



To: Darin Crawford
Assistant Superintendent for Support Services

From: James Briscoe
Director of Procurement Services

Date: September 16, 2024

Re: HVAC Condenser and Cooling Tower Water Treatment and Cleaning Services
Annual Contract #24-10-6162R-RFP

The following proposals were received and opened at 10:00 a.m., Wednesday, September 4, 2024, as advertised and specified in documents concerning **Annual Contract #24-10-6162R-RFP HVAC Condenser and Cooling Tower Water Treatment and Cleaning Services**. The proposals received and the final evaluation summaries are located on pages 2 - 4.

Recommendation: Chem-Aqua
Nalco Company

Estimated Expenditure: \$458,391.36

Contract Term: November 1, 2024 - October 31, 2025

Renewal: 4 Years

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Line 1 Annual Fee for Tower Water Treatment

<u>SUPPLIER</u>	<u>ANNUAL FEE</u>
Apollo Water Services	\$461,705.42
Chem-Aqua	\$426,831.00
<u>Nalco Company</u>	<u>\$337,866.36</u>

Line 2 Annual Fee for Tower Cleaning

<u>SUPPLIER</u>	<u>ANNUAL FEE</u>
Apollo Water Services	\$160,786.22
<u>Chem-Aqua</u>	<u>\$120,525.00</u>
Nalco Company	\$130,078.21

24-10-6162R-RFP HVAC Condenser and Cooling Tower Water Treatment and Cleaning Services

TEAM SCORE SUMMARY - WATER TREATMENT

Company/Vendor Name	Evaluator 1	Evaluator 2	Evaluator 3	Average Score	Ranking
Apollo Water Services	49.00	62.50	19.00	43.50	3.00
Chem-Aqua	69.00	64.90	28.00	53.97	2.00
Nalco Company	95.40	90.50	90.00	91.97	1.00

24-10-6162R-RFP HVAC Condenser and Cooling Tower Water Treatment and Cleaning Services

TEAM SCORE SUMMARY - TOWER CLEANING

Company/Vendor Name	Evaluator 1	Evaluator 2	Evaluator 3	Average Score	Ranking
Apollo Water Services	52.00	45.00	19.00	38.67	3.00
Chem-Aqua	79.50	89.50	41.10	70.03	1.00
Nalco Company	81.30	63.70	64.20	69.73	2.00

Memo:

To: Darin Crawford, *Assist Superintendent for Support Services*

From: James Briscoe, *Director of Procurement Services*

Subject: *Contract 24-10-6162R-RFP HVAC Condenser and Cooling Tower Water Treatment and Cleaning Services*

Date: 09/17/2024

I am pleased to announce that after careful consideration of our best value approach for the district, Chem-Aqua, and Nalco Company have been selected as the awardees of Contract 24-10-6162R-RFP for HVAC Condenser and Cooling Tower Water Treatment and Cleaning Services. The term of the contract shall be a one-year period, commencing on November 1, 2024, and ending on October 31, 2025.

Furthermore, this contract shall remain firm for one (1) year through October 31, 2025, with automatic renewal annually for four (4) additional one-year terms through October 31, 2029, unless either party provides thirty (30) days' written notice of non-renewal. Additionally, upon mutual agreement, proposed prices can be extended beyond the firm price offer date on a month-to-month basis for up to 6 months.

The services to be provided by the contractors include the provision of chemicals, testing procedures, training, consulting, and technical service in support of the cleaning and disinfection of the cooling tower system. The decision to award the contract to multiple vendors was made to improve efficiencies and maximize service.

The necessity of this contract stems from the critical nature of regularly maintaining and cleaning cooling towers to ensure their longevity, efficiency, and safety. It is imperative to address the specific risks associated with unmaintained cooling towers, such as bacterial growth (including Legionella), algae, and biofilms, and their potential impact on the system's performance and safety. Regular cleaning is indispensable in preventing these risks, preserving the longevity and functionality of the cooling tower, and mitigating costs associated with repairs and replacements.

Please acknowledge the successful award received by Chem-Aqua and Nalco Company. We are confident that their expertise and services will greatly benefit our district.

Sincerely,

James Briscoe

Director of Procurement Services Cypress-Fairbanks ISD