total

\$46,800.00

* Non-taxable

Scott,

The above cost will be broken into monthly invoicing (the GIS set up portion will be lump sum month one and payable to OHM Advisors). Please note ordinance offending kitchens will need more sampling throughout the year so we built some cushion into this (we won't use all 100 samples but better to build the cost into it). However, if the new ordinance is adopted the additional sampling costs should be able to be recovered completely. There will also need to be a little extra funds available to compensate for growth of the city. Lastly, please expect and allow for an annual potential increase of 3%.

Any questions please reach out.

Thank you,
Sean Egan
248-880-5046

Signature: _____ **Date:** _____