

Fairfax Water

FAIRFAX COUNTY WATER AUTHORITY
8570 Executive Park Avenue, Fairfax, Virginia 22031-2218
www.fairfaxwater.org

MEMORANDUM

To: Steven T. Edgemon, General Manager

Through: Jamie B. Hedges, Deputy General Manager *JBH*

Through: Donald R. Legg, CPPO, Procurement Manager *DRL*

Through: Joel L. Thompson, Director Production *JLT*

From: Chad J. Coneway, Manager, Griffith Production *CC*

Date: 10/26/2020

Subject: Request for Sole Source Contract Award to SUEZ Treatment Solutions, Inc. Exceeding \$50,000

1. **Background:** Fairfax Water operates five SUEZ Treatment Solutions, Inc. (formerly Ozonia) Ozone generators: three 2,800 lbs/day generators are located at Griffith Water Treatment Plant (GTP) and have been in service since 2006; two 1,500 lbs/day generators are located at Corbalis Water Treatment Plant (CTP) and have been in service since 2009. The Corbalis plant also has three 1000 lbs/day generators from another manufacturer. These SUEZ generators are using a technology that has been available since 2001.

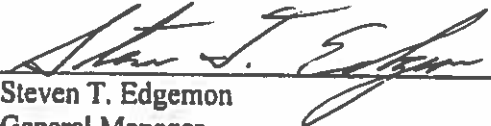
SUEZ Treatment Solutions, Inc. (SUEZ) is the original equipment manufacturer of these ozone generators. SUEZ has notified FW that the generators are at the end of their support cycle and the critical parts supply is now limited to what is currently available.

FW staff evaluated several alternatives to determine the best approach to ensure the generators remain operational and reliable. Alternatives include purchasing inventory of critical components of the older technology, retrofitting existing generators with new technology as a generator fails, competitively rebid for complete generator replacement, or retrofitting generators under a planned multi-year program. FW staff has determined that a planned retrofit program over 5-years is the best course of action because of favorable pricing, reduced risk of insufficient production capacity during installation, continued interchangeability of parts to reduce inventory requirements, and staff knowledge of the SUEZ technology and programming. Additionally, FW will increase ozone generator capacity to 2100 lbs/day per unit at CTP through the retrofit process.

2. **Justification:** SUEZ is the only manufacturer and source of supply of the proprietary technology to support the retrofit of FW's five Ozonia (now SUEZ) ozone generators.
3. **Recommendation:** I have reviewed contract pricing and believe it to be in the best interest of Fairfax Water to award a Sole Source Contract to SUEZ Treatment Solutions, Inc. for \$3,052,418 for the retrofit of the five Ozonia (now Suez) ozone generators, spare parts, and technical support through 2026. Additionally, FW staff recommends maintaining a sole source contract with SUEZ for

proprietary technology support for the system's lifecycle.

4. Determination: In accordance with Section 2.2-4303(E) of the Code of Virginia, as amended, it is my determination that the above-named vendor is the only known source practicably available to obtain the goods and/or services specified above.



Steven T. Edgemon
General Manager

Date: 11/6/20



SUEZ Treatment Solutions Inc.
600 Willow Tree Road
Leonia, NJ 07605, USA
Tel: +1 201 676 2525

September 28, 2020

Mr. Chad Coneway
Fairfax Water
Manager, Griffith WTP Production

Subject: Sole Source Agreement – Ozonia® brand Ozone Generator/Power Supply Units
Fairfax Water Ozone Generator Dielectric Replacement and PSU Retrofit Program

Dear Mr. Coneway:

This letter is to confirm that SUEZ Treatment Solutions Inc. (formerly known as Ozonia North America LLC) is the original equipment manufacturer of the proprietary ozone generators and power supply units installed at several of Fairfax County's Water Treatment Plants.

In addition, SUEZ Treatment Solutions Inc. is the sole source provider for all Ozonia brand ozone generator and power supply equipment replacements parts and related services.

We look forward to working with and assisting the County in any way we can.

Very truly yours,
SUEZ Treatment Solutions, Inc.

A handwritten signature in black ink, appearing to read "William Nezgod". The signature is fluid and cursive, written over a white background.

William Nezgod
Senior Sales Manager – Engineered Ozone Plants