

Internal M/WBE Waiver Request Form

Date: 7/14/20 Department: Water Resources

Contact Name & Phone: Kristine Williams (336) 373-2556

Contract Name and Number (if applicable): Purchase of ICP Mass Spectrometer - Townsend Water Quality Laboratory

A waiver of the M/WBE participation requirement may be requested by the **Originating Department** at least 5 business days **prior** to advertisement or solicitation. In detail below, please explain your reason for requesting a waiver (attach RFP & supporting documentation as necessary).

Final approval of the request will be made by the City Manager's Office.

Water Resources requests approval to sole source the purchase of an ICP Mass Spectrometer for the Townsend Water Quality Laboratory from PerkinElmer Health Sciences, Inc. City Council approval is required to sole source a purchase under State Public Contracting Statute GS 143-129 (e)(6) which allows exceptions to the letting of public contracts for the purchase of apparatus, supplies, materials or equipment when standardization or compatibility is the overriding consideration. In this particular case, the sole source option was chosen because it is the same machine used by the State Laboratory.

The existing Inductively Coupled Argon Plasma (ICP) instrument at the Townsend Water Quality Laboratory is used for regulatory analysis of metals for the Division's two NPDES permits as well as compliance monitoring for lead and copper in drinking water. The mass spec instrument is a critical part of maintaining required NC State Certification for Greensboro's Townsend drinking water laboratory, allowing sampling in-house rather than exporting to private labs. Consistency in method and reliability of results are of critical importance to the City of Greensboro, our customers, and with our regulatory agency, the NC Department of Environmental Quality.

The existing ICP Mass Spectrometer at the Townsend Laboratory is 13 years old. Critical parts are no longer available and servicing the instrument has become increasingly expensive. Sole source approval will allow annual savings by combining service agreements between two Water Resources divisions. Other reasons include uniformity of parts and subassemblies, familiarity with the instrument, resulting in reduced training costs and the confidence in high quality measurements inherent in using the same instrument as our water supply partners, Reclamation Division laboratory and NCDEQ laboratories.

Kristine Williams Digitally signed by Kristine Williams
Date: 2020.07.15 12:52:30 -04'00'

This section is for M/WBE Office use only

Contact Name & Phone Number: Kristine Williams (336) 373-2556

☒ The M/WBE Office supports the waiver request. Please submit any comments below.

1. The extraordinary and necessary requirements of the contract render application of the Program Elements infeasible or impractical. **Please explain in detail. (Attach supporting documentation as necessary)**

2. The nature of the goods or services being procured are excluded from the scope of this Program Plan.

Please check one of the exclusions below: (Attach supporting documentation as necessary)

- ☐ Contracts that are subject to the U.S. Department of Transportation Disadvantaged Business Enterprise Program;
- ☐ Sole Source: the required supplies or services are available from one responsible source
- ☐ Contracts for electricity or water and sewage services from a municipal utility district or governmental agency;
- ☐ Emergency contracts for goods or supplies;
- ☐ Contracts for the City's lease or purchase of real property where City is lessee or purchaser; and

3. Sufficient qualified M/WBEs providing the goods or services required by the contract are unavailable in the Relevant Market area of the project despite every reasonable attempt to locate them. **Please explain in detail the reason for the request: (Attach RFP & supporting documentation as necessary)**

See attachments

☐ The M/WBE Office does not support the waiver request. Please explain in detail the reason for not supporting the request: (Attach supporting documentation as necessary)

Allison Staton Digitally signed by Allison Staton
Date: 2020.07.15 12:57:44 -04'00'

This section is for CMO Office use only

Contact Name: Kim Sowell, Assistant City Manager Date: 7/15/2020

☒ The CMO Office approves the waiver request

☐ The CMO Office does not approve the waiver request.



DATE: May 15, 2020

TO: Kimberly Sowell, Assistant City Manager

FROM: Michael Borchers, Water Resources Director

DEPARTMENT: Water Resources

SUBJECT: **Mass Spectrometer sole source request**

Purpose

The Water Resources Department Water Supply Division wishes to sole source the purchase of an ICP Mass Spectrometer for the Townsend Water Quality Laboratory to Perkin Elmer Inc. City Council approval is required to sole source a purchase for the purpose of standardization and compatibility under State Public Contracting Statutes.

Background

The existing Inductively Coupled Argon Plasma (ICP) instrument at the Townsend Water Quality Laboratory is used for regulatory analysis of metals for the Division's two NPDES permits as well as compliance monitoring for Lead and Copper in City drinking water. The mass spec instrument is a critical part of maintaining required NC State Certification for Greensboro's Townsend drinking water laboratory, allowing sampling in-house rather than exporting to private labs. Consistency in method and reliability of results are of critical importance to the City of Greensboro, our customers, and the NC Department of Environmental Quality, which is our regulatory agency.

