

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

Requesting Department: Utilities Dept./Water Production & Water Reclamation

Vendor Name: Rexel USA, Inc.

Address: 14951 Dallas Pkwy, Dallas, TX 75254

Phone: (813) 466-6400 Contact: Austin Yee E-Mail: Austin.Yee@RexelUSA.com

Price: FY2024 - \$478,000, FY2025 - \$464,700, and FY2026 - \$473,500

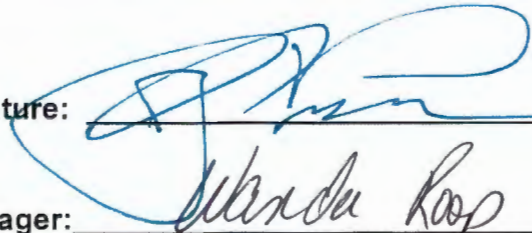
Description of item to be procured: Software, hardware, electrical components, and technical services for the Programmable Logic Controller (PLC), and Supervisory Control Data Acquisition (SCADA) system.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service: Rexel USA, Inc. is the only authorized provider for Allen-Bradley and Rockwell software products and processes control SCADA equipment components, and technical support in our geographical area for the State of Florida.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: There are no compatible components available from any other sources within our region. Only Rexel USA, Inc. is authorized to provide the technical support and software updates for these systems.

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 that have the capability to meet the needs of the Utilities Department and the Community.

Department Director's Signature: _____



Approval: Procurement Manager: _____

Brenda Roop 10/27/23

(Not to exceed \$50,000.00)

Approval: City Manager: _____



(Not to exceed \$100,000.00)

Council authorization required if exceeding \$100,000.00.

September 26th, 2023

City of Cape Coral
Utilities Department
Attn: Timothy Bennett
Cape Coral, FL 33990

Re: Rockwell Automation Authorized Allen-Bradley Distributors

Rockwell Automation extends and enhances its own significant automation capabilities by partnering with a network of authorized distributors. Some of the many benefits that customers enjoy working with their local authorized Allen-Bradley distributor include:

- Access to local distributor inventory (including spares and replacement parts)
- Technical assistance from local distributor product specialists
- A knowledgeable staff that has access to factory training
- Rockwell Automation support of local distributor activities

REXEL USA INC – Fort Myers, FL is the only distributor authorized by Rockwell Automation to sell **Allen-Bradley** and **Rockwell Software** products, along with related services; including technical support contracts as well as training, in the geographic area in which your facility is located. As a matter of Company policy, Rockwell Automation only provides product and sales support to the local authorized distributor, and it is our practice and policy to always promote and recommend that customers buy from their local authorized Allen-Bradley / Rockwell Automation distributor. Rockwell Automation discourages purchasing from non-authorized sources, including distributors who may hold an Allen-Bradley appointment in another area.

If you purchase Allen-Bradley / Rockwell Automation products from an unauthorized source, you may not receive the latest version. The latest version of Allen-Bradley products, along with related factory product services, only is available through your local authorized Allen-Bradley / Rockwell Automation distributor.

Also, products that are not purchased directly from Rockwell Automation or its local authorized distributor may not be covered by a manufacturer's warranty. Rockwell Automation's standard

expanding human possibility



Allen-Bradley

ROCKWELL AUTOMATION



FactoryTalk

ROCKWELL AUTOMATION



Rockwell Automation
Florida Territory
3611 Queen Palm Drive Ste 160
Tampa, FL 33618 USA
www.rockwellautomation.com

manufacturer's warranty covers new Allen-Bradley products for a period of one year from the date of Rockwell Automation's or its authorized Allen-Bradley distributor's invoice to the customer.

As a result, there is no assurance that products sourced from unauthorized parties will carry a valid and unexpired manufacturer's warranty. Customers purchasing products from unauthorized sources should not assume that they will receive any rights under any Rockwell Automation factory warranty. Only an authorized Allen-Bradley distributor may offer access to factory warranty coverage on Allen-Bradley products.

We recognize that price can be an important consideration in any purchasing decision; however, it also is important that customers understand what they are getting for that price (or in the case of purchases from an unauthorized source, what they are not getting). Rockwell Automation firmly believes that the best customer value in the long-run is achieved by dealing with the local authorized Allen-Bradley distributor.

Should you have any further questions, please do not hesitate to contact REXEL at 239.275.0820 or your local Rockwell Automation sales office at 813.466.6400.

A handwritten signature in black ink, appearing to read 'S. Parkhill', with a long horizontal line extending to the right.

