

**DESCRIPTION OF INTENDED
SINGLE SOURCE PURCHASE
(PUR 7776)**

AGENCY: Department of Environmental Protection

TITLE: Single Source with Fluid Imaging Technologies, Inc.

Short description of the commodity or service desired: Purchase of a Bench Top FlowCam 8100 for Dynamic Imaging Particle Analysis with a Color Camera and Auto Focus including hardware, software, training, and warranty.

CONTACT

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Internal tracking number, if any: 2020SS018

Date posted: 4.2.2020 Last day for receipt of information: 4.13.2020

This description of commodities or contractual services intended for purchase from a single source is posted in accordance with Sections 120.57(3) and 287.057(3), Florida Statutes, and will remain posted for a period of at least 7 business days.

Commodity or Contractual Service Required (commodity or United National Standard Products and Services Code (UNSPSC), manufacturer, model, and description, as appropriate):

43232605 Analytical or Scientific Software

73171601 Scientific Instruments or Measuring Equipment Manufacture Services

Quantity or Term (as appropriate):

One-time purchase.

Requestor (division, bureau, office, individual, as appropriate):

Office of Resilience and Coastal Protection, Apalachicola National Estuarine Research Reserve's (NERR)

Performance and/or Design Requirements (e.g. intended use, function or application, compatibility, requirements; reference to policy, rule, statute or other act of the Legislature, etc., as appropriate):

Company Address: Fluid Imaging Technologies, Inc., 200 Enterprise Drive, Scarborough. ME 04074 / Phone: (207) 289-3200 / Fax: (207) 289-3101 / Harry Nelson @ harry.nelson@fluidimaging.com

Quotation for FlowCAM Particle Analysis System / Quote Number: 200326-6901

FlowCam 8100-Color / Bench Top FlowCam 8100 for Dynamic Imaging Particle Analysis with a Color Camera and Auto Focus @ \$59,200.00 each

8000 Aquatic Objective Kit: 2X, 4X, 10X, 20X / 2X Objective, FOV1000 flow cell, 12.5 mL syringe pump, 1000 µm nitex mesh, auto-focus beads. 4X Objective, FOV300 flow cell, 5 mL syringe pump, 2.5 and 5 mL pipette tips, 300 µm nitex mesh, auto-focus beads; 10X Objective, FOV100 flow cell, 1 mL syringe pump, 1 mL pipette tips, 100 µm nitex mesh, auto-focus beads; 20X Objective, FOV50 flow cell, 0.5 mL syringe pump, 1 mL pipette tips, 35 µm nitex mesh, auto-focus beads. Includes the continuous flow sample port kit. @ \$11,185.00 each

Flow Cell- Field of View -100um x 700um / 8000 Series: 100 um Field of View Machined Cuvette Flow Cell with Tubing and Holder (if required). Quantity of 1 cell @ \$2,430.00 each

Flow Cell-Field of View-600um x 1750um / 8000 Series: 600um Field of View Machined Cuvette Flow Cell with Tubing. Quantity of 1 cell @ \$2,430.00 each

8000 Ship Kit: Type B / Polyethylene Reusable Shipping Crate and Type B 8000 Accessory Kit @ \$950.00 each

FOV Cleaning Kit-Aquatic / Consumable: Includes Luer lock, 20 mL syringe, 35 mL syringe, lens paper. 70 um cell strainer, 0.22 um filter, 3-count adapter and tubing for sample volumes >5mL, and Citrajel cleaning agent @ \$30.00 each

Satellite License ViSP 5.X / Software: Visual Spreadsheet Version 5 Series Satellite License for Remote Data Analysis @ \$5,900.00 each

Remote Learning Session / Training: Online customer reaming session with technical team. Cost is per hour. 3 hours @ \$260.00 each

Training (2-days) at Customer Site-US / Training (2 days) to teach 4 people how to operate the FlowCam and assist in designing a method to run the customer sample. NOTE: Includes travel and expenses. @ \$5,300.00

Shipping-Domestic @ \$475.00

Standard Limited Warranty

Fluid Imaging Technologies, Inc. ("Seller") warrants that the FlowCam® product ("Product") purchased by you ("Customer") shall be free from material defects in workmanship and material for a period of one (1) year from the date of shipment by the Seller (the "Limited Warranty"); provided, however, that the Limited Warranty does not cover any consumables (flow cells, now cell holders. or tubing) or third party manufactured/customer purchased items incorporated in the Product. For Service and Spare/Replacement parts. the Seller also warrants the services we perform and the spare and replacement parts we install. for a period of one (1) year from the date of performance of such services and the date of installation of the spare or replacement parts, respectively. Customer understands and agrees that the Limited Warranty shall only apply if

Customer has used the Product in accordance with all specifications. documentation and other information provided to Customer by Seller.

