



Bid Waiver Form

Revised 01/2022

Short Description of Goods/Services	Service support & supply of goods for Gas Chromatographs	Total Cost	\$250,000+ = 5 Years
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Vendor Name	ABB Inc.	MUNIS #	33312	Req #	
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Purchasing Officer	Pete Patten	Date	12/7/2022
Department	Waste & Renewables	Email	carlson.lindsey@countyofdane.com
Name	Lindsey Carlson	Phone	608-405-2036

A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

Provide a detailed description of the goods/services intended to be purchased:

The Department of Waste & Renewables (W&R) is requesting a 5 Year Waiver of Bid for Vendor ABB, Inc.

At need and request of W&R (and as mutually agreed upon by the Vendor) ABB, Inc will provide remote & physical support service and goods (equipment, parts) in support of the Renewable Natural Gas (RNG) Plant's critical Gas Chromatographs.

The attached proposal outlines costs if W&R were to completely outsource the labor for the 5 year bid waiver term, however, W&R does not anticipate relying on ABB fully for maintenance. Therefore, the proposal is included for reference only, as actual cost for labor will be less than what's specified in the proposal depending on personnel resources at the RNG Plant.

Full service support would include:

- 1) 4x quarterly maintenance visits from a qualified Field Service Engineer
- 2) Dedicated phone support from the Field Service Engineer(s) assigned to the Service Agreement;
- 3) Extended warranty, in addition to standard parts warranties, during the term of the Service Agreement, on all GC parts, except for consumable items
- 4) Travel and expenses

Total cost for FULL service=

\$17,000 per year per Gas Chromatograph * 2 Gas Chromatographs * 5 years + 10% (inflation, other factors) = ~\$187,000

Supply of goods includes:

1) 1:1 replacements of the existing gas chromatographs should full replacement be needed (estimated \$18,000 per unit) = \$36,000

2) spare parts for the Gas Chromatographs (estimated \$5,000 per year * 5 years) = \$25,000

Total cost for supply of goods = \$36,000 + \$25,000 = \$61,000

Conservative cost estimate for combined cost of service & goods over the requested 5 year bid waiver term dependent upon actual service/repair/replacement needs=

\$187,000 + \$61,000 = \$248,000 = ~\$250,000

Send to a Purchasing Officer Once Completed



Bid Waiver Form

Revised 04/2021

Procurement Exception List

- Emergency Procurement
- Unique and specific technical qualifications are required
- A special adaptation for a special purpose is required
- A unique or opportune buying condition exists
- Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

ABB Inc, a domestic servicer & supplier of the RNG Plant's Gas Chromatographs, installed and certified the original (and therefore existing) Gas Chromatographs since the plant's commissioning and are the sole service provider for this equipment. The function of the Gas Chromatographs is to determine quality of the renewables/compressed natural gas discharged into the Interstate pipeline and are required to be serviced per the manufacturer's recommended maintenance schedule to maintain compliance with the interstate pipeline's requirements.

Because of this, ABB is the sole vendor who possesses the unique and singularly available ability to meet the needs of W&R. ABB is a critical partner to minimize plant downtime and therefore revenue loss.

Bid Waiver Approval (For Purchasing Use Only)

Under \$40,000 (Controller)

\$40,000+ (Personnel & Finance Committee)

Date Approved:

Send to a Purchasing Officer Once Completed



County of Dane - RNG Plant
7102 US HWY 12 and 18
Madison, WI 53718
US

Dear County of Dane - RNG Plant,

ABB Inc., Totalflow Products Division is pleased to provide the attached proposal.

We appreciate your interest in our products and services and thank you for the opportunity to offer this proposal for your consideration.

If you have any questions or require additional information, please feel free to contact me.

Please visit our web site at: <http://www.abb.com/totalflow>

Note: As part of the ABB Measurement Products Group the Totalflow team are, in many cases, able to offer the complete solution to our customers. By supplying the equipment quoted and additional associated peripheral products such as our own DP flow primary devices, Electromagnetic flow meters, Coriolis flow meters, Vortex flow meters, Pressure transmitters, Temperature transmitters, Tropos radios, and many more ABB products, we can offer our clients the chance to use a single supplier for all their measurement and automation needs. Should the chance of a wider solution be appealing to your project please contact the sender of this quote for an amendment showing these options and thus allowing you to reduce your vendor count.

Best regards,

Caleb Northington
Upstream Service Lead/Manager
Phone: 817-304-6189
caleb.northington@us.abb.com

ABB, Inc.

Automation

ABB Inc.
7051 Industrial Blvd.
Bartlesville, Oklahoma
74006
USA

Telephone
(918) 338-4888
Telefax
(918) 338-4699

Internet
www.abb.com/totalflow

Confidential & Proprietary Information of ABB, Inc.