Steve Parkhill

Territory Sales Manager

cc: Rexel

expanding human possibility



Allen-Bradley

ROCKWELL AUTOMATION



FactoryTalk

ROCKWELL AUTOMATION

UTILITIES - WATER PRODUCTION & WATER RECLAMATION - REXEL USA FY2024 - FY2026					
400-36011 - SOUTH RO	FY22 EXPENDITURES	FY23 EXPENDITURES	FY24 REQUESTED BUDGET	FY25 REQUESTED BUDGET	FY26 REQUESTED BUDGET
552116 (SMALL EQUIPMENT)	\$ 4,855.30	\$ 17,000.00	\$ 17,000.00	\$ 17,000.00	\$ 17,000.00
552121 (COMPUTER EQUIP)	\$ 11,168.25				
552122 (SOFTWARE)	\$ 28,014.43	\$ 26,500.00	\$ 28,000.00	\$ 30,000.00	\$ 32,000.00
552199 (OTHER OP MAT/SUPPLIES)	\$ 2,844.98				
564101 (CAPITAL EQUIPMENT)	\$ 9,460.24	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00
555101 (TRAINING & SEMINARS)			\$ 10,000.00	\$ 15,000.00	\$ 16,000.00
555102 (IN-HOUSE TRAINING)		\$ 7,000.00	\$ 7,000.00	\$ 7,000.00	\$ 9,000.00
SRO- BREAKDOWN TOTALS	\$ 56,343.20	\$ 100,500.00	\$ 112,000.00	\$ 119,000.00	\$ 124,000.00
400-36012 - NORTH RO	FY22 EXPENDITURES	FY23 EXPENDITURES	FY24 REQUESTED BUDGET	FY25 REQUESTED BUDGET	FY26 REQUESTED BUDGET
552116 (SMALL EQUIPMENT)		\$ 22,000.00	\$ 50,000.00	\$ 22,000.00	\$ 22,000.00
552121 (COMPUTER EQUIP)	\$ 20,268.50				
552122 (SOFTWARE)		\$ 26,500.00	\$ 28,000.00	\$ 30,000.00	\$ 32,000.00
552199 (OTHER OP MAT/SUPPLIES)					
564101 (CAPITAL EQUIPMENT)		\$ 50,000.00	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00
555101 (TRAINING & SEMINARS)			\$ 10,000.00	\$ 15,000.00	\$ 16,000.00
555102 (IN-HOUSE TRAINING)		\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00
NRO -BREAKDOWN TOTALS	\$ 20,268.50	\$ 108,500.00	\$ 148,000.00	\$ 127,000.00	\$ 130,000.00
SRO & NRO TOTALS	\$ 76,611.70	\$ 209,000.00	\$ 260,000.00	\$ 246,000.00	\$ 254,000.00
400-36015 - EVEREST WRF	FY22 EXPENDITURES	FY23 EXPENDITURES	FY24 REQUESTED BUDGET	FY25 REQUESTED BUDGET	FY26 REQUESTED BUDGET
546102 (REPAIR & MAINTENANCE)	\$ 18,000.00	\$ 19,000.00	\$ 20,500.00	\$ 20,700.00	\$ 21,000.00
552116 (SMALL EQUIPMENT)	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00
552122 (SOFTWARE)					
564101 (CAPITAL EQUIPMENT)	\$ 50,000.00	\$ 60,000.00	\$ 60,000.00	\$ 60,000.00	\$ 60,000.00
531399 (OTHER PROFESSIONAL)					
555102 (IN-HOUSE TRAINING)					
EVR -BREAKDOWN TOTALS	\$ 98,000.00	\$ 109,000.00	\$ 110,500.00	\$ 110,700.00	\$ 111,000.00
400-36016 - SWEST WRF	FY22 EXPENDITURES	FY23 EXPENDITURES	FY24 REQUESTED BUDGET	FY25 REQUESTED BUDGET	FY26 REQUESTED BUDGET
546102 (REPAIR & MAINTENANCE)	\$ 15,500.00	\$ 16,000.00	\$ 17,500.00	\$ 18,000.00	\$ 18,500.00
552116 (SMALL EQUIPMENT)			\$ 30,000.00	\$ 30,000.00	\$ 30,000.00
552122 (SOFTWARE)					
564101 (CAPITAL EQUIPMENT)			\$ 60,000.00	\$ 60,000.00	\$ 60,000.00
555102 (IN-HOUSE TRAINING)					
SW EVR -BREAKDOWN TOTALS	\$ 15,500.00	\$ 16,000.00	\$ 107,500.00	\$ 108,000.00	\$ 108,500.00
EVR & SW EVR TOTALS	\$ 113,500.00	\$ 125,000.00	\$ 218,000.00	\$ 218,700.00	\$ 219,500.00
DIV FY TOTALS COMBINED	\$ 190,111.70	\$ 334,000.00	\$ 478,000.00	\$ 464,700.00	\$ 473,500.00
	FY 2022	FY 2023	FY24 REQUEST	FY25 REQUEST	FY26 REQUEST

