

Memo

To: Mark Sollenberger
From: Carl R. Ray
cc: Craig City Council
Date: 07/31/20
Re: Bid Evaluation and Recommendation

Background

The Water and Wastewater departments have used many manufacturer's automation equipment and software over the years. Using many different manufacturer's equipment requires a considerable spare parts inventory, a number of different software packages, the skill to program in many different software programs, and a redundant cost for support if the company does not offer free support. We have been migrating obsolete equipment to Siemens automation equipment and using Siemens as our primary supplier of automation equipment and software. There are many reasons for taking this approach: lower cost than most manufacturers, longer product lifecycle, no cost business day support for all products and software, reliability, minimize spare parts and one common software package for programming all of their automation, networking, and other equipment.

The Water Treatment Plant had an upgrade in 2008 that relied on Allen-Bradley automation equipment and unfortunately most of those products became "mature, end of life" or obsolete within a few years. We need to upgrade to new equipment because many spare parts are no longer available and we have equipment that is failing quite often. The need for reliable equipment with available spare parts is imperative to being able to operate the Water Treatment Plant and be in compliance with CDPHE regulations.

RFP

The Request for Proposal is for materials only and all installation, programming, and other setup will be performed by "in-house" staff. There are two vendors identified by the Siemens website as being authorized distributors for our area. They are Crum Electric Supply and Heitek Automation. In addition, I know that many other internet-based companies are somehow able to sell Siemens equipment. The RFP was advertised, posted to the City of Craig website, and the RFP was sent via email to both Crum Electric Supply and Heitek Automation. The proposal was seeking vendors that could attend a mandatory pre-bid meeting, inventory our equipment, and propose a replacement package for their bid.

The mandatory pre-bid meeting was held on July 14th, 2020 at the Water Treatment Plant. The only vendor that attended was Crum Electric Supply. The bid opening was held on July 28th, 2020. One bid was received from Crum Electric Supply in the amount of \$120,122.91. After careful review of the materials and bid documents I believe that the proposal is complete and satisfies the requirements of the RFP. Siemens Industry will be able to provide conversion of the Allen-Bradley code that we have to facilitate the implementation. The code conversion will be at no cost.

I recommend that we accept the bid from Crum Electric Supply in the amount of \$120,122.81. The 2020 budgeted capital amount was \$135,000.00. Although not expressly stated in the bid documents, there are significant cost savings compared to the list prices of the equipment. In discussions with the vendor they disclosed that they were able to offer us savings based on the volume of equipment being purchased. The vendor stated verbally that both Siemens and Crum Electric Supply discounted their prices based on the volume.



QUOTE

UPC V	ACK DATE	ORDER NO.
000000	07/27/20	2199607-00
P.O. NO.		PAGE #
Water plant upgrade		1

SHIP TO: 5501
CITY OF CRAIG
ATTN: ACCOUNTS PAYABLE
300 WEST 4TH
CRAIG, CO 81625

CORRESPONDENCE TO: Crum Electric Supply
1165 English Ave
Casper, WY 82601

BILL TO: CITY OF CRAIG
ATTN: ACCOUNTS PAYABLE
300 WEST 4TH
CRAIG, CO 81625

INSTRUCTIONS		TERMS
		NET 30 DAY
SHIP Point	SHIP VIA	SHIPPED
Crum Electric-Grand Jct.		

