

EXHIBIT A

WATER METER PROCUREMENT PACKAGE

CORE & MAIN, SENSUS

October 4, 2022

Mayor and Board of Trustees
Village of Orland Park
14700 Ravinia Avenue
Orland Park, Illinois 60462

RECOMMENDATION TO AWARD

Subject: Village of Orland Park, Illinois – Water Meter Procurement

Dear Mayor and Board of Trustees:

The following sole source bid was received for the Project on September 1, 2022:

<u>Bidders</u>	<u>Amount of Base Bid</u>
Core & Main Mokena, IL	\$4,052,587.00

We have analyzed the bid and find Core & Main's proposal acceptable and to be a responsible and responsive Bidder. Sensus was previously selected as the preferred manufacturer of water meter products for the Village of Orland Park during a water meter analysis performed by Baxter & Woodman, Inc. Core & Main is the exclusive distributor of Sensus' Water Meter products in the area and therefore is the only vendor to provide a bid. Sensus has provided a letter stating that Core & Main is their only provider in this region, which is attached. The pricing shown in Core & Main's bid is reflective of today's pricing and is subject to increases due to supply chain disruptions and material availability at the time of shipment.

Based on our prior experience with this bidder, we believe that Core & Main, based out of Mokena, Illinois is a qualified vendor. We recommend award of the Contract to Core & Main in the amount of \$4,052,587.00. A copy of the Core & Main Proposal is attached for your reference.

Please advise me of your decision.

Sincerely,

BAXTER & WOODMAN, INC.
CONSULTING ENGINEERS



Mike Kenny, PE

Encl.

Core & Main Proposal

Sensus Sole Source Letter

Village of Orland Park Sole Source Form

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Bid Proposal for Orland Park Meter Replacement

CUSTOMER	VILLAGE OF ORLAND PARK 15655 RAVINIA ORLAND PARK, IL 60462 Contact: Mark	Job Orland Park Meter Replacement Bid Date: 07/13/2022 11:30 am Bid #: 2436288
	Sales Representative Nick Hamilton (M) 630-450-3037 (T) 815-544-3458 (F) 815-544-3474 Nick.Hamilton@coreandmain.com	Core & Main 18900 S 82nd Ave Mokena, IL 60448 (T) 815-469-1450
CONTACT		
NOTES		



Bid Proposal for Orland Park Meter Replacement

VILLAGE OF ORLAND PARK
Bid Date: 07/13/2022 11:30 am
Core & Main 2436288

Core & Main
 18900 S 82nd Ave
 Mokena, IL 60448
Phone: 815-469-1450
Fax: 815-469-1218

Seq#	Qty	Description	Units	Price	Ext Price
		DUE TO CURRENT SUPPLY CHAIN DISRUPTIONS, MATERIALS ARE SUBJECT TO PRICING AT TIME OF SHIPMENT. MATERIAL AVAILABILITY AND TIMELINESS OF SHIPMENTS CANNOT BE GUARANTEED. THIS TERM SUPERSEDES ALL OTHER CONTRACTUAL PROVISIONS.			
10	13481	3/4S IPERL 1G 3-TERM SCREW SM 7.5"LL 7WHL SMART MODE I2S3GBXX	EA	123.00	1,658,163.00
20	2805	1 IPERL 1G 3-TERM SCREW SM 10.75"LL 7WHL SMART MODE I4S3GBXX	EA	202.00	566,610.00
40	317	OMNI+ 1-1/2 C2 1G 13LL 8WHL SM 20' TRPL 3W & 20' PULSE CABLE REG ID MATCHES METER BODY ID C1X1XXBG1A0XXSD	EA	1,062.00	336,654.00
50	286	OMNI+ 2 C2 MEAS CHMB 1G 8WHL SM 20' TRPL 3W & 20' PULSE CABLE REG ID MATCHES METER BODY ID	EA	1,325.00	378,950.00
60	60	OMNI+ 3 C2 1G 17LL 8WHL SM 20'TRPL 3W & 20' PULSE CABLE REG ID MATCHES METER BODY ID C3X3XXBG1A0XXSD	EA	1,680.00	100,800.00
70	9	OMNI+ 4 C2 10G RCLM 20LL 8WHL SM 20' TRPL 3W CABLE REG ID MATCHES METER BODY ID W/ TEST PORT ADPT	EA	2,920.00	26,280.00
90	2291	ALLY 3/4S 3TS 1G SM 7WHL MFG S/N F/MTR ID & CVR V2VPX3XSGBD	EA	430.00	985,130.00
		Sub Total			4,052,587.00
		Tax			0.00
		Total			4,052,587.00