RESOLUTION 280 - 23

A RESOLUTION OF THE CITY OF CAPE CORAL, FLORIDA APPROVING THE SINGLE SOURCE PURCHASE AND SERVICE OF ALLEN BRADLEY AND ROCKWELL AUTOMATION COMPONENTS FOR THE UTILITIES DEPARTMENT WATER RECLAMATION AND WATER PRODUCTION DIVISION; AUTHORIZING THE CITY MANAGER OR HIS DESIGNEE TO EXECUTE THE PURCHASE ORDERS; PROVIDING AN EFFECTIVE DATE.

WHEREAS, Allen Bradley and Rockwell Automation components are critical to the operational reliability of the Utilities Department's Water Reclamation and Water Production Division; and

WHEREAS, if the City purchases Allen-Bradley products from an unauthorized source, the City may not receive the latest version and would not be covered by a manufacturer's warranty as Rexel USA, Inc. is the only authorized provider of component and technical support for Rockwell and Allen Bradley Supervisory Control and Data Acquisition equipment; and

WHEREAS, the purchases and repairs are estimated in the amount of \$478,000 for Fiscal Year 2024, \$464,700 for Fiscal Year 2025 and \$473,500 for Fiscal Year 2026, subject to annual appropriation; and

WHEREAS, the Procurement Manager has determined that the contract and services can be categorized as a single source purchase as specified in Section 2-144(c)(2)(a), as it states there are multiple distributors of the item, however, the manufacturer may have designated exclusive territorial sales boundaries; and

WHEREAS, the Procurement Manager has determined that the contract and services can be categorized as a single source purchase as specified in Section 2-144(c)(2)(b), as it results in a "best value," in that research has shown that the use of another brand or service would not be reasonable and would cause undue hardship to the city, would cause the city to incur additional expense, or would require modification to a present system or process; and

WHEREAS, the City Manager recommends City Council approve the single source purchase and service of Allen Bradley and Rockwell Automation components from Rexel USA, Inc., in the estimated amount of \$478,000 for Fiscal Year 2024, \$464,700 for Fiscal Year 2025 and \$473,500 for Fiscal Year 2026, subject to annual appropriation.

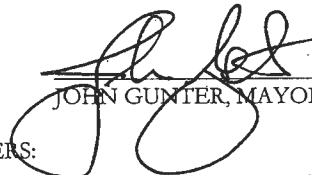
NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF CAPE CORAL, FLORIDA, AS FOLLOWS:

Section 1. The City Council hereby approves the single source purchase and service of Allen Bradley and Rockwell Automation components from Rexel USA, Inc. in the estimated amount of \$478,000 for Fiscal Year 2024, \$464,700 for Fiscal Year 2025 and \$473,500 for Fiscal Year 2026, subject to annual appropriation.

Section 2. The City Council hereby authorizes the City Manager or his designee to execute the purchase orders.

Section 3. This Resolution shall take effect immediately upon its adoption.

ADOPTED BY THE CITY COUNCIL OF THE CITY OF CAPE CORAL AT ITS REGULAR SESSION THIS 18th DAY OF October, 2023.


JOHN GUNTER, MAYOR


VOTE OF MAYOR AND COUNCILMEMBERS:

GUNTER	<u>aye</u>	CUMMINGS	<u>aye</u>
STEINKE	<u>aye</u>	WELSH	<u>aye</u>
SHEPPARD	<u>aye</u>	LONG	<u>aye</u>
HAYDEN	<u>aye</u>	COSDEN	<u>aye</u>

ATTESTED TO AND FILED IN MY OFFICE THIS 23RD DAY OF OCTOBER,
2023.


KIMBERLY BRUNS
CITY CLERK

APPROVED AS TO FORM:


ALEKSANDR BOKSNER
CITY ATTORNEY
res/Single Source-Rexel USA, Inc.

