



Quote Id: 224211

Project Name: Support Renewal - Lexington-Fayette UCG Town Branch WWTP

Quote Date: 16 Aug 2017  
 Country: USA  
 Salesperson: kathleen.campen@non.schneider-electric.com  
 End User:  
 New Service Agreement Start Date: 01 Dec 2017  
 New Service Agreement Expire Date: 30 Nov 2018

Product Code	Description	Qty	Unit Price	Total Per QLK-1708-3257980
CF-VJH-10-7002R	Customer FIRST - Vijeo Historian - Premium Level Support - Renewal	307	\$16.50	\$5,065.50
CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	932	\$16.50	\$15,378.00

**\$20,443.50**

**Total: USD**

Does not include any applicable taxes

**Support Summary**

Site Number	Name	City	State
59816	Lexington-Fayette UCG Town Branch WWTP	Lexington	KY

**Support Details**

Site	Key	License	Support Product	Qty	Expire Date
59816 - Lexington-Fayette UCG Town Branch WWTP					
	48045015	Normal			30 Nov 2017
		VJHNS211015	VJ Historian-15000 Pt	1	30 Nov 2017
		CF-VJH-10-7002R	Customer FIRST - Vijeo Historian - Premium Level Support - Renewal	1	
	VJHNS212400	Normal	Historian CAL-User/Device	5	30 Nov 2017
		CF-VJH-10-7002R	Customer FIRST - Vijeo Historian - Premium Level Support - Renewal	1	
	VJHNS204320	Normal	SQL Database Connector (per database)	1	30 Nov 2017
		CF-VJH-10-7002R	Customer FIRST - Vijeo Historian - Premium Level Support - Renewal	1	
	48045017	Normal			30 Nov 2017
		VJCNS102088	VJ Citect-Ctrl CI Redun lic(floating)	4	30 Nov 2017
		VJCNS103088	VJ Citect-ViewOnlyCIRedund lic(float)	2	30 Nov 2017
		VJCNS103088	VJ Citect-ViewOnlyCIRedund lic(float)	4	30 Nov 2017
		VJCNS102088	VJ Citect-Ctrl CI Redun lic(floating)	8	30 Nov 2017
		VJCNS101199	VJ Citect-Full-Unl Pnt	1	30 Nov 2017
		CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	1	
	48053088	Normal			30 Nov 2017
		VJCNS102099	VJ Citect-Ctrl Client-Unl point	4	30 Nov 2017
		CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	1	
		VJCNS102099	VJ Citect-Ctrl Client-Unl point	8	30 Nov 2017
		CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	1	
		VJCNS103099	VJ Citect-View Only Client-Unitd Pt	4	30 Nov 2017

CF-VJC-10-7002R - Customer FIRST - Vijeo	1	
VJCNS103099 - VJ Citect-View Only Client-Unltd Pt	2	30 Nov 2017
CF-VJC-10-7002R - Customer FIRST - Vijeo	1	
VJCNS101199 - VJ Citect-Full-Unl Pnt	1	30 Nov 2017
CF-VJC-10-7002R - Customer FIRST - Vijeo	1	

[Click for support terms and conditions.](#)



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CF-VJH-10-7002R	Customer FIRST - Vijeo Historian - Premium Level Support - Renewal	307	\$16.50	\$5,065.50
CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	684	\$16.50	\$11,286.00

**\$16,351.50**

**Total: USD**

Does not include any applicable taxes

**Support Summary**

Site Number	Name	City	State
59815	Lexington-Fayette Urban County Gov.	Nicholasville	KY

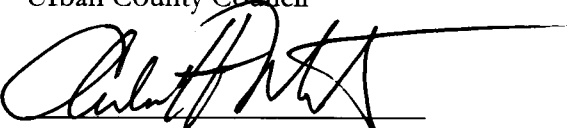
**Support Details**

Site	Key	License	Support Product	Qty	Expire Date
59815 - Lexington-Fayette Urban County Gov.					
	48045012		Normal		30 Nov 2017
	VJHNS211015		VJ Historian-15000 Pt	1	30 Nov 2017
		CF-VJH-10-7002R	Customer FIRST - Vijeo Historian - Premium Level Support - Renewal	1	
	VJHNS212400		Historian CAL-User/Device	5	30 Nov 2017
		CF-VJH-10-7002R	Customer FIRST - Vijeo Historian - Premium Level Support - Renewal	1	
	VJHNS204320		SQL Database Connector (per database)	1	30 Nov 2017
		CF-VJH-10-7002R	Customer FIRST - Vijeo Historian - Premium Level Support - Renewal	1	
	48076617		Normal		30 Nov 2017
	VJCNS101199		VJ Citect-Full-Unl Pnt	1	30 Nov 2017
		CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	1	
	VJCNS103088		VJ Citect-ViewOnlyCIRedund lic(float)	6	30 Nov 2017
	VJCNS102088		VJ Citect-Ctrl CI Redun lic(floating)	6	30 Nov 2017
	48076618		Normal		30 Nov 2017
	VJCNS103099		VJ Citect-View Only Client-Unltd Pt	6	30 Nov 2017
		CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	1	
	VJCNS101199		VJ Citect-Full-Unl Pnt	1	30 Nov 2017
		CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	1	
	VJCNS102099		VJ Citect-Ctrl Client-Unl point	6	30 Nov 2017
		CF-VJC-10-7002R	Customer FIRST - Vijeo Citect - Premium Level Support - Renewal	1	