The existing ICP Mass Spectrometer at the Townsend Laboratory is 13 years old. Critical parts are no longer available and servicing the instrument has become increasingly expensive. Sole source approval will allow Water Supply and Water Reclamation to combine service agreements on instruments, saving \$15,000 annually. Other justifications include:

- Staff familiarity with the instrument, resulting in reduced training costs
- Uniformity of parts and subassemblies
- The confidence in high quality measurements inherent in using the same instrument as our water supply partners, Reclamation Division laboratory and NCDEQ laboratories



Budget Impact

The mass spectrometer will cost approximately \$150,000. Funds are available in the following account: 501-7025-01.6059 Activity # A20093, (BA 2020-079).

MMB

cc: Kristine Williams, Assistant Director Water Resources
Dell Harney, Water Resources Water Supply Division Manager
Elijah Williams, Water Resources Water Reclamation Division Manager

Quotation

To: MARIE SHANDOR
CITY OF GREENSBORO
WATER DEPARTMENT
6268 BRYAN PARK RD
BROWNS SUMMIT NC 27214

Quotation No.: 21958679
Quotation Valid To: 06/30/2020
Quotation Date: 01/10/2020
Payment Terms: Due Upon Receipt
Freight Terms: FOB Factory - Freight Quoted
Ultimate Destination: UNITED STATES OF AMERICA

Telephone No.: (336) 451-1601

Fax No.:

Your Reference:

ITEM	MATERIAL	DESCRIPTION	QTY/EA	UNIT PRICE	TOTAL
1	N8150048	<p>NexION 1000 ICP-MS</p> <p>The NexION 1000 is a fully computer controlled, benchtop ICP-MS system. It includes an installation kit with installation solutions, gas lines, cooling lines, flexible vent tubing, waste container, sample introduction, torch and interface cones.</p> <p>The PerkinElmer NexION 1000 ICP Mass Spectrometer (ICP-MS) features an array of unique technologies that combine to deliver high performance no matter what your analytical challenge. Its robustness makes it easy to handle any sample matrix and address troublesome interferences; detect any particle size through industry-best data acquisition speeds (100,000 points/sec); and optimize productivity with the lowest maintenance ICP-MS on the market.</p> <p>With a patented LumiCoil RF coil that never needs to be changed and a unique, tightly controlled ion path that creates the cleanest analytical environment of any ICP-MS, the NexION 1000 eliminates virtually all maintenance requirements, for unsurpassed instrument uptime.</p> <p>The NexION 1000 features include:</p> <ul style="list-style-type: none"> - An integrated 4-channel low-pulse peristaltic pump; - a cyclonic sample introduction system with a MEINHARD concentric nebulizer; and AMS for over 100x gas dilution. - a built-in 34 MHz free-running ICP source with PlasmaLok technology to control ion energies; - color coded cassette torch mount that provides one-handed removal and replacement; 	1	166,800.00	
<p>SEND PURCHASE ORDERS TO:</p> <p>PerkinElmer Health Sciences, Inc. 710 Bridgeport Ave. Shelton, CT 06484-4794 Phone: 1-800-762-4000 Fax: 203-944-4914 Email: USInstrumentOrders@perkinelmer.com</p> <p>SALES REPRESENTATIVE: MATTHEW BENTON PREPARED BY: Barbara Delisle</p>					

THIS QUOTATION IS SUBJECT TO PERKINELMER'S GENERAL TERMS AND CONDITIONS OF SALE LOCATED AT
<http://www.perkinelmer.com/corporate/policies/>, WHICH IS HEREBY INCORPORATED BY THIS REFERENCE.

TERMS SUBJECT TO CREDIT APPROVAL

Quotation

To: MARIE SHANDOR
CITY OF GREENSBORO

Quotation No.: 21958679
Quotation Valid To: 06/30/2020
Quotation Date: 01/10/2020

