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January 7, 2014

Mr. Simon Lobdell, PE
City of Durham
Department of Water Management
1600 Mist Lake Drive
Durham, NC 27701

Re: Letter of SCADA Proposal Recommendation

Dear Mr. Lobdell:

The City of Durham received two (2) proposals from Revere Control Systems and CITI for the North and South Durham WRF Chemical Feed Systems and Nutrient Related Improvements Process Control Integrator Programming on December 31, 2013. On January 7, 2014, a selection committee met and evaluated each proposal on the following criteria:

- Past project performance
- Personnel qualifications and experience
- Service availability
- Example work
- Cost

The selection committee consisted of the following individuals:

- Simon Lobdell, City of Durham
- Bob Gasper, City of Durham
- Paul Rencibia, City of Durham
- John Dodson, City of Durham
- Charlie Cocker, City of Durham
- Newman Gunter, City of Durham
- Ronald Taylor, Hazen and Sawyer
- Tricia Drummey, Hazen and Sawyer
- Dang Cao, Hazen and Sawyer
- Dan Edwards, Hazen and Sawyer
- Ben Latino, McKim and Creed
- Mike Tweedel, McKim and Creed

The selection committee discussed the merits of both proposals. Each Systems Integrator provided examples of past project performance, qualifications and experience, information about their service availability and example work products and demonstrated that they are well qualified to complete the required services. Both Systems Integrators excluded or did not include certain items from their scope of supply. Revere did not include items such as 120 VAC surge protection, nameplates, UPS, and others; CITI took exception to installation services, sunshades, stanchion mounting, and field wiring termination. For each of the exceptions, the General Contractor will need to provide the materials and labor to meet the Contract Specifications. Hazen and Sawyer estimates the total value of CITI's exceptions to be approximately \$130,000. The value of the items not included in Revere's scope was not estimated but is anticipated to be less than the value of the CITI exclusions.

The overall price quotation provided by Revere was \$2,951,490.00; the price provided by CITI was \$2,105,983.96. Therefore, even with the additional costs that will be included by the Contractor with CITI's listed exclusions of certain scope items, the selection of CITI will still represent a significant cost savings to the City.

Based on the evaluation of all criteria, Hazen and Sawyer recommends that the City of Durham accept the proposal by CITI and include their scope in the general project contract by addendum. Please do not hesitate to contact me if you have any questions or concerns.

**Very Truly Yours,
Hazen and Sawyer**



Ronald L. Taylor, P.E.
Vice President

Cc: Fred Lamar, City of Durham
Bob Gasper, PE, City of Durham