

**Date:** March 29, 2016

**To:** THE TRUSTEES

**From:** THE PRESIDENT and CHIEF EXECUTIVE OFFICER

**Subject:** Procurement (Services) Contract –  
Battery Testing Program – Contract Award

SUMMARY

The Trustees are requested to approve the award of a five-year contract in the amount of \$325,000 to Test Products, Inc. (“TPI”) of Exton, PA to provide for capacity testing of station batteries and associated chargers located in power generating stations and switching stations owned and/or operated by the Authority.

BACKGROUND

Section 2879 of the Public Authorities Law and the Authority’s Guidelines for Procurement Contracts require the Trustees’ approval for procurement contracts involving services to be rendered for a period in excess of one year.

The battery systems to be tested are multi-cell systems of 25-250 volts for use as an emergency direct current power supply; capacities range up to 3,900 amp-hour at the eight-hour rate. Such testing is performed to determine the physical, chemical and electrical condition of the equipment, as well as the available capacity of the batteries.

DISCUSSION

In response to the Authority’s Request for Proposal (Q16-6024FS) advertised in the New York State *Contract Reporter* on February 3, 2016, fifty-two (52) firms downloaded the bid document; four proposals were received on February 25, 2016. Each bidder was requested to submit itemized quotes for hourly rates, equipment costs, and travel expenses. In a subsequent Bid Addendum, the bidders were requested to provide the total cost for performing a typical 125 VDC battery capacity test at Clark Energy Center (“CEC”). A summary of that pricing is noted below:

<b>Bidder Name</b>	<b>Price for a Typical Battery Capacity Test</b>
Current Communications	\$2387.52
EPS Technology	\$7260.00
Emerson HVM	No Response
Test Products, Inc.	\$2256.00

EPS Technology not only submitted a price that was more than three times that of TPI, but the company also showed no experience in battery testing. The company's proposal also did not provide any sample test reports, a Quality Assurance Program, or test procedures, and therefore did not meet the technical requirements of the specification.

The proposal submitted by TPI, the lowest-priced bidder, fully meets the requirements of the specification. TPI is qualified to perform such services, has demonstrated full compliance with the technical specifications and other bid requirements, and has provided satisfactory services under an existing contract for such work.

Current Communications' and Emerson HVM's original proposals were non-compliant with the bid documents and technical specifications. As a result, those proposals were precluded from further evaluation.

### FISCAL INFORMATION

Funding for this Project will be provided by each facility and has been included in the O&M budget.

### RECOMMENDATION

The Senior Vice President and Chief Engineer – Operations Support Services, the Vice President – Engineering, and the Vice President – Procurement recommend that the Trustees authorize the award of a \$325,000 Value Contract for the five-year period from April, 2016 to March, 2021 to Test Products, Inc. ("TPI") of Exton, PA to provide services for periodic capacity testing of all NYPA back-up batteries.

For the reasons stated, I recommend the approval of the above-requested action by adoption of the resolution below.

Gil C. Quiniones  
President and Chief Executive Officer

## RESOLUTION

RESOLVED, That pursuant to the Guidelines for Procurement Contracts adopted by the Authority, the Trustees hereby authorize the award of a five-year contract to Test Products, Inc., in the amount of \$325,000, to provide services for periodic capacity testing of all NYPA back-up batteries, as recommended in the foregoing memorandum of the President and Chief Executive Officer;

**Contractor**

Test Products, Inc.  
Exton, PA  
**(Q16-6024FS)**

**Contract Approval**

\$325,000

AND BE IT FURTHER RESOLVED, That the Chairman, the Vice Chairman, the President and Chief Executive Officer, the Chief Operating Officer and all other officers of the Authority are, and each of them hereby is, authorized on behalf of the Authority to do any and all things and take any and all actions and execute and deliver any and all agreements, certificates and other documents to effectuate the foregoing resolution, subject to the approval of the form thereof by the Executive Vice President and General Counsel.