ABB

Pricing Summary

Quote Number: 22E9E0030
Date: 11/30/2022
Seller: ABB Inc.
Totalflow Products Division
7051 Industrial Blvd.
Bartlesville, OK 74006
Phone: (800) 442-3097 (USA Only)
Phone: (918) 338-4880 (Int'l)
Fax: 918-338-4607
E-mail: totalflow.order@us.abb.com

Buyer: County of Dane - RNG Plant
Address: 7102 US HWY 12 and 18

Madison, WI 53718
US

Your Inquiry:
Attention: Lindsey Carlson
Phone: 608-405-2036
Fax:
E-mail: carlson.lindsey@countyofdane.com
End User: County of Dane - RNG Plant
Installation: US

Pricing Summary
Category

US Dollars

Service Total:

\$17,158.40

Additional Information

Prices quoted in this proposal are firm for 30 days from Date Of Issue stated above.

Shipping is estimated to be 10 to 11 weeks following receipt of an acceptable written shipments of products unless specifically instructed otherwise.

If this product is to be diverted to a foreign destination, please provide all federally required End-User statements and a copy of your due diligence Letter of Assurance with your purchase order. You must also provide us a copy of the export bill of lading and export invoice to ABB Inc., Totalflow Products Division's Export Supervisor for our internal control program.

Payment Terms are as follows. Invoice will be issued for the total amount at the time of shipment. Payment is, upon prior credit approval, Net 30 days US Dollars, without offset, from the date of invoice. Payment should be remitted to:

Mail: OR
ABB Inc.
Attn: Accounts Receivable
P.O. Box 88868
Chicago, IL 60695-1868 USA

Electronic Funds Transfer:
ABB Inc.
JP Morgan Chase Bank
ABA Number 021000021
Swift Code: CHASUS33
Account Number: 323884326

Costs for service:

\$17,000 per year per Gas Chromatograph * 2 Gas Chromatographs * 5 years + 10% (inflation, other factors) = ~\$187,000

In addition to the commercial terms set forth herein, the attached ABB Inc. Totalflow Products Division's General Terms And Conditions of Sale included herewith, are expressly made a part hereof for all purposes. This Proposal is contingent upon acceptance of all such ABB Inc. Totalflow Products Division's General Terms and Conditions.

Please e-mail purchase orders to Totalflow at totalflow.order@us.abb.com. Please reference this Proposal by the quotation number stated herein. Thank you for your business.

ABB, Inc.

Automation

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Primary Section: Quotation Price List

Item	System Accessories	Qty	US Dollar List Unit Price	US Dollar List Ext'd Price	Discount	US Dollar Net Unit Price	US Dollar Net Ext'd Price
1.1	Field Service travel time per hour rate for all service. U. S. Weekdays 8:00 a.m. - 5:00 p.m. Maximum of 8 hours per day P/N VXE01-TRV-DAY	16	\$125.00	\$2,000.00	0	\$125.00	\$2,000.00
1.2	Per Diem per day P/N VXE01PERDIEM	4	\$61.00	\$244.00	0	\$61.00	\$244.00
1.3	Hotel Fees P/N VXE01HOTEL	3	\$150.00	\$450.00	0	\$150.00	\$450.00
1.4	Car rental fees P/N VXE01CAR	1	\$200.00	\$200.00	0	\$200.00	\$200.00
1.5	Airfare P/N VXE01AIRFARE	1	\$450.00	\$450.00	0	\$450.00	\$450.00
1.6	Field Service Analytics: Rates for NGC, PGC1000, LGR, and NGC-Liquid. U.S. Weekdays 8:00 a.m. - 5:00 p.m. Maximum of 8 hours per day P/N VXL03-ANA-DAY	16	\$180.00	\$2,880.00	0	\$180.00	\$2,880.00
1.7	Miscellaneous Expenses P/N VXE01EXPENSE	1	\$134.40	\$134.40	0	\$134.40	\$134.40

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1.8	1 Year	2	\$5,400.00	\$10,800.00	0	\$5,400.00	\$10,800.00
	Measurement Care - PGO Service Agreement includes: 1) 4x quarterly maintenance visits from a qualified Field Service Engineer; 2) Dedicated phone support from the Field Service Engineer(s) assigned to the Service Agreement; 3) Extended warranty, in addition to our standard parts warranties, during the term of the Service Agreement, on all GC parts, except for consumable items such as filters, batteries, and failure due to misuse, abuse, lightning, flooding or other "Acts of God"; 4) Travel and living costs.						
	P/N VXL15-1YPGO						
	Subtotal for 1			\$17,158.40			\$17,158.40
	Primary Section Total			\$17,158.40			\$17,158.40

Note: Discount may be limited on items whose description begins with the * character, resulting in a lower discount for those buyout items than for internal items.

