

EWEB Board Consent Calendar Request

For Contract Awards, Renewals, and Increases

The Board is being asked to approve a Price Agreement with Shakespeare Composites for the purchase of non-conductive substation fencing.

Board Meeting Date: 5/7/2019

Project Name/Contract #: Non-Conductive Substation Fencing / ITB 023-2019

Primary Contact: Rod Price Ext. 7122

Contract Amount:

Original Contract Amount: \$900,000 over five years

Additional \$ Previously Approved: \$0

Invoices over last approval: \$0

Percentage over last approval: 0%

Amount this Request: \$900,000 over five years

Resulting Cumulative Total: \$900,000 over five years

Contracting Method:

Method of Solicitation: Formal Invitation to Bid

If applicable, basis for exemption: n/a

Term of Agreement: 5 Years

Option to Renew? Yes

Approval for purchases "as needed" for the life of the Contract Yes No

Proposals/Bids Received (Range): 1 bid received: \$20.75/sq ft fencing panels, \$45/sq ft gates (\$900,000 over 5 yrs)

Selection Basis: Lowest responsive and responsible bidder

Narrative:

Operational Requirement and Alignment with Strategic Plan

EWEB requires substation fencing to provide security and a safe perimeter. Many of EWEB's substations have fencing that was installed at the initial construction of the station, and are of chain link with expanded metal composition. Several of these fences are currently failing and in need of replacement. To maintain safety to staff and public, and maintain reliability of the electric system, it is required failing fences be replaced. EWEB endeavors to install a non-conductive fencing solution to increase the measure of safety and security, and one that also offers sound attenuation as well as aesthetic qualities (i.e. visual barrier) in heavily populated locations. Non-conductive fencing also allows for installation of the fence outside of the existing fence by non-electrically qualified workers, and no grounding, which removes the requirement for EWEB crews to perform a safety watch during installation, reducing overall costs to the project and freeing up internal resources.

Contracted Goods or Services

Non-conductive, solid fiberglass fencing panels, posts, and gates to replace fencing at 5 substations, expected replacement is one substation per year for 5 years.

Prior Contract Activities

The previous contracts for substation fencing have varied across fencing types (i.e. concrete, metal chain link). This is the first time EWEB has contracted with Shakespeare Composites.

Purchasing Process

A formal Invitation to Bid was posted to ORPIN in April 2019. This solicitation was posted for 14 days and was viewed by 30 companies. No protests were received though only a single bid was submitted.

Bidder/Proposer Information
Shakespeare

Bidder/Proposer Location
Newberry, SC

Competitive Fair Price (If less than 3 responses received)

Staff completed a Request for Information in December of 2018 to survey the market for non-conductive fencing that met the safety, security, and sound attenuation qualities requested. Staff found that while other companies provide non-conductive fencing options, only Shakespeare offered the sound attenuation qualities through solid plank fencing that also offered a visual barrier. Preliminary prices for other non-conductive fencing that did not provide sound attenuation, or a visual barrier ranged from \$11.24 - \$53.88/square foot. Staff also completed a utility peer survey of 17 companies to determine experience with the fencing and if any other companies exist that meet the project requirements. Results also showed that availability is limited. Through the RFI verification of material costs, it was concluded that the non-conductive fencing option is of competitive cost to other fencing solutions, and has additional benefits, as well as more streamlined installation procedures, allowing for efficient use of internal and external resources.

ACTION REQUESTED:

Management requests the Board approve a Price Agreement with Shakespeare Composites for the purchase of non-conductive substation fencing. Approximately \$180,000 annually was planned for these goods or services in the Electric Division 2019 type 1 and 2 budget of \$22.04 million. Variances will be managed within the budget process and Board policy.