

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

Requesting Department: Utilities: Water Reclamation Division

Vendor Name: HSQ Technology

Address: 26227 Research Rd, Hayward, CA 94545-3725

Phone: (510) 259-1334 E-Mail: Jimenez@hsq.com est@hsq.com

Price: \$ NTE FY25 \$280,000.00, FY26 \$230,000.00

Description of Item to be procured:

Software, hardware, service, and repairs for the HSQ Supervisory Control and Data Acquisition (SCADA) system, including components for the HSQ Remote Terminal Units (RTUs). Also, 10-HSQ 25x86 RTU back plane builds to be installed in Master Lift and Duplex Lift Stations for communication to the SCADA system located at the Everest Water Reclamation Facility (EWRF).

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

HSQ Technology is the manufacturer of and the exclusive authorized company that supports the hardware and software for both the MISER SCADA System and HSQ RTUs currently in use at the City Master Lift, Duplex Lift, and Canal Stations throughout the City.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

No other manufacturer has access to the proprietary information, parts, and/or technology to evaluate and/or repair the originally installed and updated equipment. Research on these installed RTUs from different manufacturers have not indicated any other brand of RTUs to be reliable with the existing system. These RTUs are used to control communications at more than 313 locations throughout the City of Cape Coral.

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: [Signature] Date: 11/20/24

Approval: Procurement Manager [Signature] (not to exceed \$50,000.00) Date: 3/7/25

Approval: City Manager [Signature] (not to exceed \$100,000.00) Date: 3/10/25

Council authorization required if exceeding \$100,000.00

Resolution # 71-25
Council Approved: 3/15/25

Revised 1/6/2020- Per Ordinance #52-19, Article VII: Purchase and Sale of Real and Personal Property, Adopted 12/02/2019



HSQ Tech Inc. 26227 Research Road
Hayward, California 94545-3725
Phone: (510) 259-1334
Fax: (510) 259-1392
www.hsq.com

By Email tbennett@capecoral.gov

October 22, 2024

City of Cape Coral
P.O. Box 150027
Cape Coral, FL 33915-0027

Attention: Timothy Bennett
Utilities Programmer Operator

Reference: Sole Source Letter -
HSQ Technology Maintenance, Parts and Repairs

Dear Mr. Bennett:

This letter is to certify that HSQ Tech Inc., is the manufacturer of the HSQ MISER SCADA System, the HSQ Series 2500, including 25x86, Remote Terminal Units (RTUs), and all associated boards for said System and RTUs.

As the manufacturer, we are the only authorized company that supports the hardware and software for both the MISER SCADA System and the RTUs.

We are a sole source manufacturer and do not sell or authorize support through distributors or any other agency, and we are the only authorized repair facility.

If you have any questions, please call the undersigned at (800) 486-6684.

Sincerely yours,

HSQ TECH INC.

A handwritten signature in black ink that reads 'Gustavo Jimenez'.

Gustavo Jimenez
Vice President/COO

GJ/vr

BUILDING THE TECHNOLOGY THAT DRIVES SMARTER SYSTEMS

An Equal Opportunity Employer

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