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Standard field service rate sheet (2022)

Upstream Oil & Gas



Primary work hours:

The following labor rates are used for our normal maintenance and startup services. The minimum charge is 4 labor hours, plus any applicable travel expenses.

Rates are charged to the nearest 1/2 hour. All times listed are local time zone where work is performed.

Field service made easy

2022 Standard service rates

Service type	Service description	Standard rate
Gas	Flow computer measurement, calibration	\$130
Liquid	Coriolis, Mag, SpiritIT	\$180
Analytics	NGC, PGC1000, LGR, NGC-Liquid	\$180
Automation	Automation applications, artificial lift, shutdown, PID (RMC, XRC, XFC)	\$180
Travel	Travel rate for all service	\$125

Standard rate:	8am - 5 pm, Mon - Fri
Overtime rate:	1.5X standard rate
Holiday rate:	2X standard rate
2022 per diem:	\$61.00
2022 standard mileage rate	\$0.585/mile

Maintenance agreements:

Rates are determined by the specific agreement in effect at the time of the service call

Payment terms:

Payment terms to be determined when services are requested.

Domestic travel notes

- Travel time and expenses are charged from the nearest service office unless expedited service is requested.
- Travel expenses are charged separately at 58 cents/mile or actual public transportation costs plus 10%.
- Living expenses will be charged separately at actual costs incurred plus 10%.
- Completed travel time, to and from the customer site, will be charged separately at rates listed under this rate sheet.
- Parking fees are charged at cost.

2022 holiday schedule:

- Monday, January 17 - Martin Luther King Jr. Day
- Monday, February 21 - President's Day
- Monday, May 30 - Memorial Day
- Friday, July 1 - (day before) Independence Day
- Monday, July 4 - Independence Day
- Monday, September 5 - Labor Day
- Friday, November 11 - Veteran's Day
- Thursday, November 24 - Thanksgiving Day
- Friday, November 25 - Day after Thanksgiving

ABB Upstream Oil & Gas
7051 Industrial Boulevard
Bartlesville, OK 74006

Customer Service:

+1 800 HELP-365
(1-800-435-7365)

Inquiries:

US-IAMA.inquiry@us.abb.com

We reserve the right to make technical changes or modify the contents of this document without prior notice. With regard to purchase orders, the agreed particulars shall prevail. ABB does not accept any responsibility whatsoever for potential errors or possible lack of information in this document.

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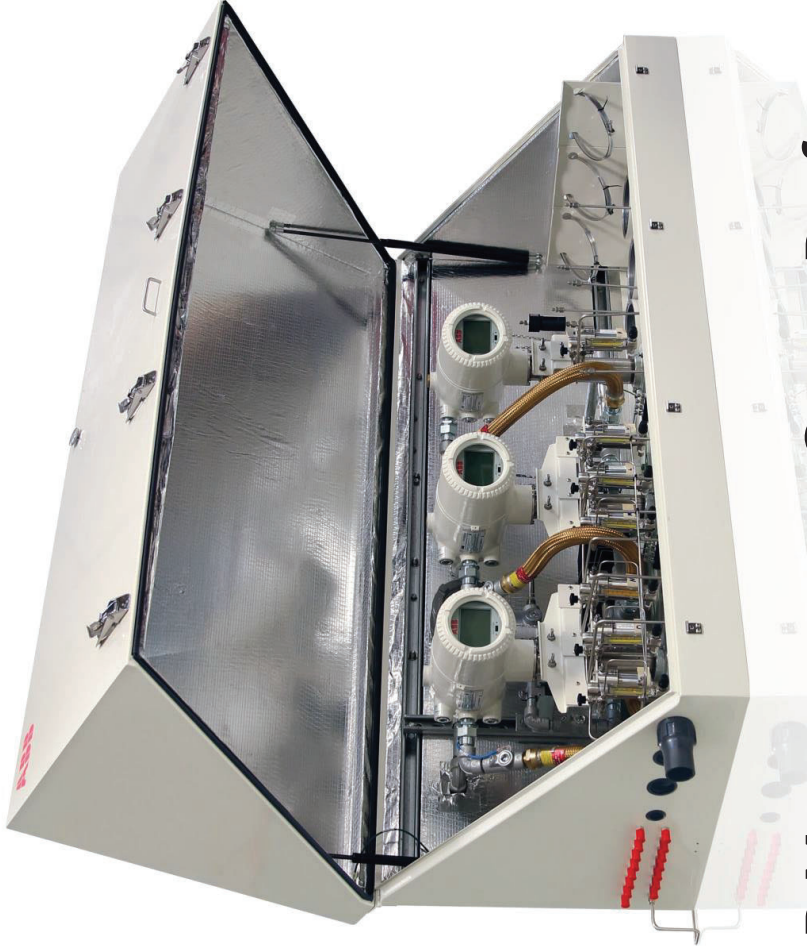


ABB Measurement Care – Performance Guarantee Option

Taking Care of Your Gas Chromatographs Service Needs



ABB's Customized Service Solution

Tailored to your needs

Asset management
and process reliability

Performance improvement

Lifecycle management

Rapid response

Measurement Care

Rapid response

Guaranteed urgent action. You can count on ABB trained Customer Service Engineers for prioritized support.

