

# AWARD RECOMMENDATION

## Notice of Intent to Award Number: 240000000506

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFP 240000000804 for bulk water softener and sidewalk salt and has recommended an award to Besco Water Treatment, Inc. in the amount of \$2,000,000.00, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State’s rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Katie McFarland, Solicitation Manager.  
 McFarlandK1@michigan.gov  
 517-930-6814

### Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide bulk water softener and sidewalk salt. The term of this contract is three years, with up to five, one-year renewal options.

### Bidders:

The RFP was posted on SIGMA VSS on February 1, 2024 for four weeks. The following bidders submitted proposals by the published due date of February 29, 2024.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Besco Water Treatment, Inc.	20400 Capital Avenue NE Battle Creek, MI 49017	N/A	N/A

\*SDVOB: Service-Disabled Veteran Owned Business

\*\*GDBE: Geographically Disadvantaged Business Enterprise

# EVALUATION SYNOPSIS

## I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

### Proposal Instructions: Evaluation Process

The State will evaluate each proposal based on the following factors:

	Technical Evaluation Criteria	Weight
1.	Schedule A, Statement of Work, Section 1	35
2.	Schedule A, Statement of Work, Section 2, and 3	25
3.	Schedule A, Statement of Work, Section 4 through 9	30
4.	Vendor Questions Worksheet	10
	<b>Total</b>	100

Proposals receiving 80 or more technical evaluation points will have pricing evaluated and considered for award.

The full evaluation process is stated in the RFP Proposal Instructions.

## II. Evaluation Method

Responses to this solicitation were reviewed by the solicitation manager in collaboration with subject matter experts, which consisted of the following individuals:

Evaluation Team
Katie McFarland, Category Specialist, Commodities Department of Technology, Management, and Budget - Central Procurement Services
Melisa Potts, Buyer, Procurement Services Department of Natural Resources
David Albrecht, Physical Plant Administrator Michigan Department of Corrections
Jeffrey L. Canfield, Groups Supervisor Department of Technology, Management, and Budget

## III. Evaluation Results

### A. Besco Water Treatment, Inc.

The Evaluation Team determined that Besco Water Treatment, Inc. based on a score of 100, met the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of Work, Section 1:

The Evaluation Team determined the responses were satisfactory.

2. Schedule A, Statement of Work, Section 2, and 3:  
The Evaluation Team determined the responses were satisfactory.
3. Schedule A, Statement of Work, Section 4 through 9:  
The Evaluation Team determined the responses were satisfactory.
4. Vendor Questions Worksheet:  
The Evaluation Team determined the responses were satisfactory.

**Total Score: 100/100**

**IV. Technical Evaluation Summary**

	<b>Selection Criteria</b>	<b>Besco Water Treatment, Inc.</b>
<b>1</b>	Schedule A, Statement of Work, Section 1	<b>35</b>
<b>2</b>	Schedule A, Statement of Work, Section 2, and 3	<b>25</b>
<b>3</b>	Schedule A, Statement of Work, Section 4 through 9	<b>30</b>
<b>4</b>	Vendor Questions Worksheet	<b>10</b>
	<b>Total</b>	<b>100</b>

**V. Pricing Summary**

Pricing was evaluated for the bidders who passed technical. The following is a summary of their price proposals:

	<b>Deliverable</b>	<b>Besco Water Treatment, Inc.</b>	
		<b>Lower Peninsula</b>	<b>Upper Peninsula</b>
<b>1</b>	Southern coarse crushed rock salt. Must meet AWWA standard B-200-88. Untreated. Regular. Bulk.  Pneumatic/air blown-in delivery.	No Bid	No Bid
<b>2</b>	Southern coarse crushed rock salt. Must meet AWWA standard B-200-88. Untreated. Regular. Bulk.  Dump truck delivery.	No Bid	No Bid
<b>3</b>	Water softener salt. Compressed salt. Palletized or compacted. Must meet AWAA standard B-200-88. Untreated. Regular. Bagged. 50lb bag.	\$11.03	\$31.03
<b>4</b>	Water softener salt. High purity, vacuum granulated salt. 99.5% sodium chloride. For use in water softeners that incorporate a de-	\$280.37	No Bid

	Deliverable	Besco Water Treatment, Inc.	
		Lower Peninsula	Upper Peninsula
	alkalizer. Must meet AWWA standard B-200-88. Untreated. Regular. Bulk. Pneumatic/air blown-in delivery.		
5	Water softener salt. High purity, vacuum granulated salt. 99.5% sodium chloride. For use in water softeners that incorporate a de-alkalizer. Must meet AWWA standard B-200-88. Untreated. Regular. Bulk. Dump truck delivery.	\$269.76	No Bid
6	Redout Dura Cube with iron fighter additive. Bagged. 50lb bag.	\$12.63	\$32.63
1	Rock Salt, Ice Away, 50lb bag	\$10.36	\$30.36
2	Alternative de-icer (non-sodium chloride) Primary ingredient to be potassium or calcium chloride. Bagged. 40lb bag.	\$10.55	\$30.55
3	EverGreen is a blend of five ice melting chemicals. Sodium Chloride, CAS number 7647-14-5 Potassium Chloride, CAS Number 7447-40-7 Urea CAS Number 0057-13-6 Magnesium Chloride CAS Number 7791-18-6 CMA CAS umber 76123-46-1 Bagged. 50lb bag.	\$20.28	No Bid
4	EverGreen is a blend of five ice melting chemicals. Sodium Chloride, CAS number 7647-14-5 Potassium Chloride, CAS Number 7447-40-7 Urea CAS Number 0057-13-6 Magnesium Chloride CAS Number 7791-18-6 CMA CAS umber 76123-46-1 Bagged. 2000lb bag.	\$665.53	No Bid

## VI. Negotiations

Requested one year pricing, signed confidentiality form, and confirmation of acceptance of RFP requirements which was provided.

## VII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the best value to the State of Michigan. Best value is based on the proposal meeting the minimum point threshold and offering the best combination of the factors stated in the *Proposal Instructions Evaluation Process* section, and price.

Besco Water Treatment, Inc. provided the best value to the State. Best value factors for Award Recommendation include agreeing to the requirements outlined in the RFP and accepting the State's Standard Contract Terms and Conditions.