



# CITY OF TARPON SPRINGS, FL

## Procurement Services

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### MEMORANDUM

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**TO:** Honorable Mayor and Board of Commissioners  
**THRU:** Janina Lewis, CPPO, NIGP-CPP, Procurement Services Director *DL*  
**FROM:** Anela Saday, CPPB, NIGP-CPP, Senior Procurement Analyst *AS*  
**DATE:** 03/14/2023  
**SUBJECT:** Award File No. 230138-N-AS, Single Source Purchase of Lift Station Supervisory Control & Data Acquisition (SCADA) System

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### RECOMMENDATION:

Award File No. 230138-N-AS, Single Source Purchase of Lift Station Supervisory Control & Data Acquisition (SCADA) system to Data Flow Systems, Inc., in the estimated annual amount of \$60,000.00, for the period of March 21, 2023 through March 20, 2024, for the Public Services Department - Utilities Maintenance Division.

### BACKGROUND:

On July 25, 2005, the Board selected, on a competitive basis (RFP 050013), Data Flow Systems, Inc. (DFS), to provide and install a SCADA communications system at several remote lift stations citywide. The City currently maintains 52 monitoring systems that utilize DFS equipment to remotely monitor and control sewer lift stations, five (5) potable water wells, four (4) recreational park light control systems, and the City Splash Park. The SCADA system provides the City with a secure connection and control of the sanitary sewer transmission system and water production wells, including immediate notification in an emergency event (see attached memo). The purpose of this contract is to provide ongoing remote data monitoring, communication equipment, and installation services for the City's SCADA system. DFS is the manufacturer and sole provider of the system and associated software.

**FUNDING:** 402-4604-536-4600/6300 – Utilities Maintenance Lift Stations  
402-4302-536-4600/6300 - Water Wells

Accepted by: \_\_\_\_\_  
City Manager

Attest: \_\_\_\_\_  
City Clerk



Paul Smith  
Public Services Director

## Public Services Department

### Memorandum

**Date:** March 6, 2023  
**To:** Janina Lewis, Procurement Services Director  
**Through:** Paul Smith, Public Services Director PS  
**From:** Ray Page, Utilities Superintendent  
Scott LaBrier, Utilities Maintenance Supervisor  
**Subject:** Authorize a single source purchase for Data Flow Systems Inc. (DFS) to purchase equipment for the City's Supervisory Control and Data Acquisition (SCADA) System

#### Recommendation

Authorize the use of Data Flow Systems Inc. (DFS) as a single source provider for an annual not-to-exceed amount of \$60,000 to provide remote data monitoring, communication equipment, and installation services.

#### Background

The City currently has fifty-two (52) monitoring systems in service that utilize DFS equipment to monitor sewage lift stations, five (5) potable water wells, four (4) recreational park light control systems, and the City Splash Park. This SCADA system allows staff to monitor and control these facilities remotely, which ensures reliability and compliance with the Department of Environmental Protection for Utilities applications.

A competitive RFP process yielded DFS as the most cost-effective and qualified company that holds the copyright to the proprietary software and hardware. This system provides the City with a secure connection control of the sanitary sewer transmission system and water production wells, including immediate staff notification in the event of an emergency. The system provides the quickest response possible to prevent a sewage overflow and associated water quality concerns.

Expenses for equipment and services by this vendor have ranged from \$40,000 to \$57,000 annually. Projected expenses include planned communication upgrades for four wastewater lift stations replacement, and telemetry and communications parts for as-needed maintenance.

#### Funding

Funds have been budgeted in the water and sewer enterprise fund in Water Supply/Well Systems account 402-4302-4600/6300 and Sewage Lift Stations account 402-4604-536-4600/6300.

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3-7-23



*Data Flow Systems*

March 6, 2023

Mr. Scott Labrier  
City of Tarpon Springs  
Email: slabrier@ctsfl.us

RE: TAC II SCADA System  
Sole Source Status

Dear Mr. Labrier,

Please consider this document official confirmation that Data Flow Systems, Inc. (DFS), of Melbourne, Florida, is the sole source provider for the TAC II SCADA System and associated Remote Terminal Units (RTUs), Telemetry Control Units (TCUs), TAC Pack TCU RTUs, Hyper SCADA Servers (HSS), and DFS HTX SCADA Software as currently utilized by the City of Tarpon Springs. DFS is also the sole source provider for all associated repairs, service and training.

DFS is responsible for the design, manufacture, and service of the entire TAC II SCADA System product line. There are no other manufacturers, dealers, distributors or service organizations that offer these products and associated services in the State of Florida. The TAC II SCADA System is Made in the USA.

Should you have any questions or require additional information, please contact me at 321-259-5009.

Sincerely,

*Maria Herbert*

Maria Herbert  
Sales Administrator  
Data Flow Systems, Inc.