

January 7, 2021

Rob Hillis, Engineering Supervisor
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Dear Mr. Hillis

Project No: 60557308

Regarding: RFP #2020-10-P650 Evaluation Results and Recommendation

1. Background

On Friday, December 11, 2020 the submission period closed for *RFP 2020-10-P650 Request for Proposals for Rose Valley WTP – Electrical, Instrumentation & Control Equipment Supply*. Responses were received from the following vendors:

- ABB Inc.
- enCompass Electrical Solutions
- Gescan
- ICI Electrical Engineering
- QCA Systems Ltd.
- Spartan Controls Ltd.
- Stellar Power & Controls Ltd.
- Turn-Key Controls Ltd.

The responses were received, reviewed and evaluated in accordance with the evaluation criteria. The evaluation criteria were documented prior to receiving the proposals and was based on a benefit to cost methodology. The cost was based on the proposal submission including any post submission clarifications. The benefits were evaluated based on the following 2 main categories:

- Operational: Within this category the qualifications and experience of the project team being offered combined with the availability of the technical field staff were the primary items considered.
- Contract: Compliance with the technical and commercial terms in addition to overall completeness and quality of the finished product were evaluated.

2. Evaluation Results

The City received eight (8) responses from control system vendors. This letter provides a high-level summary of each response and a recommendation for award of the *RFP 2020-10-P650 Request for Proposals for Rose Valley WTP – Electrical, Instrumentation & Control Equipment Supply*.

2.1.1 ABB Inc.

ABB Inc. offers a complete solution for a DCS control system. The ABB Inc. equipment and technology are known in the market and has a good reputation for being a reliable control system. A few items to highlight with the ABB Inc. proposal are:

- The qualifications and experience of the ABB team was scored high as ABB has dedicated resources that focus on the design and implementation of the electrical and instrumentation packages.
- The Integration team are based on Ontario. This will be fine for the majority of the production support, but it is expected that ongoing field services and support will be more expensive than a more local service provider. ABB was scored low in this evaluation category.
- Numerous qualifications are provided within the proposal to limit the scope of responsibility. Given this the number of scope changes expected during the completion of the project is expected to be higher than other submissions. Nevertheless, the understanding of the project scope was acceptable. Average scoring was assigned for compliance with the technical terms.
- The field services cost was less than half the average. Additionally, the use of an ABB solution will result in the City needing to establish additional software and technical support contracts and the ABB control system differs from the controls used at the Powers Creek WTP.

The ABB Inc. capital cost was closely aligned with the average. The evaluation of the non cost items resulted in ABB being assigned about half the total available points.

2.1.2 enCompass Electrical Solutions

The enCompass Electrical Solutions provided a complete proposal, with the inclusion and exclusions documented. The proposal is based on Rockwell equipment, which is a known, quality vendor for this scope of work. enCompass Electrical Solutions has limited experience in the municipal market.

A few items to highlight with the enCompass Electrical Solutions proposal are:

- The qualifications and experience of the enCompass Electrical Solutions team was assignment a below average score as other proponents have teams with more municipal treatment facility experience.
- The Integration team are based on Port Coquitlam. Having the integration team located in Port Coquitlam will be fine for the majority of the production support, but it is expected that ongoing field services and support will be more expensive than a more local service provider. enCompass Electrical Solutions was scored low in this evaluation category.
- Numerous qualifications are provided within the proposal to limit the scope of responsibility. Given this the number of scope changes expected during the completion of the project is expected to be higher than other submissions. Nevertheless, the understanding of the project scope was acceptable. Average scoring was assigned for compliance with the technical terms.

For the enCompass Electrical Solution, once the work is complete the City needing to establish additional software and technical support contracts with Rockwell. This will be an additional operating cost to the City as a Rockwell based solution differs from the controls used at the Powers Creek WTP.

enCompass Electrical Solutions received about half the available points and offer a total price close to the average.

2.1.3 Gescan

Gencan provided a proposal for only the Division 16 equipment. All the Division 17 portion of the scope was not included in their proposal.

The Gescan Division 16 equipment offer was based on using ABB Inc. equipment and was the highest price for this portion of the scope of work. Given the Gescan price was the highest for the portion of the scope of work included in their proposal, the Gescan submission was not evaluated further.

