

How to Effectively Bid Water Treatment

Water Treatment is an extremely important aspect of any facility manager's budget. The cost of actual water treatment may be under the budgetary radar screen but the impact, if not performed correctly, can be a budget breaker. Distribution piping, heat exchange equipment, energy costs, and loss of use, or downtime, are at least 1,000 times the value of the actual water treatment costs.

You may be a University, Casino, Hospital, Data Center, or any type of manufacturing or food plant, but you each have specific water treatment needs. When the water treatment program fails the cost is significant over the life of the assets you have been charged to protect. For example, a large university may spend \$250,000 per year in water treatment costs to protect \$500 million in replaceable physical plant or a medium sized office building may spend \$24,000 per year to protect \$24 million investment.

One of the more difficult tasks of any facility manager is to properly evaluate water treatment. Do I have the right program? Is it properly managed? Is it working? Is it competitively priced?

At varying points in time, all organizations will decide it is time to bid out the water treatment. You may be unhappy with your current supplier or you have decided there may be better technology available to meet your needs. Everyone has their own reasons but the process involved in competitively bidding water treatment is a daunting and complex task given the nature of the industry.

You need to develop a Water Treatment Specification that allows qualified water treatment firms to bid according to your needs in an apples/apples format and you need to both understand the industry and understand the technology. This is not a job for the purchasing department.

Homeyer Consulting Services, Inc. conducts over 50 Water Treatment Bids per year for our clients. The bid may be a single plant or 400 sites. The intent of the Bid Process is to secure the best technology, with the best representation, with the most service, at the best competitive price.

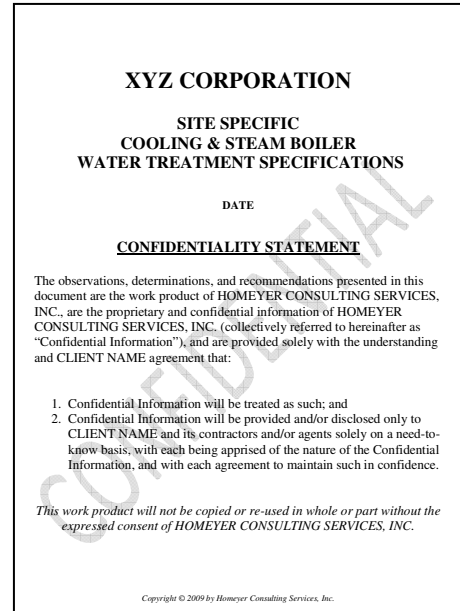
We have created a 7 step process (which includes 26 internal steps) over the last 28 years to help our clients develop a comprehensive approach to providing effective Water Treatment Programs. Our clients are responsible for over \$125 million in water treatment spend.

The process involves

- ✓ Fingerprinting the systems
- ✓ Evaluating the current conditions
- ✓ Developing a site specific Water Treatment Specification
- ✓ Evaluating the proposals for accuracy and compliance
- ✓ Evaluating the bids from a financial perspective
- ✓ Developing the Bid Interview Questions
- ✓ Running the Interviews

Homeyer Consulting Services, Inc. is independent and unbiased. We do not choose the Water Treatment Firms or have any vested interest in the outcome of the bid.

If you are interested in learning more about the Water Treatment Bid Process or our Water Treatment Audit programs, please contact your Homeyer Consulting Field Consultant or call us and we will assign one to you.



Critical to have a Site Specific Technical Water Treatment Specification



Interview Process evaluates the Water Treatment Technical Team providing services for the client

Homeyer Consulting Services, Inc. is the nation's largest Industrial Water Consulting Firm consulting to over 3,500 sites in 10 countries. We consult to major Property Management Firms, Data Centers, Universities, Pharmaceutical Firms, Hospitals, and Industrial Plants. We specialize in HVAC and Process Related Waters used for heat exchange.

Laboratory & Consulting Services Include

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| Water Treatment Bids | Legionella Sampling |
| Monitoring Services | Particulate Analysis |
| Deposit Analysis | Review New Technology |
| Water Analysis | Corrosion Coupon Testing |
| Biological Testing | Pipe Analysis |
| <i>Independent Risk Assessment Plan/Audit</i> | |