

CITY OF CAPE CORAL
REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Utilities Dept./Water Reclamation

Vendor Name: Blackburn Controls Incorporated (BCI)

Address: 1619 E. Vine Street., Kissimmee, FL 34744

Phone: 407-847-8848 E-Mail: phillip.vancey@bcitech.com

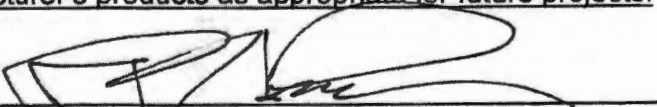
Price: \$38,341.00

Description of item to be procured:
(24) GE 900 MHZ Communication Radio

1.) **Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:** Blackburn Controls Incorporated (BCI) is the only Prime authorized Distributor of the GE industrial Communications (NDC) business unit of Florida, Georgia, Mississippi, Alabama, South Carolina, North Carolina and Tennessee.

2.) **Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:** Blackburn Controls Incorporated (BCI) provides exclusive technical and logistic support for SCADA required to program FCC frequencies and unlock encrypting to add FCC frequencies.

3.) **Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:** We will continue to stay informed of advancements in emerging and available components, processes, and equipment capable of meeting the needs of Utilities and the Community and include evaluations of different manufacturer's products as appropriate for future projects.

Department Director's Signature: 

Approval: Procurement Manager Wanda Roop 6/21/2024
(not to exceed \$50,000.00)

Approval: City Manager _____
(not to exceed \$100,000.00)

Council authorization required if exceeding \$100,000.00



TO: Mark Mason, Finance Director
Wanda Roop, Procurement Manager

FROM: Jeff Pearson, Utilities Director

DATE: June 13, 2024

SUBJECT: GE MDS SD9 Trans Receiver Radio Units

The Water Reclamation Division is requesting a Single Source purchase order to Blackburn Controls, Inc. (BCI) in the amount of \$38,341.00 for the purchase of twenty-four (24) GE MDS SD9 transceiver radio units.

The GE MDSD9 Transceiver radios are a critical component used to remotely communicate, monitor, and control the City's over 300 lift stations and canal pumping stations via the Supervisory Control and Data Acquisition (SCADA) network. If a transceiver radio were to fail at a lift station, there will be no communication to remotely monitor or control that lift station on the SCADA network. Currently, Collections/Lift Stations has no transceiver radios in stock. BCI is the authorized distributor of GE Industrial Communications including MDS model radios for the Florida municipal market.

Funds are budgeted and available for fiscal year 2024 in Tyler Operating Account #400-36014-546102, Equipment Repair & Maintenance.

JP: ap (GE MDS SD9 Radio Trans Receiver Radio Units)

C: Jeff Walter, Water Reclamation Manager
Michael Murphy, Electrical / Instrumentation Supervisor



May 24th 2024

Reference: Distributor Certification Letter

To Whom It May Concern,
ATTN: City of Cape Coral

This letter is to certify that U.S Water Services Corporation DBA BCI Technologies DBA Blackburn Controls, located at 1619 E. Vine St., Kissimmee, FL, 34744, is the only Prime authorized Sales Distributor of the GE Industrial Communications (INDC) business unit for Florida, Georgia, Mississippi, Alabama, South Carolina, North Carolina, and Tennessee.

As such, BCI Technologies, (BCI), is responsible for promoting, selling and supporting the following product lines in the stated territory: GE MDS Orbit MCR/ECR and Master Stations, TransNEXT and legacy equipment including but not limited to SD series, iNETII and MDS Net I/O.

GE INDC provides BCI with the commercial, technical, and logistics support required to successfully fulfill any awarded contract for any of the above-mentioned product lines.

GE INDC is headquartered in Rochester, NY, USA and is part of the business unit GE Renewable Energy from the General Electric conglomerate. GE INDC is responsible for the design, manufacture, commercialization and technical support of rugged communications equipment utilized in mission critical applications around the world.

If there are any questions, concerns, or you need further assistance please do not hesitate to contact me at your convenience.

Sincerely,

Tanu Jacob
Sr. Sales Manager - Southeast
Grid Automation (Communications)

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M +1 318 751 8092
Tanu.Jacob@ge.com

Imagination at Work



BCI Technologies
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 Kissimmee, FL 34744
 (407) 847-8848
 www.bcitech.com
 Sales@bcitech.com

"Providing solutions that improve our
 Customers' efficiency."

Quote Date: May 24, 2024

Quotation Details:

Sales Person: Phillip Yancey
 Valid Till: Jul 1, 2024
 Quotation: COC-MDS-05242024
 Vendor #: OLD: 297 New: 3078
 Ship Method: Dropship - 5 day - Ground

Bill To:

Don Harshman
 City of Cape Coral
 CAPE CORAL, FL 33915-0027

MFG. Order Inclusions:

Mfg. takes 48-72 hours to provide delivery ship date. (Only after order processing.)

Shipping and Tax Inclusions:

Taxes are not included, Shipping is included. (Not to exceed, Item NISHIPPING on quote.)
 Standard lead-time is 5 weeks. (Not including delivery time.)

Quotation Description:

Line	Part Number	Product Description	Qty.	Price	Total
1	MDSSD09MDCESN NSNN	MDS SD9 Ethernet and serial 900 MHz managed radio. 928-960 MHz. One 10/100 BaseT IP/Ethernet and two serial ports, COM2 port programmable RS232/485. Includes 9710 emulation mode, AES 128 encryption and VRC. Supports packet & transparent modes and IP/Ethernet bridging.	24	\$ 1,591.50	\$ 38,196.00
2	NIShipping	Estimated Shipping Cost (not to exceed total amount)	1	\$ 145.00	\$ 145.00

Sub Total \$ 38,341.00

Discount \$ 0.00

Tax \$ 0.00

Grand Total \$ 38,341.00

Authority Signature:

Phillip Yancey - Sales & Support Manager
 phillip.yancey@bcitech.com

Terms & Conditions:

FOB SHIPPING POINT. SHIPPING HAS NOT BEEN ADDED TO QUOTE, IT WILL BE ADDED TO INVOICE. CUSTOMER MAY SUPPLY UPS/FEDEX ACCOUNT NUMBER. SALES TAX IS NOT INCLUDED, CUSTOMER MUST SUPPLY A CURRENT FLORIDA ANNUAL RESALE CERTIFICATE OR SALES TAX WILL BE ADDED TO THE INVOICE. TERMS NET 30, SUBJECT TO CREDIT APPROVAL. ORDERS ARE NON-REFUNDABLE OR RETURNABLE. CREDIT CARD ORDERS ARE SUBJECT TO 5% SURCHARGE.

Gina Lanzilotta

From: Timothy Festa
Sent: Wednesday, June 19, 2024 2:18 PM
To: Gina Lanzilotta
Cc: Janice Fusco; Michael Murphy
Subject: BCI, radio needs

Gina,

Regarding the need for radios for stock/rehab/replacement.

These radio transceivers are used for communication between lift stations remote terminal units (RTU's) and the Everest Water Reclamation Facility (EWRF) to monitor lift station operation and respond to alarms. This is essential to maintain the continuous operation of the Water Reclamation Supervisory Control and Data Acquisition (SCADA) system for approximately 320 active lift stations located throughout the City of Cape Coral with more coming online with the completion of the Utilities Expansion Projects (UEP).

These radios go bad for various reasons as well, such as power surges, lightning strikes, and internal failure. It is necessary to have spare stock of these units for the purpose of panel rehabilitation and the unexpected failures.

Regards,



Tim Festa, Utilities Maintenance Supervisor

UTILITIES
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tfesta@capecoral.gov