Customer's sole and exclusive remedy and Seller's entire liability under the Limited Warranty shall be (i) at Seller's option, repair or replacement of the Product or any defective Product components (including any labor or other services related thereto). and (ii) all shipping costs related to the repair or replacement of the Product or any defective Product components for both on-site and off-site repairs and replacements.

Any Product or Product components returned to Seller must have prior approval and must reference a Return Material Authorization (RMA) number issued by Seller. In the event Seller determines that the entire Product must be returned to Seller for repair or replacement. such Product must be shipped in its original shipping container to assure adequate protection during transit. If the original shipping container is not available. a new shipping container may be purchased from Fluid Imaging Technologies, Inc. at an additional cost.

The foregoing Limited Warranty is in lieu of all other warranties. written or oral. express or implied, including. but not limited to. a warranty of merchantability, non-infringement. title or fitness for a particular purpose. In no event shall seller be liable for any direct, indirect. consequential, punitive, incidental or any other damages of any kind whatsoever, arising out of or relating to the product. any product components. any specifications, documentation or other information provided to customer in connection with the product, or the limited warrant set forth herein, even if seller has been advised of. or otherwise should have been aware of. the possibility of such damages. and regardless of the legal theory or basis for such claim.

Intended Single Source:

Fluid Imaging Technologies, Inc.

Estimated Dollar Amount:

\$88,680.00

Justification for single source acquisition (what is necessary and unique about the product, service or source; steps taken to confirm unavailability of competition, as appropriate):

Flow Cam will increase efficiency of zooplankton community monitoring: The acquisition of sample processing equipment will allow more timely processing of zooplankton samples being collected and allow a backlog of samples to be processed. Zooplankton samples have been collected quarterly Dec 2015 to present, concurrently with ANERR's System-Wide Monitoring Program. Processing by microscope is time prohibitive and a 3.5-year backlog of samples to be processed exists. More timely sample processing will increase our understanding of biological community trends in the critically important Apalachicola Bay system and increase efficiency of staff time. Processing of samples already collected, and continuation of sampling will lead to greater understanding of linkages between physio-chemical inputs into the Apalachicola Bay system, primary production, and the biological communities in the bay.

The FlowCam® is a unique digital imaging particle analyzer having technology protected by U.S. Patent #6,115,119 (and Patent Pending #8, 994, 945, B2) that embodies the use of novel

imaging techniques, fluorescence detection/measurement, and proprietary interactive VisualSpreadsheet™ image recognition software. The FlowCam can only be sourced through Fluid Imaging Technologies, Inc., and their representatives. Fluid Imaging Technologies, Inc. is headquartered in Scarborough, Maine USA

The patented invention and attributes to the FlowCam instrument include:

- A depth of focus enhancer: an optical device including a unique binary optical element which increases the depth of focus of the imaging system, thereby improving image resolution of particles as small as 3µm. The depth of focus enhancement capability allows for the image acquisition of a large size range of particles in a continuous stream.
- While the FlowCam provides high resolution images for particles as small as 3µm it can also provide high resolution images for particles as large as 1mm with the use of multiple and interchangeable magnification objectives.
- Two methods of image acquisition:
 - o Continuous Imaging whereby the camera shuttering and sample flow rate are user controlled so that 100% of the sample can be imaged.
 - o Fluorescence Trigger mode whereby A camera triggering whereby particle fluorescence triggers a signal which results in the imaging of particles passing through the flow chamber. Fluorescent based image acquisition provides for the differentiation of organisms containing pigments (Chlorophyll, Phycocyanin, Phycoerythrine, and/or fluorescing probes) from particles of no interest to the user. Note that FlowCam models can be configured with either or both image acquisition methods.
- VisualSpreadsheet software that includes computer algorithms that acquire particle images, particle morphological information, and fluorescence information data, and provide the capability of automated particle identification and classification based on an image recognition algorithm that analyzes the 42 image parameters collected on all particle images.

The FlowCam is the only device to provide fluorescence data and fluorescence measurement along with visual (monochrome or color) imaging of particles in a continuous flow.

Approved By (names & titles, as appropriate, e.g., requestor, requestor management, information systems, budget, purchasing):

Debbie Gowens, Administrative Assistant III
Jennifer Harper, Northwest Regional Administrator
Lisa Yarborough, Program Administrator
Belinda Croft, Purchasing Specialist Supervisor

Prospective vendors are requested to provide information regarding their ability to supply the commodities or contractual services described. If it is determined in writing by the agency, after reviewing any information received from prospective vendors, that the commodities or contractual services are available only from a single source, the agency shall: provide notice of its intended decision to enter a single-source purchase contract in the manner specified in Section 120.57(3), F.S.