

Maria G. Marino, Mayor
Sara Baxter, Vice Mayor
Gregg K. Weiss
Joel Flores
Marci Woodward
Maria Sachs
Bobby Powell, Jr.



Verdenia C. Baker

Procurement Department
www.pbcgov.org/purchasing

NOTICE OF SOLE SOURCE PROCUREMENT

February 6, 2025

PALM BEACH COUNTY PROCUREMENT DEPARTMENT
50 SOUTH MILITARY TRAIL, SUITE 110
WEST PALM BEACH, FLORIDA 33415-3199

TITLE: REMOTE TELEMETRY UNIT RADIOS (SCADA), PURCHASE AND DELIVERY, ONE TIME

BUYER: JOHNNY JOSEPH

This Notice is issued in accordance with the applicable procurement ordinance, Section 2-54 (f) (2) and policies, to inform the public of the decision to proceed with a Sole Source Procurement process for the acquisition of the following goods/services:

General description of Goods/Services

Description	<p>The GE Industrial Communications Model MDS Orbit Licensed radio, with the Part# MDSECRL4CNNNNNS1D1USUNNN, is specifically designed for SCADA (Supervisory Control and Data Acquisition) communication systems, offering a variety of useful features for industrial applications. Below are the detailed characteristics based on our description:</p> <ul style="list-style-type: none"> (A) 450-520 MHz Radio (B) 1x Ethernet port (C) 1x Serial port (D) Din-rail mount <p>This combination of features makes the MDS Orbit a versatile choice for industrial communication networks, particularly for SCADA systems where reliable, secure, and long-range communication is required.</p>
Estimated Quantity	50
Estimated Value	\$71,357.50
Contract Duration	ONE TIME PURCHASE

Posting Period February 6, 2025 through February 21, 2025

Any objections to this sole source procurement must be submitted in writing to the procurement office by **February 21 , 2025**. If no objections are received by the deadline, the procurement process will proceed as planned.

For any inquiries or further clarification, please contact:

Contact Name: Johnny Joseph

Phone Number: 561-616-6828

General Email Address: JJoseph@pbc.gov and PUR-Procure-Solicit@pbc.gov

This notice is issued in compliance with applicable procurement laws, regulations, and procedures.

MELODY THELWELL, PROCUREMENT DIRECTOR

SIGNATURE / DATE



June 5, 2024

Reference: Distributor Certification Letter

To Whom It May Concern,
ATTN: Palm Beach County Water Utilities Department.

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)

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

Imagination at Work



**Water Utilities Department
Administration**

8100 Forest Hill Blvd.
West Palm Beach, FL 33413
(561) 493-6000
Fax: (561) 493-6008
www.pbcwater.com




**Palm Beach County
Board of County
Commissioners**

Maria Sachs, Mayor
Maria G. Marino, Vice Mayor
Gregg K. Weiss
Michael A. Barnett
Marci Woodward
Sara Baxter
Mack Bernard

County Administrator

Verdenia C. Baker

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Affirmative Action Employer"

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and recycled paper

Date: July 22, 2024
To: Melody Thelwell, Purchasing Director
Thru: Stephanie Marsh-Corinthian, Assistant Director *SMC*
From: Ali Bayat, PE, PMP, Director Water Utilities *AB*
Subject: Sole Source: GE INDUSTRIAL COMMUNICATIONS

The Water Utilities Department request an extended sole source procurement from GE INDUSTRIAL COMMUNICATIONS, which is the sole source for design, manufacture, commercialization and technical support of rugged communications equipment utilized in mission critical applications. Product lines: GE MDS Orbit MCR/ECR and Master Stations, TransNEXT and legacy equipment SD series, iNETII and MDS Net I/O, based on the following sole source justification:

Based upon our expertise and a comprehensive search of the market place, the purchase of new products, OEM repair/replacement parts, maintenance, repair/replacement services, field services and technical support offered by GE INDUSTRIAL COMMUNICATIONS is required to be used in conjunction with existing communication equipment. GE INDUSTRIAL COMMUNICATIONS provides the following unique characteristic that we require and, to the best of our knowledge, no other manufacturer can duplicate.