2.1.4 ICI Electrical Engineering

ICI Electrical Engineering is a company based in Kamloops with experience in the municipal treatment marketplace. The ICI Electrical Engineering bid is based on equipment manufactured by Schneider Electric. ICI Electrical Engineering did not include the optional instrumentation scope within their proposal. To equalize the proposals once the average cost for the optional instrumentation scope is added to the ICI Electrical Engineering proposal cost, their submission represents one of the highest cost proposals.

A few items to highlight with the ICI Electrical Engineering proposal are:

- The qualifications and experience of the ICI Electrical Engineering is relevant for this project. The ICI Electrical Engineering was scored high in this category, but not as high as others such as QCA, Spartan and Turn-Key.
- The Integration team are based on Kamloops, BC. This will be fine for the majority of the production support, but it is expected that ongoing field services and support will be more expensive than a more local service provider. ICI Electrical Engineering was provided a moderate score as others with local technical support were scored higher.
- The use of Schneider Electric equipment is not a “true” DCS solution. It is documented within the proposal that the functionality will be comparable, but control system architecture was not provided. Given this the ICI proposal was provided a lower score in the category of compliance with the technical terms.
- The use of a Schneider Electric solution will result in the City needing to establish additional software and technical support contracts as control system differs from the controls used at the Powers Creek WTP.

The ICI Electrical Engineering proposal did not include a significant portion of the project scope, their price was high and the technical solution used equipment that is expected to offer lower performance than other proponents.

2.1.5 QCA Systems Ltd.

The QCA Systems Ltd. is a company based in Delta. The submission was complete with a detailed layout of the DCS panel layout provided. QCA Systems Ltd is major Rockwell Integrator in BC, with relevant experience in the municipal water and wastewater field. A good understanding of scope is conveyed in the QCA Systems Ltd proposal.

A few items to highlight with the QCA Systems Ltd. Submission are:

- The qualifications and experience of the QCA Systems Ltd. is relevant for this project. The QCA Systems Ltd team was provide top points in this category.
- The Integration team are based in Delta, BC. This will be fine for the majority of the production support, but it is expected that ongoing field services and support will be more expensive than a more local service provider. QCA Systems Ltd was provided a moderate score as others with local technical support were scored higher.
- QCA Systems Ltd. demonstrated a good understanding of the project scope and offered a complete technical solution. Given this the proposal was provided a higher score in the category of compliance with the technical terms.
- The use of a Rockwell solution will result in the City needing to establish additional software and technical support contracts as control system differs from the controls used at the Powers Creek WTP.

The QCA Systems Ltd proposal was one of the higher ranked submissions. However, the cost of the proposal was the highest by more than \$ 1 M. Given the cost of the proposal was over the estimate and significantly higher than other comparably ranked proponents the QCA Systems Ltd submission was not considered further.

2.1.6 Spartan Controls Ltd.

The Spartan Controls Ltd. is a company based in Burnaby. The submission was complete with a detailed layout of the DCS panel layout provided. Spartan Controls Ltd is the licenced Delta V vendor in BC, with relevant experience in the municipal water and wastewater field.

A few items to highlight with the Spartan Controls Ltd submission are:

- The qualifications and experience of Spartan Controls Ltd is relevant for this project. The Spartan Control Ltd team was provided top points in this category.
- For the integration and field services Spartan Controls Ltd has teamed with Centrix Control Solutions Ltd based on Kelowna. Centrix Control Solutions Ltd are locally based, know the City of West Kelowna control system and have relevant Delta V experience. Given all these benefits top marks were assigned to the Spartan Control Ltd proposal.
- Spartan Controls Ltd. demonstrated the best understanding of the project scope. An architecture drawing of the control system was provided, DCS panel layout and complete BOM. The Spartan Control Ltd proposal was provided the highest score for compliance with the technical terms.
- The use of a Delta V solution aligns directly with the controls already used at the Powers Creek WTP. The Spartan Controls Ltd solution offers the City the lowest long term cost of ownership given the direct alignment with the controls used at the Powers Creek WTP. It is estimated that the City will save in the order of \$ 30 – 50 k per year using the Spartan Control Ltd equipment offer.