LINE NO.	PRODUCT AND DESCRIPTION	QUANTITY ORDERED	UNIT PRICE	PRICE U/M	AMOUNT (NET)
1	6EP13334BA00 SIE SIE 6EP13334BA00 POWER SUPPLY S7-15	1	207.81	EA	207.81
2	6ES71316BH010BA0 SIE S-A 6ES71316BH010BA0 ET 200SP. DI 1	2	113.35	EA	226.70
3	6ES71316FD010BB1 SIE S-A 6ES71316FD010BB1 ET 200SP. DI 4	83	82.37	EA	6836.71
4	6ES71326BH010BA0 SIE S-A 6ES71326BH010BA0 ET 200SP. DQ 1	2	131.49	EA	262.98
5	6ES71326HD010BB1 SIE S-A 6ES71326HD010BB1 ET 200SP. RQ N	22	89.92	EA	1978.24
6	6ES71346HD010BA1 SIE S-A 6ES71346HD010BA1 ET 200SP. AI 4	36	230.48	EA	8297.28
7	6ES71356HB000CA1 SIE SIE 6ES71356HB000CA1 ET 200SP AQ 2	7	298.49	EA	2089.43
8	6ES71356HD000BA1 SIE SIE 6ES71356HD000BA1 ASM_ET 200SP_A	6	290.93	EA	1745.58
9	6ES71556AA010BN0 SIE S-A 6ES71556AA010BN0 ET 200SP. IM15	14	396.73	EA	5554.22
10	6ES71936AR000AA0 SIE SIE 6ES71936AR000AA0 SIMATIC_BUSADA	1	73.30	EA	73.30
11	6ES71936BP000BA0 SIE SIE 6ES71936BP000BA0 BASE UNIT TYPE	24	20.40	EA	489.60
12	6ES71936BP000DA0 SIE SIE 6ES71936BP000DA0 ASM_BASEUNIT T	24	35.52	EA	852.48
13	6ES71936BP200BB1 SIE SIE 6ES71936BP200BB1 BASEUNIT TYPE	104	27.96	EA	2907.84
14	6ES75070RA000AB0 SIE SIE 6ES75070RA000AB0 POWER SUPPLY 6	2	589.42	EA	1178.84
15	6ES75121DK010AB0 SIE S-A 6ES75121DK010AB0 CPU 1512SP-1 P	1	1095.72	EA	1095.72
16	6ES75152AM010AB0 SIE S-A 6ES75152AM010AB0 CPU 1515-2 PN.	1	2735.52	EA	2735.52
17	6ES75163AN010AB0 SIE S-A 6ES75163AN010AB0 CPU 1516-3 PN/	2	4424.43	EA	8848.86
18	6ES75211FH000AA0 SIE SIE 6ES75211FH000AA0 DI 16X230VAC B	22	264.48	EA	5818.56

Continued

TERMS: NET 30 DAYS. 1 1/2% PER MONTH, 18% PER ANNUM, SERVICE CHARGE ON ALL OVERDUE INVOICE.
ALL SHIPMENTS FOB SHIP POINT (UNLESS OTHERWISE NOTED)
TITLE TRANSFERS AT SHIP POINT
SALES ARE SUBJECT TO CRUM ELECTRIC SUPPLY CO TERMS AND CONDITIONS (SELLERS TERMS) FOUND AT SELLERS WEBSITE
HTTP://WWW.CRUM.COM/TERMS



QUOTE

UPC V	ACK DATE	ORDER NO.
000000	07/27/20	2199607-00
P.O. NO.		PAGE #
Water plant upgrade		2

SHIP TO: 5501
CITY OF CRAIG
ATTN: ACCOUNTS PAYABLE
300 WEST 4TH
CRAIG, CO 81625

CORRESPONDENCE TO: Crum Electric Supply
1165 English Ave
Casper, WY 82601

BILL TO: CITY OF CRAIG
ATTN: ACCOUNTS PAYABLE
300 WEST 4TH
CRAIG, CO 81625

INSTRUCTIONS	TERMS
	NET 30 DAY
SHIP Point	SHIP VIA
Crum Electric-Grand Jct.	