UNLESS OTHERWISE SPECIFIED HEREIN, PRICES QUOTED ARE VALID IF ACCEPTED BY CUSTOMER AND PRODUCTS ARE RELEASED BY CUSTOMER FOR MANUFACTURE WITHIN THIRTY (30) CALENDAR DAYS FROM THE DATE OF THIS QUOTATION. CORE & MAIN LP RESERVES THE RIGHT TO INCREASE PRICES TO ADDRESS FACTORS, INCLUDING BUT NOT LIMITED TO, GOVERNMENT REGULATIONS, TARIFFS, TRANSPORTATION, FUEL AND RAW MATERIAL COSTS. DELIVERY WILL COMMENCE BASED UPON MANUFACTURER LEAD TIMES. ANY MATERIAL DELIVERIES DELAYED BEYOND MANUFACTURER LEAD TIMES MAY BE SUBJECT TO PRICE INCREASES AND/OR APPLICABLE STORAGE FEES. THIS BID PROPOSAL IS CONTINGENT UPON BUYER'S ACCEPTANCE OF SELLER'S TERMS AND CONDITIONS OF SALE, AS MODIFIED FROM TIME TO TIME, WHICH CAN BE FOUND AT: <https://coreandmain.com/TandC/>



January 28, 2022

To Village of Orland Park:

Sensus USA, Inc is pleased to announce that **Core & Main-Illinois** is the exclusive Authorized Distributor of Sensus products and a Value Added Reseller (VAR) for Sensus Services such as SaaS in your area in the state of Illinois for 2022.

Please contact your Core & Main representative for all your Sensus needs. Purchasing Sensus products and services from the authorized distributor for your area ensures that your products will be properly supported and warranted. Core & Main has been a valued partner with the Village of Orland Park since 1995.

We look forward to the opportunity of providing your firm with quality water measurement equipment and support in the near future. Please feel free to contact me at jim.grillo@xyleminc.com regarding this or any other matter.

Sincerely

A handwritten signature in black ink, appearing to read "J. Grillo". The signature is stylized and cursive.

James C. Grillo
Mid-West Director of Sales
Sensus USA, Inc

Village of Orland Park
Sole Source Request Form
Required for Purchases \$5,000 - \$24,999

Department _____ Date _____
Division (if applicable) _____
Description of Good/Service _____
Manufacturer or Supplier _____
Dollar Amount _____
Have Adequate Funds Been Budgeted For This Purchase? Yes No
Account number(s) _____

Section 1 - Sole Source Justification

A Sole Source Purchase is available from only one supplier and must meet at least one of the following criteria (check the appropriate box):

- One-of-a-Kind The commodity or service has no competitive product alternatives available on the market.
- Compatibility The commodity or service must match existing brand of equipment for compatibility.
- Replacement Part The commodity is a replacement part for a specific brand of existing equipment.
- Operation The commodity or service is needed to maintain operational continuity.
- Unique Design The commodity or service must meet physical design or quality requirements.
- Delivery Date Only one supplier can meet necessary delivery requirements.
- Emergency URGENT NEED for the item or service does not permit soliciting competitive bids.

Other _____

Explain how your purchase of goods or services meets one or more of the above criteria for a valid sole source request

Price Reasonableness

I determined that the price is reasonable for one of the following reasons:

Relevant documentation attached

- I compared the proposed price to prices I previously paid for the same or similar services.
- I compared the proposed price to current published catalog, price lists, or market prices as documented in the attachments.
- I compared the proposed price to rough yardsticks and did not discover significant inconsistencies that warrant additional inquiry.
- Based on my knowledge of the market, my experience of prior similar proposals, or knowledge imparted by technical experts.
- The price is set by law or regulations.
- Market research reveals that same or similar goods or services are available for a similar price.

Section 2 - Purchasing Authorization - (Section 1 of this form must be completed)

Purchase through Cooperative Purchasing (attach contract documentation)

- [State of Illinois Joint Purchase Program](#)
- [NWMC/Suburban Purchasing Cooperative](#)
- [The GSA Schedules](#)
- [Sourcewell](#)
- [Nat'l Association of State Procurement Officials \(NASPO\) ValuePoint](#)
- [Choice Partners Cooperative](#)
- [The Interlocal Purchasing System \(TIPS\)](#)
- [Purchasing Cooperative of America](#)
- [Good Buy Purchasing](#)

- [Omnia Partners - Public Sector](#)
- [National Intergovernmental Purchasing Alliance](#)
- [The National Cooperative Purchasing Alliance](#)
- [HGACBuy](#)
- [Municipal Partnering Initiative \(MPI\)](#)
- [Midwestern Higher Education Compact](#)
- [National Purchasing Partners \(NPPGov\)](#)
- [1 Government Procurement Alliance \(1GPA\)](#)
- [National BuyBoard \(BuyBoard\)](#)

Other: _____

Approvals

Staff Contact Name _____ Signature & Date _____
Department Head _____

This form is to be attached to the purchase requisition.