

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20020824**

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Approve Waiver #W-030005 to waive formal quotation procedure, due to the sole source, for the Public Works Department (Utilities Division), for the installation, repair and services of Motorola Scada (Telemetry) equipment from DCR Engineering Services. The term of the waiver would be for one year. Estimated annual expenditures for installations of equipment and programming would be approximately \$200,000. Estimated annual expenditures for repairs of existing equipment and service would be approximately \$50,000. Funding will come from the individual department or division's budget whom will be responsible for monitoring their individual expenditures.

**WHY ACTION IS NECESSARY:** According to Section 9.4.1 of the Lee County Purchasing and Payment Procedures Manual, approved by the Board on 7/9/02, purchases over \$50,000.00 must be approved by the Board.

**WHAT ACTION ACCOMPLISHES:** Allows the Public Works Department (Utilities) to acquire new installations and repair existing equipment.

**2. DEPARTMENTAL CATEGORY:**  
COMMISSION DISTRICT #

**A10A**

**3. MEETING DATE:**

**10-22-2002**

**4. AGENDA:**

CONSENT  
 ADMINISTRATIVE  
 APPEALS  
  
 PUBLIC  
 WALK ON  
 TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:**  
(Specify)

STATUTE  
 ORDINANCE  
 ADMIN. AC-4-1  
 CODE  
 OTHER

**6. REQUESTOR OF INFORMATION:**

A. COMMISSIONER  
 B. DEPARTMENT PUBLIC WORKS  
 C. DIVISION UTILITIES

BY: **RICK DIAZ**

*[Handwritten signature and date]*  
9/25/02

**7. BACKGROUND:**

On November 6, 2002 the current waiver blue sheet (W-020047) will expire and Rick Diaz/Utilities has requested a new bid waiver for the installation and programming of Motorola Scada (Telemetry) Equipment and the repair and service of existing Scada Equipment from DCR Engineering Services. Therefore, we are requesting a waiver of the formal quote procedure for the installation and programming of Motorola Scada Equipment and the repair and service of existing Scada Equipment. Purchasing has verified this sole source request and determined that DCR Engineering is the sole source for installation, programming, repair and service of existing equipment.

(Background continued on next page)

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>[Signature]</i> 10.4.02	<i>[Signature]</i> 9-24-02 9-24-02	N/A		<i>[Signature]</i> 9/26/02	OA 9/27/02	OM 9/27/02	Risk 9/27/02	GC 9/27/02	<i>[Signature]</i>

**10. COMMISSION ACTION:**

APPROVED  
 DENIED  
 DEFERRED  
 OTHER

**Rec. by Comtky**  
 Date: 9/26/02  
 Time: 2:26 pm  
 Forwarded To: Budget  
 9/27/02 8:48 am

**RECEIVED BY  
COUNTY ADMIN.** *[Signature]*  
 9/27 9:10  
**COUNTY ADMIN.  
FORWARDED TO: DS**  
 10/3 2:00

Funding Account#s OD5360448700 5360548700  
5360248700 5365148700  
5361848700 5362748700  
5362448700 5360148700  
53625448700

Attachments: (1.) Memo of Justification from Rick Diaz/Utilities  
(2.) Sole Source Letter Verification from Motorola

# ATTACHMENT 1

Chris, This is the justification for the DCR- Motorola Blue Sheet. Please call me at 565-3705 for any additional information. Thanks, Rick.

Rick Diaz, PE  
Utilities Division Director  
[diazr@leegov.com](mailto:diazr@leegov.com)  
PH: 941/479-8779  
FX: 941/479-8176

Subject: Blue sheet for waiver for DCR Engineering Services

Reasons for waiver:

1. Our telemetry systems are on the County trunking system, which has to be Motorola Equipment.
2. DCR Engineering is the sole provider for Motorola SCADA equipment in the State of Florida.
3. DCR Engineering has provided us service and installation for over five years.
4. DCR Engineering is currently our provider for any new installation of SCADA equipment on new lift stations provided by contractors.
5. DCR Engineering is available 24 hours a day for any emergency that should arise in our system.
6. DCR Engineering also has provided us with our Central SCADA monitoring and control at four sites throughout our system. They developed them and maintain them with trained personal.
7. We currently have over 250 Motorola telemetry units in our utilities system, which we receive, support from DCR Engineering.

This waiver will need to include service preformed by DCR Engineering and new installations at various utilities sites and including new projects.

Cost that may occur throughout the year would be as follows:

1. New installations of equipment and programming would run up to \$ 200 , 000
2. For repairs of existing equipment and service would run up to \$50 , 000

The following are the cost strings that this cost would be spread to:

1. Collections 5360448700
2. Water Distribution 5360248700
3. Corkscrew WTP 5361848700
4. Fiesta Village WWTP 5362448700
5. Waterway WTP 53625448700
6. Beach WWTP 5360548700
7. Pine Island 5365148700
8. Green Meadows 5362748700
9. Olga WTP 5360148700

ATTACHMENT

2

**MOTOROLA**  
**Fixed Data Systems**

To: Lee County Utilities

June 28, 2002

Attn: Doug Meyer

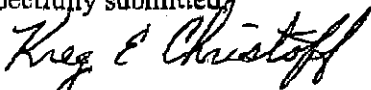
Re: DCR Engineering

Dear Doug:

During the last decade, Motorola has been heavily involved in building a new enhanced Value Added Reseller distribution channel to better serve the water and waste water end users. During this journey, many of the advancements could not have been achieved without the dedication and support of DCR Engineering Services, Inc.. DCR Engineering Services, Inc. has been the only licensed Motorola Value Added Reseller of MOSCAD and INTRAC products in the state of Florida since 1992. During this time, DCR Engineering Services has been one of our highest performing VAR in the United States and is the top rated VAR not only in Florida, but the entire Southeast.

The relationship with DCR Engineering Services and Motorola has been mutually beneficial from both a technological and economic standpoint. DCR Engineering Services operates under a professional business ethic and very high standard of quality, backed by a resolute commitment to customer service. Because of these qualities, Motorola favors doing business with DCR Engineering Services. On behalf of Motorola, I would like to submit that DCR Engineering Services is highly capable in designing, deploying, and servicing installations of Motorola MOSCAD equipment. I am convinced that they are uniquely qualified to turn in a great MOSCAD-based system for the Lee County Utilities water project.

Respectfully submitted,



Kreg Christoff

Sr. Account Manager, Indirect Distribution  
Motorola Fixed Data Systems