



# ERIE COUNTY WATER AUTHORITY

## INTEROFFICE MEMORANDUM

October 6, 2022

To: Terrence D. McCracken, Secretary to the Authority

From: Michael Wymer, Senior Production Engineer *MW*

Subject: Sturgeon Point Water Treatment Plant  
Filtration Piping, Valve, and Underdrain Improvements  
MP-090-P06 PLC Equipment  
ECWA Project No. 202200014

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On Friday August 5, 2022, the Authority received one (1) bid for the above referenced contract. The bid was reviewed, a mathematical check has been performed and the apparent lowest acceptable bidder is Motion Automation Intelligence (Motion AI). Enclosed please find a copy of the bid tabulation sheet for your use and information.

Motion AI is an established equipment supplier for the Authority (previous company name Kaman Automation, Inc.). Motion AI has provided PLCs and related equipment to the Authority in a competent, reliable, and acceptable manner. They have demonstrated a good understanding of the scope and requirements for this contract.

The Engineer's estimate for the contract was \$500,000.00. The bid submitted by Motion AI is \$324,000.00. Ten percent (\$32,400.00) of the bid amount will be spent in 2022.

Motion AI has provided adequate insurance, approved by Claims Representative/Risk Manager. There is no apprenticeship program or WMBE participation requirements on this contract.

We, therefore, recommend award of the above referenced contract to Motion Automation Intelligence in the amount of \$324,000.00.

### **Budget Information**

Unit: 2510 Eng/Const Sturgeon Point

Item 101506 Filter Gallery Piping Design

- \$89,313.00 remains for 2022 (not including pending budget transfer); \$18,567,895.00 proposed for 2023

Attached please find the following documents:

1. ECWA Authorization Form.
2. ECWA Recommendation for Award of Contract form.
3. Bid Tabulation.

MWW:jmf

Attachments

cc: R.Stoll

L.Kowalski

L.Lester

CONT-MP-090-2101-X-12

ERIE COUNTY WATER AUTHORITY  
 AUTHORIZATION FORM  
 For Approval/Execution of Documents  
 (check which apply)

**Contract:** \_\_\_\_\_ **Project No.:** 202200014  
**Project Description:** Contract MP-090-P06 – PLC Equipment Procurement

**Item Description:**

Agreement     Professional Service Contract     Amendment     Change Order  
 BCD     NYSDOT Agreement     Contract Documents     Addendum  
 Recommendation for Award of Contract     Recommendation to Reject Bids  
 Request for Proposals  
 Other \_\_\_\_\_

**Action Requested:**

Board Authorization to Execute     Legal Approval  
 Board Authorization to Award     Execution by the Chairman  
 Board Authorization to Advertise for Bids     Execution by the Secretary to the Authority  
 Board Authorization to Solicit Request for Proposals  
 Other \_\_\_\_\_

**Approvals Needed:**

**APPROVED AS TO CONTENT:**

<input checked="" type="checkbox"/> Sr. Production Engineer	<u><i>Nicholas W. Wynn</i></u>	Date: <u>10/7/2022</u>
<input checked="" type="checkbox"/> Chief Operating Officer	<u><i>Russell J. Adams</i></u>	Date: <u>10/7/2022</u>
<input checked="" type="checkbox"/> Executive Engineer	<u><i>Joseph F. Kondelik</i></u>	Date: <u>10/10/2022</u>
<input checked="" type="checkbox"/> Director of Administration	<u><i>Lawrence J. Lestis</i></u>	Date: <u>10/07/2022</u>
<input checked="" type="checkbox"/> Risk Manager	<u><i>Molly Jo Musarra</i></u>	Date: <u>10/7/2022</u>
<input checked="" type="checkbox"/> Chief Financial Officer	<u><i>Karen A. Bendugast</i></u>	Date: <u>10/07/2022</u>
<input checked="" type="checkbox"/> Legal	<u><i>[Signature]</i></u>	Date: <u>10/7/2022</u>

**APPROVED FOR BOARD RESOLUTION:**

<input checked="" type="checkbox"/> Secretary to the Authority	<u><i>[Signature]</i></u>	Date: <u>10/11/22</u>
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**Remarks:** Unit price contract.

**Resolution Date:** \_\_\_\_\_ **Item No:** \_\_\_\_\_

**ERIE COUNTY WATER AUTHORITY  
RECOMMENDATION FOR AWARD OF CONTRACT**

Contract: MP-090 Project No.: 202200014  
 Project Description: Contract MP-090-P06 – PLC Equipment Procurement  
 \_\_\_\_\_  
 \_\_\_\_\_

**CONTRACT AWARD**  
 Contractor/Supplier: Motion Automation Intelligence  
 Award Amount: \$324,000.00

**BID SUMMARY:**

Date Advertised for Bids: 07/15/2022 Date of Bid Opening 08/05/2022

Bidder	Total Bid Amount
<u>Motion Automation Intelligence</u>	<u>\$324,000.00</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Attachments:  Bid Tabulation  Consultant's Recommendation

