



**Recommendation Paper to the  
Business Administration Committee  
for a  
Less than Full and Open Competition  
of  
Chemical Water Treatment Services  
for  
Washington Dulles International Airport**

**February 2013**

## **ACTION RECOMMENDED:**

Staff requests that the Business Administration Committee approve and recommend that the Board of Directors approve the Sole-Source Procurement to Nalco Company consisting of a five-year base and one five-year option for the Chemical Water Treatment Services at Washington Dulles International Airport (Dulles International).

## **BACKGROUND:**

- The Nalco Company currently provides chemical water treatment services at Dulles International.
- Their services consist of patented chemicals, proprietary software, professional services, laboratory support, sampling analysis, and a web-based portal for monitoring distribution of chemicals and the conditions of the effluents served. The Chemical Water Treatment administered by Nalco services the Open and Closed water loops to the Chillers, Ice Harvesters, Cooling Towers, and the High Temperature Hot Water System, and all satellite boilers at Dulles International.



- The chemicals supplied by Nalco are integral to maintain the efficient water treatment design of Dulles International, the computerized control by Nalco's software is licensed to Dulles International, and the distribution equipment is also Nalco's. All equipment and software replacement costs are borne by the contractor.
- Open competition will require a new design, and the removal and replacement of the existing chemical distribution systems (37), the retraining and reorientation of Airports Authority Utilities staff to new systems, and the transitional shutdown of heating, ventilation and air conditioning.

- Service selection by other providers is not prudent. Achieving a new equilibrium of chemical treatment in the systems at Dulles International may present equipment or system failures causing a loss of heating, ventilation and air conditioning.
- This contract consists of a five-year base with one five-year option. Its total cost is \$3.8 million, and includes a three percent annual increase due to the expected cost of chemicals.

## **RECOMMENDATION:**

Staff requests that the Business Administration Committee approve and recommend that the Board of Directors approve the Sole Source award to the Nalco Company for a five-year base term and one five-year option for the Chemical Water Treatment Services at Washington Dulles International Airport (Dulles International).