

## How to Effectively Bid Water Treatment

– Guide to understanding the bid process –

### Introduction

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 detrimental. Distribution piping, heat exchange equipment, energy costs, and loss of use/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 that 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 a \$24 million investment.

### Evaluate the Treatment

One of the more difficult tasks of a facility manager is the responsibility to properly evaluate water treatment. You must answer the questions, "Do I have the right program? Is the program properly managed? Is it working, and is it competitively priced?"

At varying points in time, all organizations will decide that it is time to bid out the water treatment. You may be unhappy with your current supplier, or you have decided that there may be better technology available to meet your needs. Everyone has their own reasons, but the process involved in competitively bidding out 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 to apples" format, and you need to understand both the industry and the technology. This is not a job for the purchasing department.

### Homeyer Consulting

We conduct over 50 water treatment bids per year for our clients. Bids may be for a single plant or up to 400 sites. The intent of the bid process is to secure the best technology, with the best representation and the most service, at the best competitive price.

We have created a seven step process (which includes 26 internal steps) over the last thirty years in order 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 spending.

The process involves:

1. Fingerprinting the systems
2. Evaluating the current conditions
3. Developing a site-specific water treatment specification
4. Evaluating the proposals for accuracy and compliance
5. Evaluating the bids from a financial perspective
6. Developing the bid interview questions
7. Running the bid interview