ITEM	MATERIAL	DESCRIPTION	QTY/EA	UNIT PRICE	TOTAL
		<ul style="list-style-type: none"> - a quadruple-stage vacuum system utilizing a triple inlet turbomolecular pump; - a triple cone interface to collimate the ion beam; - a system of three quadrupoles where: <ul style="list-style-type: none"> - the first is a Quadrupole Ion Deflector (QID) that selectively turns the beam 90 degrees and reduces neutrals and polyatomics; - the second quadrupole is a patented Universal Cell (UCT) designed to offer the most efficient mode of the interference removal. The cell can operate in Standard mode (for samples with no significant interferences); Collision mode (for samples with simple polyatomic interferences); and Reaction mode (for efficient elemental analyses involving intense spectral interferences). The performance of the UCT is boosted by linearly accelerating axial field (AFT) to eliminate matrix effects; a scanning quadrupole to reject reaction by-products and ensure clean and controlled reactions; - a third quadrupole made of a unique metal alloy, with exceptional thermal stability, and a 2.5 MHz thermally stabilized quadrupole power supply producing hyperbolic fields for excellent abundance sensitivity, on-the-fly variable resolution and outstanding mass stability. <p>The NexION 1000 instrument simplifies ICP-MS by providing an easy-to-use, easy-to-maintain tool for ultratrace elemental analysis. The NexION 1000 instrument is ideal for environmental, geochemical, and general testing laboratories with moderate to heavy loads of samples comprising a wide range of concentrations. The SMARTintro sample introduction cassette (Purple) includes a 2.0 mm fixed injector which provides simple maintenance when replacing glassware.</p> <p>Power Requirements: Instrument: 200-240 V (+/- 10%), 50/60 Hz, single phase. Vacuum pump: 12A single-phase 200-240V outlet. Power Cords included: One 2.4-meter (8 ft.) mains cord terminated by an IEC 60309 connector rated 30A by UL (North America) and 32A by VDE (International) for 250V Dimensions: Width 81 cm, Depth 69 cm, Height 75 cm Product Weight: 150 kg Warranty: Includes PerkinElmer 1 year warranty Installation: Included Requires but not included: Software, Computer, monitor, mouse, and keyboard</p>			
		Sales Discount:		-55,044.00	
				111,756.00	111,756.00



PerkinElmer Health Sciences Inc.
710 Bridgeport Avenue
Shelton, CT 06484-4794

Phone: 1-800-762-4000
Fax: 203-944-4914

PAGE 3 of 5

Quotation

To: MARIE SHANDOR
CITY OF GREENSBORO

Quotation No.: 21958679
Quotation Valid To: 06/30/2020
Quotation Date: 01/10/2020

[illegible]

Quotation

To: MARIE SHANDOR
CITY OF GREENSBORO

Quotation No.: 21958679
Quotation Valid To: 06/30/2020
Quotation Date: 01/10/2020

ITEM	MATERIAL	DESCRIPTION	QTY/EA	UNIT PRICE	TOTAL
				2,508.00	2,508.00
9	N8142012	Vacuum Pump Dolly for NexION Bench	1	206.00	
		Sales Discount:		-41.20	
				164.80	164.80
10	N0777690	Line Conditioner 5.0kVA, 60Hz	1	5,800.00	
		Sales Discount:		-1,160.00	
				4,640.00	4,640.00
11	N0200193	NexION Operator Training	2	3,307.00	
		New Inst Train Disc:		-3,307.00	
				0.00	0.00
12	REGDELMAS	Regular Delivery	1	4,141.56	4,141.56
Total Net Price in USD:					138,875.36
<p>For your convenience, most orders placed with PerkinElmer can be easily tracked using our Self Service Portal located at http://selfservice.perkinelmer.com/. Simply enter your sales order number (provided with your order confirmation information) in combination with your purchase order number or postal code, and discover the current status of your shipment!</p> <p>Did you know that you can order selected products online at www.perkinelmer.com/shop?</p> <p>The amount displayed does not include tax charges. These charges will be added to the invoice if applicable.</p> <p>* Includes installation and one year warranty (parts, labor and travel).</p> <p>* Please include our quotation number on your Purchase Order for reference.</p> <p>* Terms subject to credit approval.</p>					



Quotation

PerkinElmer Health Sciences Inc.
710 Bridgeport Avenue
Shelton, CT 06484-4794

Phone: 1-800-762-4000
Fax: 203-944-4914

To: MARIE SHANDOR
CITY OF GREENSBORO

Quotation No.: 21958679
Quotation Valid To: 06/30/2020
Quotation Date: 01/10/2020

ITEM	MATERIAL	DESCRIPTION	QTY/EA	UNIT PRICE	TOTAL
<div>MATTHEW BENTON</div>					



HUMAN HEALTH ENVIRONMENTAL

PerkinElmer, Inc.
710 Bridgeport Ave.
Shelton, CT 06484
USA

Phone 800.762.4000
Fax 203.944.4914
www.perkinelmer.com

July 14, 2020

Dell Harney
City of Greensboro
6268 Bryan Park Road
Browns Summit, NC 27214

Dell,

PerkinElmer Health Sciences, Inc is the only source to install PerkinElmer manufactured instruments. A factory trained and employed service engineer must install the instrument and verify proper operation of the instrument before it can be covered under warranty.

