



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #091724
Entitled**

Water Treatment Chemicals with Related Supplies, Equipment, and Services

The following advertisement was placed July 30, 2024, in and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter www.nyscr.ny.gov, July 31, 2024, in South Carolina’s *The State*, the *Deseret News*, *The Salt Lake Tribune*, and Oregon’s *Daily Journal of Commerce*, July 30, 2024 and August 6, 2024 in *The Oklahoman* and in *USA Today*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Water Treatment Chemicals with Related Supplies, Equipment, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 17, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

38Ventures	Malama Supplies, LLC
Ab	Momar, Inc.
ALASKA GARDEN & PET SUPPLY, INC.	MSS, LTD
Amber Solvent Recycling, LLC	Nachurs Alpine Solutions, LLC
Aquarain Chemical	Norit Americas, Inc.
Aquatic Control, Inc.	Pace Solutions Corp.
Arq Purification, LLC	Pacific Coast Carbon, LLC
Atlas Carbon, LLC	Pencco, Inc.
Carbonxt, Inc.	Polydyne, Inc.
Catalynt Solutions	Possible Missions, Inc.
CDM Smith, Inc.	Prime Boiler Services
CH2O, Inc.	PROCON SYSTEMS (2013), INC.
ClearTech	Pural Water Specialty Co., Inc.

ConstructConnect	PVS DX, Inc.
Core and Main - LP	PWXPress
Drellishak & Drellishak	Regina Construction Association
Earthwise Environmental, LLC	Rochester Midland Corp.
Freudenberg Filtration Technologies	Sanexen Environmental Services
Great Water Tech, LLC	Share Corporation
H2-XPRESS	SPIRIT ENTERPRISES, LLC
Hawkins, Inc.	Summit Countertops, LLC
HD SUPPLY, INC. DBA USABLUBOOK	Surplus Management, Inc.
ISEC, Inc.	Thatcher Company, Inc.
James M Pleasants, LLC	The PlanIT Room
JCI Jones Chemicals, Inc.	TINA'S Green Energy Solutions, LLC
KBL Projects, Ltd.	Trinnex, Inc.
KGS Services, LLC	Univar Solutions Canada, Ltd.
Kinetic Motorwerks, LLC	USALCO, LLC
Klearwater Equipment and Technologies Corp.	VWR International, LLC
Kurita America, Inc.	Walter Louis Chemicals
Legacy Watercare Innovations	Xylem Vue, Inc.
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Kurita America, Inc.	Walter Louis Chemicals
Legacy Watercare Innovations	Xylem Vue, Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on September 17, 2024, at 4:30 p.m. Central Time. Proposals were received from the following:

Atlas Carbon, LLC
 CDM Smith, Inc.
 Great Water Tech, LLC
 KBL Projects, Ltd.
 Legacy Watercare Innovations
 Malama Supplies, LLC
 Nachurs Alpine Solutions, LLC
 Pace Solutions Corp.
 Polydyne, Inc.
 Thatcher Company, Inc.
 Xylem Vue, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst
 Ben James, Procurement Analyst
 Ashley Powers, Procurement Analyst
 David Gonzalez, MBA, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from CDM Smith, Inc. and KBL Projects Ltd., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Great Water Tech has a contract to distribute in the US and Canada since 2015. Headquartered out of Saint Paul, MN, Great Water Tech has the exclusive license to distribute water treatment products developed by Mösslein Wassertechnik, from Germany. Great Water Tech has company-owned sales and service representatives to reach their one-hour response time commitment to their customers. They are willing and able to serve all of Sourcewell participating agencies in United States, US Territories, and Canada. Great Water Tech's products and services seals/prevents leaks and cracks with a year-based discount pricing model at volume order pricing.

Nachurs Alpine Solutions, LLC is a North American specialty chemical manufacturer established in 1946. With Nachurs' three facilities in Canada and three in the United States, along with other distribution partners in North

America, they offer chloramination and odor control applications with wastewater treatment. They have 7 business units to meet the needs of Sourcewell's participating agencies. Nachurs Alpine Solutions, LLC is offering competitive pricing on all its products.

Pace Solutions Corp is a family operated business founded in 1983 in Burnaby, British Columbia, Canada. Pace Solutions Corp offers water treatment chemicals and gases for industrial applications, including additives that save HVAC energy consumption by 10-15%. They also provide testing, monitoring, and automation technologies to enhance water treatment systems. Their sales team and network of authorized sellers are strategically spread throughout Canada, and they offer products through distribution to the United States. Pace Solutions Corp offers substantial discounts off MSRP, with volume discounts for specific line items.

Xylem Vue, Inc. is a subsidiary of Xylem, Inc.—with more than 125 years of experience. Xylem Vue, powered by GoAigua, integrates data from all existing tools and technologies to provide a holistic, real-time view of water utility processes and infrastructure status. Xylem Vue Inc. has a team of representatives scattered across the United States and Canada ready and willing to assist with participating entities' needs. Xylem Vue drives digital transformation in the water sector through innovative solutions that optimize operational efficiency, including chemical dosing, and delivery economic, social and environmental sustainability. This software offering coupled with Xylem's water treatment options represents an offering that can sustainably meet various needs.

For these reasons, the following awards of Sourcewell **Master Agreement #091724** are recommended:

Great Water Tech, LLC
Nachurs Alpine Solutions, LLC
Pace Solutions Corp.
Xylem Vue, Inc.

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#091724-NACH
#091724-PACE
#091724-XYLE

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Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst

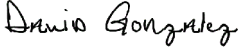
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Ben James, Procurement Analyst

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Ashley Powers, Procurement Analyst

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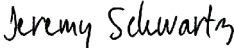
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for RFP #091724 Water Treatment Chemicals with Related Supplies, Equipment, and Services.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcwell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcwell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcwell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcwell Board of Directors on December 17, 2024.

Signed by:

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcwell Chief Procurement Officer