- ❖ GE INDUSTRIAL COMMUNICATIONS is the sole source for the following product lines: 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 products. New radio products and OEM repair/replacement parts are the only parts compatible with the existing 800+ MDS radios in use in our system, which interface with our SCADA drives and monitoring software to provide seamless support of our telemetry systems; as required by Water Utilities.
- ❖ GE INDUSTRIAL COMMUNICATIONS acknowledge U.S. Water Services Corporation DBA BCI Technologies DBA Blackburn Controls Incorporated as their only prime authorized representative for purchase of new products, repair/replacement parts, maintenance, repair/replacement services, field services and technical support for Florida.

For the above documented reasons and the attached sole source supporting documentation from the manufacturer, I request that the purchase be considered for approval as sole source.

The sole source letter is attached.

INTER-OFFICE COMMUNICATION
PALM BEACH COUNTY

DATE: August 2, 2024

TO: Melody Thelwell
Director

THRU: Kristen A. Monnett
Purchasing Manager

FROM: Alex Massari
Buyer

RE: SOLE SOURCE JUSTIFICATION (EXTENDED TERM)

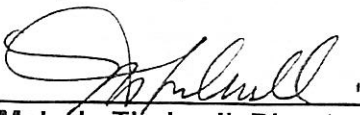
The user department has stated that GE INDUSTRIAL COMMUNICATIONS PRODUCTS AND SERVICES FOR GE MDS ORBIT MCR/ECR AND MASTER STATIONS, TRANSNEXT AND LEGACY EQUIPMENT SD SERIES, INETII AND MDS NET I/O is the ONLY product / source of service that will meet the County's need for EXISTING 800+ MDS RADIOS AND COMMUNICATION EQUIPMENT. Based on staff's knowledge of the marketplace, we believe this to be an accurate assessment.

It has also been determined and attested to by TANU JACOB, SR. SALES MANAGER – SOUTHEAST, GRID AUTOMATION (COMMUNICATIONS), GE INDUSTRIAL COMMUNICATIONS (INDC) (manufacturer) that U.S. WATER SERVICES CORPORATION DBA BCI TECHNOLOGIES DBA BLACKBURN CONTROLS (vendor / supplier) is the ONLY source of supply for the above referenced product / service (see attached).

We anticipate that the circumstances justified by this sole source request is valid up to the next 60 months (maximum 60 months).

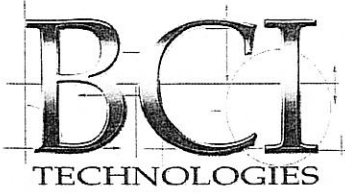
PURCHASING APPROVAL:

Based on the information provided to me, including the manufacturer's certification that they or their representative are the sole provider of this good or service, the user's certification that this is the only good or service which will suffice their needs, and a justifiable expectation that these conditions will not change in the foreseeable future, I hereby approve the sole source acquisition of the subject good or service for a period not to exceed sixty months. The user department is responsible for monitoring the marketplace and, if the above described sole source conditions change, discontinue use of this sole source justification and procure the goods or services competitively.


Melody Thelwell, Director

8/5/24
Date AUG 2 2024

c: Vernetha Green, Water Utilities



BCI Technologies

1619 E. Vine st
Kissimmee, FL 34744
(407) 847-8848
www.bcitech.com
Sales@bcitech.com

"Providing solutions that improve our
Customers' efficiency."

Quote Date: Aug 26, 2022

Quotation Details:

Sales Person: Phillip Yancey
Valid Till: Oct 23, 2024
Quotation: PBC-MDS-10232024
Vendor #: VC0000127258
Ship Method: Dropship - 5 day - Ground

Bill To:

John Devaney
Palm Beach County
8100 Forest Hill Blvd
West Palm Beach, FL 33416

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. (Inside U.S only)
Standard lead-time is 5 weeks. (Not including delivery time.)

Quotation Description:

"U.S. Water Services Corp DBA Blackburn controls DBA BCI Technologies accepts the terms and conditions of Palm Beach County in its entirety, which shall supersede all terms listed herein. Any terms of Blackburn Controls, INC DBA BCI Technologies set forth herein shall have no force or effect."

Line	Part Number	Product Description	Qty.	Price	Total
1	MDSECRL4CNNNNN S1D1USUNNN	GE MDS Orbit Licensed 450-520 MHz radio. 1x Ethernet port, 1x serial port, din-rail mount	50	\$ 1,427.15	\$ 71,357.50
Sub Total					\$ 71,357.50
Discount					\$ 0.00
Tax					\$ 0.00
Grand Total					\$ 71,357.50

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.