PerkinElmer Employs several service engineers that work and live in NC and are factory trained on the NexION 1000. One of these factory trained and employed service engineers will install and validate the proper operation of the unit free of charge. Installation and one-year warranty is free with the purchase of the NexION 1000.

Please feel free to contact me should you need further information at 704-948-9619.

Kind regards,

Scott Poythress
PerkinElmer Inorganic Specialist
PerkinElmer Health Sciences, Inc.

Staton, Allison

From: Williams, Kristine
Sent: July 14, 2020 3:26 PM
To: Staton, Allison
Subject: FW: Installation
Attachments: Installation and Warranty of NexION 1000.docx

Allison,

Dell is saying that the installation is free. Will you please review this memo from the vendor and see if you have any different thoughts than what we discussed this morning. Thanks!

Kristine

From: Harney, Dell <Dell.Harney@greensboro-nc.gov>
Sent: Tuesday, July 14, 2020 3:01 PM
To: Williams, Kristine <Kristine.Williams@greensboro-nc.gov>; Spillman, Virginia <Claudia.Spillman@greensboro-nc.gov>
Subject: FW: Installation

Email today from Perkin Elmer representative Scott Poythress

Dell L. Harney
Water Supply Manager
City of Greensboro Water Resources
1041 Battleground Ave
Greensboro, NC 27408
Phone: 336-373-7900

From: Poythress, Scott <Scott.Poythress@perkinelmer.com>
Sent: Tuesday, July 14, 2020 12:48 PM
To: Harney, Dell <Dell.Harney@greensboro-nc.gov>; Shandor, Marie <Marie.Shandor@greensboro-nc.gov>
Subject: Installation

CAUTION: This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe. Report suspicious emails by clicking the **“Phishing Alert”** button.

Hey Dell,

There is not a charge for the installation of the instrument. It is free. The installation consist of a PerkinElmer service engineer hooking up the instrument and then testing it to make sure it meets our specifications. They will then spend some time with the end users showing them how to maintain and use the instrument.

The instrument has to be installed by a PerkinElmer trained and employed service engineer in order for the warranty to be honored.

Thank you and let me know if you need anything,
Scott

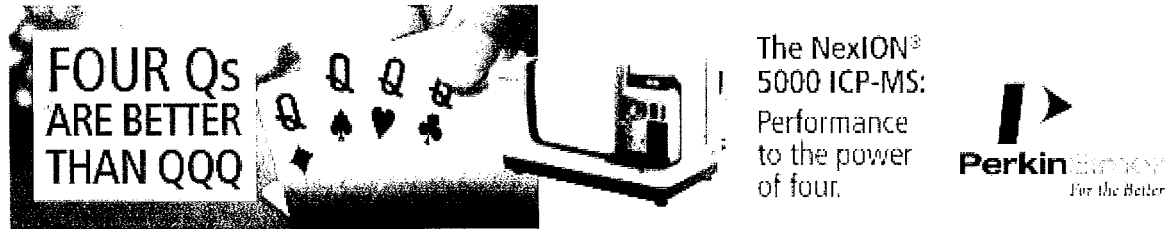
Scott Poythress | Principal Inorganic Sales Specialist

scott.poythress@perkinelmer.com

Phone: 704-948-9619 | Mobile: 704-904-2156

www.PerkinElmer.com

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This email message and any attachments are confidential and proprietary to PerkinElmer, Inc. If you are not the intended recipient of this message, please inform the sender by replying to this email or sending a message to the sender and destroy the message and any attachments. Thank you.

From: Jacobs, Cecelia <Cecelia.Jacobs@Perkinelmer.com>

Sent: Friday, May 15, 2020 11:58 AM

To: dell.harney@greensboro-nc.gov; marie.shandor@greensboro-nc.gov

Cc: Poythress, Scott <Scott.Poythress@perkinelmer.com>

Subject: PERKINELMER - UPDATED QUOTATION NUMBER 21958679

Dear Marie,

Please find your updated quotation attached along with the corresponding terms and conditions per your discussion with our sales representative, Scott Poythress. Should you have any questions please do not hesitate to contact Scott at 1-704-948-9619 or via email at Scott.Poythress@perkinelmer.com.

Please be sure to reference your Quotation Number when sending your Purchase Order to:
USInstrumentOrders@PERKINELMER.COM.

Thank you for considering PerkinElmer Health Sciences, Inc. for your instrumentation requirements.

Regards,

Cecelia Jacobs | West Instrument Sales Support

PerkinElmer | For the Better

cecelia.jacobs@perkinelmer.com

Phone: 203.712.8319 | Fax: 203.402.1912

710 Bridgeport Avenue, Shelton, CT 06810 USA

www.perkinelmer.com

<https://www.surveymonkey.com/r/USACustSat>