Spartan Controls Ltd was the highest ranked submission.

2.1.7 Stellar Power & Controls Ltd.

The Stellar Power & Controls Ltd. is a company based in Langley with relevant experience in the municipal water and wastewater field. The Stellar Power & Controls Ltd proposal is based on equipment manufactured by Schneider Electric. This is similar to the ICI Electrical Engineering proposal, however instead of offering one of the highest cost proposals, the Stellar Power & Controls Ltd proposal was the lowest cost. The Stellar Power & Controls Ltd lacked detail resulting in the need to clarify the scope of the proposal complete with some price modifications.

A few items to highlight with the Stellar Power & Controls Ltd proposal are:

- The qualifications and experience of the Stellar Power & Control Ltd is relevant for this project. The Stellar Power & Control Ltd was scored high in this category, but not as high as others such as QCA, Spartan and Turn-Key.
- The Integration team are based on Langley, BC. This will be fine for the majority of the production support, but it is expected that ongoing field services and support will be more expensive than a more local service provider. Stellar Power & Control Ltd was provided a moderate score as others with local technical support were scored higher.
- The use of Schneider Electric equipment is not a “true” DCS solution. It is documented within the proposal that the functionality will be comparable. Additionally, the Stellar Power & Control proposal is based on “in-house” assembly of the MCC using items provided by Schneider Electric. The proposal from Stellar Power & Control was provided the lowest score in the category of compliance with the technical terms.
- The use of a Schneider Electric solution will result in the City needing to establish additional software and technical support contracts as control system differs from the controls used at the Powers Creek WTP.

Stellar Power & Controls Ltd is one of the lowest ranked proposals given the equipment selected for the basis of the proposal, compliance with the technical terms and understanding of the scope of work.

2.1.8 Turn-Key Controls Ltd.

The Turn-Key Controls Ltd is a company based in Vernon. Similar to QCA Systems Ltd, the Turn-Key Controls solution is based on Rockwell equipment and is a complete submission that demonstrates a good understanding of the project scope.

A few items to highlight with the Turn-Key Controls Ltd submission are:

- The qualifications and experience of the Turn-Key Controls Ltd is relevant for this project. The Turn-Key Controls Ltd team was provided top points in this category.
- The Integration team are based in Vernon, BC. This will be fine for the majority of the production support. Turn-Key was provided top marks in this category as it is assumed that a similar level of service can be provided as a Kelowna based company for field services.
- Turn-Key Controls Ltd demonstrated a good understanding of the project scope and offered a complete technical solution. Given this the proposal was provided a higher score in the category of compliance with the technical terms.
- The use of a Rockwell solution will result in the City needing to establish additional software and technical support contracts as control system differs from the controls used at the Powers Creek WTP.

The Turn-Key Controls Ltd proposal was ranked high; however, the cost of the proposal was one of the highest submissions. Given the cost of the proposal was higher than other comparably ranked proponents the Turn-Key Controls Ltd submission was not considered further.

3. Conclusion and Recommendations

The evaluation of the proposals results in Spartan Controls Ltd being the preferred proponent with the highest benefit to cost. Notwithstanding the benefit evaluation the Spartan Controls Ltd offers the City the best financial value. The cost difference between the lowest cost proposal from Stellar Power & Controls and Spartan Controls Ltd is \$ 321,066. Based on the estimated annual operating cost saving of \$ 30 – 50 k per year associated with reduced licensing, technical support, training and replacement parts the payback associated with the Spartan Control Ltd is 6 – 10 years.

Another important point regarding the cost of the Spartan Control Ltd and the Stellar Power & Control proposal is the inclusion of the Site Services. The Site Services covers technical support on-site during construction and commissioning. The Spartan Control Ltd fee for this service is \$ 136,800 higher than the Stellar Power & Controls proposal or more than double. This allowance is expected to result in fewer extra claims during construction and commissioning.

As the highest ranked proponent, we recommend the City to award the *RFP 2020-10-P650 Request for Proposals for Rose Valley WTP – Electrical, Instrumentation & Control Equipment Supply* to Stellar Controls Ltd in the amount of \$ 2,781,297.00.

Please contact the undersigned with any questions, otherwise we assume the notice of award will be issued as soon as possible.

Yours sincerely,



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