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TO: Mayor Jim Gray  
Urban County Council

FR:   
Charles Martin, P.E. Director  
Division of Water Quality

DT: October 23, 2017

RE: Request Council Authorization to Execute a Sole Source Agreement with Advantage Industrial Automation for the Purchase of Supervisory Control and Data Acquisition (SCADA) Citect / Historian Support for SCADA installed at Town Branch Wastewater Treatment Plant, West Hickman Wastewater Treatment, and Pump Stations Located Throughout the Urban Service District

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Request

The purpose of this memorandum is to request approval of a sole source agreement with Advantage Industrial Automation for the purchase of SCADA Citect/Historian Support for SCADA installed at Town Branch Wastewater Treatment Plant, West Hickman Wastewater Treatment, and pump stations located throughout the Urban Service District.

Purpose of Request

SCADA allows for the monitoring and control of both Town Branch and West Hickman Wastewater Plants and for monitoring of over eighty (80) pump stations locations throughout the Urban Service District. This purchase provides for the continued maintenance and support of the existing software associated with those systems.

Project Cost in FY2018 budget year and future budget years

The cost for the Division of Water Quality for SCADA maintenance is \$36,795. The funds are budgeted in 4002-303401-3401-76102.

Director/Commissioner  
Martin/Hoskins-Squier





## JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

**Sole Source Purchases** are defined clearly, based upon a legitimate need, and are limited to a single supplier. Sole source purchases are normally not allowed except when based upon strong technological grounds such as operational compatibility with existing equipment and related parts or upon a clearly unique and/or cost effective feature requirement. The use of sole source purchases must be justified and shall be limited only to those specific instances in which compatibility or technical performance needs are being satisfied.

**Sole Source Services** are defined as a service provider providing technical expertise of such a unique nature that the service provider is clearly and justifiably the only practicable source available to provide the service. The justification shall be based on the uniqueness of the service, sole availability at the location required, or warranty or defect correction service obligations of the service provider.

This form must be filled out for the request to purchase any good or non-professional service that requires a competitive procurement process (informal quotes (\$1001-\$10,000), formal quotes (\$10,001 - \$19,999.99), or formal bid (\$20,000 or more) as defined in the LFUCG's Purchasing Manual. This form must be completed in its entirety and attached to the purchase requisition.

**Note: Sole Source Purchase requests for goods exceeding \$20,000 will require approval by the Urban County Council by submitting an Administrative Review Form. A copy of this form must be signed off by Central Purchasing and attached to the Administrative Review Form.**

### Requesting Division

Name Jennifer Edwards Division/Dept Water Quality

Phone 859-425-2545 Email jday@lexingtonky.gov

Type of Purchase:  Goods/Materials/Equipment  Services

Cost: \$36,795

Sole Source Request for the Purchase of: SCADA Citect/Historian support for

Division of Water Quality

One Time Purchase  To Establish Sole Source Provider Contract  
(subject to annual review and approval by Central Purchasing and/or Urban County Council)

### Vendor Information

Business Name Advantage Industrial Automation

Contact Name Chuck Adams

Address 2304 River Road, Suite 102, Louisville, KY 40206

Phone 502-785-7717 Email chuckadams@advantageind.co

**STATEMENT OF NEED:** (Add additional pages as needed)



## JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

My division/department's recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of the LFUCG. I know of no conflict of interest on my part, and I have no personal involvement in any way with this request. No gratuities, favors, or compromising actions have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials, persons or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

**1. Describe the product or service and list the necessary features this product provides that are not available from any other option.**

This is the software support for Citect/Historian that is used in SCADA at the Division of Water Quality

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**2. Below are eligible reasons for sole source. Check one and describe.**

Licensed or patented product or service. No other vendor provides this. Warranty or defect correction service obligations to the consultant. Describe why it is mandatory to use this licensed or patented product or service.

Existing LFUCG equipment, inventory, custom-built information system, custom-built data inventory system, or similar products or programs. Describe. If product is off-the-shelf, list efforts to find other vendors (i.e. web site search, contacting the manufacturer to see if other dealers are available to service this region, etc.)

Uniqueness of the service. Describe.

The LFUCG has established a standard for this manufacturer, supplier, or provider and there is only one vendor. Attach documentation from manufacturer to confirm that only one dealer provides the product.

Factory-authorized warranty service available only from this single dealer. Sole availability at the location required. Describe.

Used item with bargain price (describe what a new item would cost). Describe.

Other – The above reasons are the most common and established causes for an eligible sole source. If you have a different reason, please describe:

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## JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

**3. Describe efforts to find other vendors or consultants (i.e. phone inquires, web site search, contacting the manufacturer to see if other dealers are available to service region, etc.).**

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**4. How was the price offered determined to be fair and reasonable?**  
(Explain what the basis was for comparison and include cost analyses as applicable.)

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**5. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.**

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