Lifecycle Management

Product age and condition can adversely affect the performance of you process. An installed base assessment coupled with an effective preventive maintenance program improves uptime whilst reducing capital costs.

Performance improvement

Remote and on-site monitoring identifies ways to improve process performance. Monitoring allows accurate predictive maintenance plans to be employed to keep products running at optimum levels.

GC Measurement Care/PGO

NGC8200/PGC1000 series

Your needs	ABB Service Offering	Service Description	Benefits
<ul style="list-style-type: none">• Smooth new GC unit commissioning/startup• GC performance optimization• Reduce downtime	Measurement Care-PGO for NGC 8200/PGC1000 series	Startup Services + quarterly scheduled maintenance from a qualified ABB Field Service Engineer for GC health monitoring and troubleshooting	<ul style="list-style-type: none">• Optimized performance from the start• GC health monitoring• Minimize risk of critical failure and downtime• Extended warranty*• Remote troubleshooting• Priority on support• Predictable costs

GC Measurement Care/PGO

Offering

Start-up Services

- Commissioning/Start-up from a qualified ABB Field Service Engineer
 - Carrier and calibration gas connections from regulator to GC manifold
 - Sample line connections from the sample conditioning system to the GC manifold
 - Vent Line connections
 - Installation of GC software
 - GC training to include hardware and software
- Travel and living costs included in the fee*

Measurement Care/PGO

- Quarterly on-site maintenance from a qualified ABB Field Service Engineer
 - Check and calibration of system pressures (calibration and carrier gas, lines, process gas to GC regulator)
 - Condition-based maintenance on Sample Conditioning System, filters and other consumables
 - GC calibration check and verification of mole % in accordance to calibration blend certificate
 - Routine review and recording of main GC functional data
- Remote troubleshooting and priority on support from the Field Service Engineer(s) assigned to the Service Agreement
- Extended warranty on main GC parts**
- Travel and living costs included in the fee

Remote Assistance Measurement Care

- Quarterly remote monitoring and diagnostics maintenance from a qualified ABB Service Engineer supported by a Customer Technician deployed in the field
 - Check pressures, gates and labels and modify as needed.
 - GC calibration check and verification of mole % in accordance to calibration blend certificate
 - Routine review and recording of main GC functional data
- Remote troubleshooting and priority on support from the Field Service Engineer(s) assigned to the Service Agreement

GC Measurement Care/PGO

Pricing Structure

Measurement Care Service Type	Service Description	NGC8200 series
Startup Services	Commissioning/Startup from a qualified ABB Field Service Engineer. Travel and living costs are included in the fee.	\$3,990.00
Quarterly Service - 1 year Measurement Care/PGO agreement	4x quarterly on-site maintenance from a qualified ABB Field Service Engineer. Remote troubleshooting and priority on support. Extended warranty on main GC parts. Travel and living costs are included in the fee.	\$5,400.00
Quarterly Service - 3 years Measurement Care/PGO agreement	12x quarterly on-site maintenance from a qualified ABB Field Service Engineer. Remote troubleshooting and priority on support. Extended warranty on main GC parts. Travel and living costs are included in the fee.	\$14,880.00
Startup Services + 1 year Measurement Care/PGO Bundle Deal	Commissioning/Startup + 4x quarterly on-site maintenance from a qualified ABB Field Service Engineer. Remote troubleshooting and priority on support. Extended warranty on main GC parts. Travel and living costs are included in the fee.	10% discount
Startup Services + 3 years Measurement Care/PGO Bundle Deal	Commissioning/Startup + 12x quarterly on-site maintenance from a qualified ABB Field Service Engineer. Remote troubleshooting and priority on support. Extended warranty on main GC parts. Travel and living costs are included in the fee.	15% discount
Remote Assistance Service - 1 year agreement	4x quarterly remote monitoring and diagnostics maintenance from a qualified ABB Service Engineer supported by a Customer Technician deployed in the field. Remote troubleshooting and priority on support.	\$2,880.00

GC Measurement Care/PGO

ABB Service Team Contacts

Mario Manzo – Service Manager

Phone: +1 713 673 9391

Email: mario.manzo@us.abb.com

Amber Muninger – Service Coordinator

Phone: +1 918 338 4761

Email: amber.muninger@us.abb.com

Upstream Oil & Gas Technical Support

Phone: 800-442-3097 option 2

Email: upstream.support@us.abb.com

ABBA