**APPROVALS (Select applicable)**

**WMBE APPROVAL**

No Waiver  
 Full Waiver  
 Partial Waiver

Affirmative Action Officer \_\_\_\_\_ Date \_\_\_\_\_

**INSURANCE APPROVAL**

Claims Rep/Risk Manager Molly Op Musanna Date 10/06/2022

**NYS CERTIFIED APPRENTICESHIP PROGRAM APPROVAL**

Coordinator of Employee Relations \_\_\_\_\_ Date \_\_\_\_\_

Remarks: Unit Price Contract.  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

August 5, 2022

Leonard Kowalski, PE  
Executive Engineer  
Erie County Water Authority  
3030 Union Road  
Cheektowaga, NY 14227-1097

Arcadis of New York, Inc.  
50 Fountain Plaza  
Suite 600  
Buffalo  
New York 14202  
Tel 716 667 0900  
Fax 716 842 2612  
www.arcadis.com

Subject: Contract No. MP-090-P06  
ECWA Project No.: 202000014  
PLC Equipment Procurement – Sturgeon Point Water Treatment Plant, Filtration Piping, Valve, and Underdrain System Improvements  
Recommendation Regarding Award of Procurement Contract

Dear Mr. Kowalski,

Bids for the above-referenced Project were received by the Erie County Water Authority (Authority) and opened on August 5, 2022 at 10:00 a.m. at the ECWA Service Center. This letter presents our recommendations relative to award of the Project's procurement contract. Overall, it appears that the Bids received are consistent with the Authority's budgeting expectations.

Bids were received from the following Vendors:

- Motion Automation Intelligence

Enclosed is a tabulation of the Bid received.

## Publicity of Project

In addition to the Authority's Invitation to Bid, Arcadis of New York, Inc. (Arcadis) made significant efforts to engage prospective Bidders regarding this Project. Arcadis furnished copies of the Bidding Documents and other information to Avalon Document Services (the Issuing Office) and the Construction Exchange.

Arcadis e-mailed numerous vendors that have supplied similar equipment on previous public works projects in western New York.

## General Contract

**Bid Items:** This Contract includes a base bid only, without alternative bid items.

**Bid Evaluation and Responsiveness:** The apparent low Bid was submitted by Motion Automation Intelligence (Motion AI) of Rochester, NY. We have evaluated Motion AI's Bid and determined it to be mathematically correct. MAI's Bid appears to comply with the requirements of the Bidding Documents.

Leonard Kowalski, PE  
Erie County Water Authority  
August 5, 2022

## Recommendations

We recommend the following:

1. Because Motion AI. submitted the lowest-priced, responsive, and responsible Bid for the Procurement Contract, subject to review and approval by the Authority, we recommend awarding the Procurement Contract to Motion AI., 1000 University Ave., Rochester, NY 14607, as the Successful Bidder, in the total amount of \$324,000.00.
2. The Contract award should be contingent upon the Successful Bidder furnishing acceptably-executed Contract Documents and acceptable insurance, performance bond, and maintenance bond.
3. Upon the Authority's receipt of acceptable insurance, performance bond, maintenance bond, and signed originals of the Contract Documents from the Successful Bidder, the Authority should execute the Contract Documents and Notice to Proceed. After subsequently executing the Contract Documents and Notice to Proceed, the Authority should distribute the executed original Contract Documents and Notice to Proceed to each of the following: Authority, Contractor, and Engineer.

Should you have questions or comments, please contact me at 716 667 6670.

Sincerely,

Arcadis of New York, Inc.



Dan Seider, PE  
Project Manager

Email: [daniel.seider@arcadis.com](mailto:daniel.seider@arcadis.com)

Electronic Copies

Michael Wymer, PE, ECWA  
Timothy C. Shafer, Arcadis of New York

[www.arcadis.com](http://www.arcadis.com)

[arcadis.com](http://arcadis.com)

<https://arcadiso365.sharepoint.com/teams/project-30103038/ProjectDocuments/Technical/Project Manual/Final Pre-Procurement Specs/Bidding Phase/P06 - PLC Equipment/For Delivery - JDS/MP-090-P06 Award Recommendation Letter.docx>

## TABULATION OF BIDS

OWNER: Erie County Water Authority  
Buffalo, New York

August 5, 2022



Prepared By: TCS  
Checked By: DJS  
Arcadis of New York, Inc.  
50 Fountain Plaza, Suite 600  
Buffalo, New York 14202

PROJECT: PLC Equipment Procurement - Sturgeon Point Water Treatment Plant  
Filtration Piping, Valve, and Underdrain System Improvements

Arcadis Project No. 30103038  
ECWA Project No. 202000014

**Procurement Contract - MP-090-P06 - PLC Equipment**

				Motion Automation Intelligence 1000 University Ave. Rochester, NY 14607
ITEM NUMBER	ITEM DESCRIPTION	ITEM QUANTITY	UNIT	AMOUNT BID
1	Furnishing the goods and special services	1	LS	\$324,000.00
	<b>TOTAL OF BASE BID ITEMS</b>			\$324,000.00
	Rank			1
	BID BOND AMOUNT			5% of Bid Amount
	SURETY COMPANY			Travelers Casualty and Surety Company of America