



DATE: May 16, 2022  
TO: Angela Calvillo, Clerk of the Board  
FROM: Sailaja Kurella, Director of Office of Contract Administration (OCA) and Purchaser  
SUBJECT: Resolution to approve Term Contracts for Multiple Chemicals

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Enclosed are the resolutions authorizing execution of the following contracts:

- (1) Term Contract 66326A, Contract 1000025263 with Primary Awardee, Kemira Water Solutions for the purchase of Ferric Ferrous Chloride, with a contract not-to-exceed (NTE) amount of \$26 million and a total contract duration of seven years;
- (2) Term Contract 66326A, Contract 1000025301 with Secondary Awardee, TR International for the purchase of Ferric Ferrous Chloride, with a contract not-to-exceed (NTE) amount of \$28 million and a total contract duration of seven years;
- (3) Term Contract 66326B, Contract 1000025302 with Primary Awardee, Univar Solutions USA Inc. for the purchase of Sodium Hypochlorite, with a contract not-to-exceed (NTE) amount of \$74 million and a total contract duration of seven years;
- (4) Term Contract 66326E, Contract 1000025303 with Primary Awardee, Univar Solutions USA Inc. for the purchase of Sodium Bisulfite, with a contract not-to-exceed (NTE) amount of \$19 million; and

These four contract are being awarded pursuant to a solicitation (Sourcing Event 0000006284) conducted on March 9, 2022 by the Office of Contract Administration (OCA) for the purchase of multiple chemicals: Ferric Ferrous Chloride (Aggregate 1); Sodium Hypochlorite (Aggregate 2), Sodium Hydroxide (Aggregate 3), Hydrofluosilicic Acid (Aggregate 4), Sodium Bisulfite (Aggregate 5), Aluminum Sulfate (Aggregate 6), Calcium Thiosulfate (Aggregate 7), Sulfuric Acid (Aggregate 8), Citric Acid (Aggregate 9), Antiscalant (Aggregate 10), GreenClean Liquid 5.0 Algaecide (Aggregate 11), Lime (Aggregate 12) and Sodium Hypochlorite Small Sites (Aggregate 13).

The solicitation resulted in the award of fifteen contracts, ten primary contracts and five secondary contracts. Of these, the four discussed herein exceed \$10,000,000. The contracts are limited to solely supplying chemicals for the City's wastewater and water treatment process. The NTE amount for each contract is based on City's projected total seven-year spend for each chemical after analyzing usage reports and estimated annual usage.

Approval of these contracts is justified for several reasons, which are summarized below:

- **Ferric Ferrous Chloride Ferric:** Ferric Chloride is critical for odor control, sludge conditioning for dewatering, prevention of mineral formation in pipelines and improved primary sludge settling in the wastewater treatment process. Ferric Ferrous Chloride is also critical for the City's drinking water treatment process, specifically within the flocculation process. The chemical is the primary flocculant used at the Harry Tracy Water Treatment Plant (HTWTP), one of two treatment plants at the SFPUC that provides safe drinking water to 2.8 million customers. HTWTP has used this chemical as part of its treatment process for over 20 years.



- **Sodium Bisulfite:** Sodium bisulfite is required in the wastewater disinfection process to remove residual chlorine and maintain regulatory compliance. In recycled water, it is used to protect reverse osmosis membranes. Sodium Bisulfite is also the primary chemical used in the dichlorination and dechloramination process, and is used to meet regulatory requirements when discharging into State Waters.
- **Sodium Hypochlorite:** Sodium Hypochlorite disinfects water in order to meet drinking water regulations.

If you have any questions or require additional information, please contact Ian Fernando on my team at 628-652-1609.

**Enclosures:**

1. Contract 1000025263 (Kemira Water Solutions)
2. Contract 1000025301 (TR International)
3. Contract 1000025302 (Univar Solutions USA Inc)
4. Contract 1000025303 (Univar Solutions USA Inc)
5. SFETH Form 126(f)4 - Contract 1000025263 (Kemira Water Solutions)
6. SFETH Form 126(f)4 - Contract 1000025301 (TR International)
7. SFETH Form 126(f)4 - Contract 1000025302 (Univar Solutions USA Inc)
8. SFETH Form 126(f)4 - Contract 1000025303 (Univar Solutions USA Inc)
9. Resolution - Contract 1000025263 (Kemira Water Solutions)
10. Resolution - Contract 1000025301 (TR International)
11. Resolution - Contract 1000025302 (Univar Solutions USA Inc)
12. Resolution - Contract 1000025303 (Univar Solutions USA Inc)



**Exhibit 1**  
**Minimum Discounts off of Manufacturer's List Price**

<b>JUNIPER</b>	
<b>Product Family</b>	<b>Minimum % Discount Off of Juniper's List Price</b>
<b>EX switches</b>	59.00%
<b>EX MP based switches</b>	59.00%
<b>QFX 5K series Switches</b>	63.00%
<b>QFX 10K series switches</b>	63.00%
<b>Switch Licenses (EX and QFX)</b>	45.00%
<b>MX Series Router Bundle</b>	68.00%
<b>MX Series MPC cards</b>	68.00%
<b>Optics</b>	80.00%
<b>Cables and auxiliary items</b>	59.00%
<b>Support (Discounting includes all SVC sku's)</b>	10.00%
<b>Mist wireless - Includes pricing for all AP's and accessories</b>	32.50%
<b>Mist Cloud subscription and services - Includes all subscriptions and services</b>	10.00%

<b>HPE</b>		
<b>Category</b>	<b>Product Family</b>	<b>Minimum % Discount Off of HPE's List Price</b>
Brocade	SAN (Fibre Channel)	44.00%
dHCI	Nimble/Hyperconverge	44.00%
Qumulo	NAS Storage	44.00%
SimpliVity	Hyperconverge	44.00%
Storage	Nimble	44.00%
StoreOnce	Backup	32.00%
StoreOnce 2XXXX/3XXXX	Backup	33.00%
Tape Drives	Backup	33.00%
Tape Drives & Autoloaders	Backup	33.00%
Tape Libraries	Backup	33.00%
x86 Server	Proliant 2-Socket Blade Servers	33.00%
x86 Server	Proliant 2-Socket Rack Servers	35.00%
x86 Server	Proliant 4-Socket Blade Servers	33.00%
x86 Server	Proliant 4-Socket Rack Servers	35.00%



x86 Server	Proliant Blade Enclosures	33.00%
dHCI	Nimble/Hyperconverge	30.00%
Storage	Nimble	30.00%
x86 Server	Proliant 2-Socket Blade Servers	42.00%
x86 Server	Proliant 2-Socket Rack Servers	33.00%
x86 Server	Proliant 4-Socket Blade Servers	33.00%
x86 Server	Proliant 4-Socket Rack Servers	33.00%
x86 Server	Proliant Blade Enclosures	33.00%
Veeam	Backup Software	33.00%
dHCI	Nimble/Hyperconverge	43.00%
Storage	Nimble	30.00%
x86 Server	Proliant 2-Socket Blade Servers	30.00%
x86 Server	Proliant 2-Socket Rack Servers	30.00%
x86 Server	Proliant 4-Socket Blade Servers	30.00%
x86 Server	Proliant 4-Socket Rack Servers	30.00%
x86 Server	Proliant Blade Enclosures	30.00%