



July 25, 2023

To: Detra Dillon, Procurement Administrator, General Services Agency, Purchasing Agent Designee

From: Christine Chan, Procurement & Contracts Specialist

Subject: **AWARD A CONTRACT TO REXA, INC. FOR PUMP STATION ROTARY ACTUATORS; MASTER CONTRACT NO. 902275; PROCUREMENT CONTRACT NO. 25887; AMOUNT: \$2,579,578**

RECOMMENDATION:

Award and execute a contract (Master Contract No. 902275, Procurement No. 25887) with REXA, Inc. (Principal: Geoff Hynes; Location: West Bridgewater, MA) to provide pump station rotary actuators services to the Alameda County Public Works Agency, for the term of 8/15/23 – 8/14/24, in the amount of \$2,579,578 (\$2,323,944 + 11% estimated sales tax).

DISCUSSION/SUMMARY:

The Alameda County Public Works Agency (PWA), in collaboration with the Alameda County Flood Control and Water Conservation District, seeks to replace aging equipment while increasing the reliability of stormwater lift stations to function as intended during rain events to prevent flooding in areas of at-risk residents and businesses within Alameda County. The County owns 23 stormwater lift stations, primarily in Oakland, Hayward, San Leandro, and Union City.

The Contractor will provide pump stations with complete rotary actuators assembly with all additional materials required for installation, and be knowledgeable of industrial-specific uses and applications for rotary actuators and associated equipment. The Contractor will provide application-specific information at locations selected for use. The County will install the rotary actuators at the pump stations.

SELECTION CRITERIA/PROCESS:

PWA has determined that Alameda County does not currently have the resources to provide pump station rotary actuators.

PWA worked with General Services Agency (GSA)–Procurement to develop a Request for Quotation (RFQ), which was issued on April 14, 2023, posted on the website for 49 days, emailed to the Chambers of Commerce e-mail group, and sent to the E-Gov Goods and Services – Current Contract Opportunities mailing service. The RFQ was also advertised in the Inter-City Express on April 18, 2023, and the Daily

Californian on April 20, 2023. A vendor outreach was conducted on April 19, 2023, followed by one networking/bidders conference on April 21, 2023, which was attended by three participants.

On June 2, 2023, two bidders submitted responses to the RFQ. One response was disqualified for not meeting the Bidders Minimum Qualifications. The remaining response was evaluated by GSA and PWA based on the price for certain pump station rotary actuators.

REXA, Inc. was the lowest cost and qualified vendor and is being recommended for award.

The SLEB requirement was required on this RFQ; however, there were no subcontracting opportunities available due to the specialized nature of the services. The Office of Acquisition Policy has issued SLEB Waiver No. 9023 (Expiring: August 15, 2024).

The following is the evaluation summary:

EVALUATION SUMMARY

Vendor	Location	Local	SLEB	Bid and Evaluation Price
REXA, Inc.	West Bridgewater, MA	N	N	\$2,323,944

FINANCING:

Appropriations for this contract are included in the PWA Fiscal Year 2023-24 Approved Budget and will be requested in future budget years. No additional appropriations are required and there will be no increase in net County cost.

Recommended By:

Procurement & Contracts Specialist DocuSigned by:
Christine Chan
7/25/2023
 Signature Date

Approved By:

Contract Compliance Officer DocuSigned by:
Julie Ackerman
7/25/2023
 Signature Date

Procurement & Contracts Supervisor DocuSigned by:
Allison Deampo
7/25/2023
 Signature Date

Purchasing Agent Designee DocuSigned by:
Detra Dillon
7/25/2023
 Signature Date