LINE NO.	PRODUCT AND DESCRIPTION	QUANTITY ORDERED	UNIT PRICE	PRICE U/M	AMOUNT (NET)
19	6ES75225HH000AB0 SIE S-A 6ES75225HH000AB0 DIG. OP MODULE	9	423.17	EA	3808.53
20	6ES75317KF000AB0 SIE SIE 6ES75317KF000AB0 AI 8XU/I/RTD/T	11	714.11	EA	7855.21
21	6ES75325HD000AB0 SIE SIE 6ES75325HD000AB0 AQ 4XU/I ST	3	604.53	EA	1813.59
22	6ES75325HF000AB0 SIE SIE 6ES75325HF000AB0 AQ 8XU/I HS	9	869.02	EA	7821.18
23	6ES75901AJ300AA0 SIE SIE 6ES75901AJ300AA0 MOUNTING RAIL	1	57.43	EA	57.43
24	6ES75901BC000AA0 SIE SIE 6ES75901BC000AA0 MOUNTING RAIL	1	96.73	EA	96.73
25	6ES79548LC030AA0 SIE SIE 6ES79548LC030AA0 SIMATIC S7 MEM	3	49.12	EA	147.36
26	6ES75921BM000XB0 SIE SIE 6ES75921BM000XB0 FRONTCONNECTOR	49	43.83	EA	2147.67
27	6AV21030HA000AL0 SIE SIE 6AV21030HA000AL0 SUS SIMATIC WI	1	405.54	EA	405.54
28	6AV21030HA060AA5 SIE S-A 6AV21030HA060AA5 WINCC PROF. 40	1	2168.77	EA	2168.77
29	6AV21050HA050AA0 SIE S-A 6AV21050HA050AA0 WINCC RUNTIME	2	5265.11	EA	10530.22
30	6AV21050XA000AL0 SIE S-A 6AV21050XA000AL0 SIMATIC WINCC	1	1224.18	EA	1224.18
31	6AV21070FB000BB0 SIE SIE 6AV21070FB000BB0 WINCC REDUNDAN	1	3513.85	EA	3513.85
32	6AV21070GB000BB0 SIE SIE 6AV21070GB000BB0 SIMATIC WINCC	2	2743.07	EA	5486.14
33	6AV63622AD000BB0 SIE S-A 6AV63622AD000BB0 WINCC/WEBUX MO	1	1564.23	EA	1564.23
34	6AV63611AA014AA0 SIE S-A 6AV63611AA014AA0 SIMATIC INFO S	1	8472.92	EA	8472.92
35	6AV63612AA014AH0 SIE S-A 6AV63612AA014AH0 SIMATIC INFO S	1	2890.43	EA	2890.43
36	6AV66461AD220AX0 SIE SIE 6AV66461AD220AX0 SIMATIC ITC220	1	3478.09	EA	3478.09

Continued

TERMS: NET 30 DAYS. 1 1/2% PER MONTH, 18% PER ANNUM, SERVICE CHARGE ON ALL OVERDUE INVOICE.
ALL SHIPMENTS FOB SHIP POINT (UNLESS OTHERWISE NOTED)
TITLE TRANSFERS AT SHIP POINT
SALES ARE SUBJECT TO CRUM ELECTRIC SUPPLY CO TERMS AND CONDITIONS (SELLERS TERMS) FOUND AT SELLERS WEBSITE
HTTP://WWW.CRUM.COM/TERMS



QUOTE

UPC V	ACK DATE	ORDER NO.
000000	07/27/20	2199607-00
P.O. NO.		PAGE #
Water plant upgrade		3

SHIP TO: 5501
CITY OF CRAIG
ATTN: ACCOUNTS PAYABLE
300 WEST 4TH
CRAIG, CO 81625

CORRESPONDENCE TO: Crum Electric Supply
1165 English Ave
Casper, WY 82601

BILL TO: CITY OF CRAIG
ATTN: ACCOUNTS PAYABLE
300 WEST 4TH
CRAIG, CO 81625

INSTRUCTIONS	TERMS
	NET 30 DAY
SHIP Point	SHIP VIA
Crum Electric-Grand Jct.	SHIPPED

LINE NO.	PRODUCT AND DESCRIPTION	QUANTITY ORDERED	UNIT PRICE	PRICE U/M	AMOUNT (NET)
37	6AV21240GC010AX0 SIE SIE 6AV21240GC010AX0 7TF TP700 WINCC 7TFT 12MB	1	1194.58	EA	1194.58
38	6AV21240MC010AX0 SIE SIE 6AV21240MC010AX0 12M SIMATIC TP1200 12TFT WINC	1	2653.65	EA	2653.65
39	6ES71555AA010AB0 SIE S-A 6ES71555AA010AB0 ET 200MP. IM 1	1	491.18	EA	491.18
40	6ES75901AE800AA0 SIE SIE 6ES75901AE800AA0 MOUNTING RAIL	1	36.27	EA	36.27
41	6ES75411AB000AB0 SIE SIE 6ES75411AB000AB0 CM PTP RS422/4	1	1065.49	EA	1065.49
41	Lines Total	Qty Shipped Total	457	Total	120122.91
				Invoice Total	120122.91

Last Page

TERMS: NET 30 DAYS. 1 1/2% PER MONTH, 18% PER ANNUM, SERVICE CHARGE ON ALL OVERDUE INVOICE.
ALL SHIPMENTS FOB SHIP POINT (UNLESS OTHERWISE NOTED)
TITLE TRANSFERS AT SHIP POINT
SALES ARE SUBJECT TO CRUM ELECTRIC SUPPLY CO TERMS AND CONDITIONS (SELLERS TERMS) FOUND AT SELLERS WEBSITE
[HTTP://WWW.CRUM.COM/TERMS](http://www.crum.com/terms)