



Interoffice Memorandum

October 26, 2021

TO: Mayor Jerry L. Demings
-AND-
County Commissioners

FROM: Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager, Procurement Division

CONTACT: Troy Layton, P.E., BCEE, Manager, Utilities Field Services Division
407-254-9794

SUBJECT: Approval of Contract Y22-103, Flygt Pumps, Parts and Repairs

ACTION REQUESTED:

Approval to award Contract Y22-103, Flygt Pumps, Parts and Repairs, with Xylem Water Solutions U.S.A., Inc. in the estimated contract award amount of \$4,138,920 for a three-year term. Further request authorization of the Procurement Division to renew the contract for two additional one-year terms.

PROCUREMENT:

This contract will provide Flygt submersible pumps, parts, and needed repairs for the County wastewater pumping stations.

FUNDING:

Funding is available in account number 4420-038-1347-3810.

APPROVALS:

The Field Services Division concurs with this recommendation.

REMARKS:

Flygt submersible pumps were approved for standardization by the Procurement Division on November 23, 2010. Orange County Utilities submersible pump inventory is comprised of 80% Flygt brand pumps. Xylem Water Solutions U.S.A., Inc. has been verified as the exclusive dealer for Flygt pumps in the state of Florida. The discounts from list price that were negotiated with Xylem Water Solutions U.S.A., Inc. are as follows:

Table with 3 columns: Item, Discount, and Description. Rows include Pumps (10% discount) and Parts (10% discount).

The discounts of Xylem Water Solutions U.S.A., Inc. are considered reasonable and realistic for the services to be performed as they are consistent with the discount offered to the cities of Sacramento, CA and Vero Beach, FL. The discounts reflect a 14% decrease when compared to the original estimate.