

**Purchase Request #5**  
**Regular Board Meeting November 6, 2023**

**Consideration of Approval to Contract for Water Chemical Treatment Services**

**ADMINISTRATION RECOMMENDATION/REPORT**

The administration recommends that the Board of Trustees approve a contract with Nalco Company LLC (Nalco) for water chemical treatment services for the facilities services department.

**BACKGROUND**

The College has numerous utility systems that use circulated water for heating and cooling of buildings. In order to assure the longevity and efficient performance of these systems, water treatment chemical additives are required. These chemicals are specially formulated to inhibit corrosion and reduce fouling of the circulated water. In doing so, thousands of feet of pipes and heat exchangers in the College systems are kept fully operable. In addition to the supply of treatment chemicals, the supplier will provide recommendations for optimized use of these specialized products.

Request for proposals 24-01 was issued on August 4, 2023, to procure water chemical treatment services, which complies with the competitive procurement requirements per Texas Education Code §44.031(a). Five responses were received and evaluated by a team comprised of representatives from facilities services who determined the proposal submitted by Nalco will provide the best value to the College.

**IMPACT OF THIS ACTION**

Proper chemical treatment of the College's utilities systems will avoid corrosive damage, increase efficiency, and allow for proper air conditions in our learning and working environments. Then integrity of piping and equipment used in these systems is properly maintained, the useful life of these systems is maximized, increasing reliability, and avoiding significant expenses to restore.

**BUDGET INFORMATION (INCLUDING ANY STAFFING IMPLICATIONS)**

The estimated annual expenditure is \$150,000 and will be funded from the facilities services department's 2023-2024 operating budget and subsequent year budgets.

**MONITORING AND REPORTING TIMELINE**

The initial one-year award term will commence on or after October 2, 2023, with renewal options of four one-year terms.

**ATTACHMENTS**

Attachment 1 – Tabulation

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**RESOURCE PERSONNEL**

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**RFP 24-01**  
**Water Chemical Treatment Services**  
**Attachment 1 – Tabulation**

**QUALIFICATIONS**

#	Vendors	Section 1: Firm Experience	Section 2: Personnel Experience	Section 3: Project Understanding	Section 4: Customer Service	Section 4: References	Total Points
	<i>Total Points</i>	<i>10</i>	<i>15</i>	<i>20</i>	<i>15</i>	<i>10</i>	<i>70</i>
4	Garratt-Callahan	7.67	11.00	14.67	11.00	8.67	<b>53.01</b>
3	Seaco Technologies, Inc.	7.00	9.50	15.33	10.50	6.00	<b>48.33</b>
5	Chem-Aqua, Inc.	6.00	9.00	10.67	11.00	6.67	<b>43.34</b>
2	Apollo Water Services	5.33	8.50	13.33	7.00	8.00	<b>42.16</b>
1	Nalco Water	4.33	6.00	12.00	10.50	8.67	<b>41.50</b>

**FINAL SCORES**

#	Vendors	Qualification Score	Price Score	Annual Price Value	Final Score
	<i>Total Points</i>	<i>70</i>	<i>30</i>		<i>100</i>
<b>1</b>	<b>Nalco Water</b>	<b>41.50</b>	<b>30.00</b>	<b>\$80,889.80</b>	<b>71.50</b>
2	Apollo Water Services	42.16	28.92	\$83,845.40	<b>71.08</b>
3	Seaco Technologies, Inc.	48.33	19.14	\$126,812.22	<b>67.47</b>
4	Garratt-Callahan	53.01	5.52	\$438,649.20	<b>58.53</b>
5	Chem-Aqua, Inc.	43.34	12.78	\$190,213.54	<b>56.12</b>