

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

AGENCY: Department of Environmental Protection

TITLE: Single Source with YSI Incorporated

Short description of the commodity or service desired: Purchase of EXO Data Sondes, Sensors and Components to conduct water quality assessments.

CONTACT

Name: Belinda Croft

Address: 3800 Commonwealth Blvd., MS93, Tallahassee, Florida 32399

Telephone: 850.245.2467

Email: Belinda.Croft@FloridaDEP.gov

Internal tracking number, if any: 2022SS006

**Date posted: October 1, 2021    Last day for receipt of information: October 22, 2021**

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):

41111965 Water Sensor

41104000 Sampling Equipment

Quantity or Term (as appropriate):

9 months

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

Office of Resilience and Coastal Protection

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):

Aquatic Preserves (AP) are designated as Outstanding Florida Waters (OFW; 62-302.700 FAC), a designation that confers additional water quality protections, but requires data on water quality status and trends. The AP water quality programs are a priority for the Office of Resilience and Coastal Protection (RCP) and data is used for agency decisions. Sondes and sensors are required to maintain equipment in compliance with Department protocols, quality assurance plans and SOPs. Equipment maintenance is required to be completed by the manufacturer Xylem-YSI. Equipment to be purchased will replace failing and obsolete equipment. Equipment will be purchased through the manufacturer (Xylem-YSI) with a 3-year manufacturer warranty offered only through Xylem-YSI.

Total List Price: \$55,756.00  
Total Extended Discount: \$10,593.64  
Grand Total: \$45,162.36

Line Item # - Part Number – Description - List Price – Quantity - Ext. Price

599502-01 / EXO2 Sonde, 10-meter Depth, 6 Sensor Ports, 1 Wiper Port - Depth range: 0-10 meters - AUX port for future expansion - Contains: Sonde, 4 'D' Batteries, Calibration Cup, Tool Kit, 4 port plugs, USB drive loaded with User Manual and KOR Software / \$5,346.00 x 4 = \$21,384.00

599090-01 / EXO Central Wiper, EXO2, Ti - Installs in center wiper port on EXO2 Sonde only - Includes two wiper brushes and installation tool - Used in unattended monitoring deployments to reduce bio- fouling / \$992.25 x 4 = \$3,969.00

599827 / EXO Wiped Conductivity/Temperature Sensor - Purpose-built for combating sensor fouling in long-term monitoring applications - Designed and engineered for compatibility with EXO2 Sonde's Central Wiper - Additional Central Wiper Brush and Spacing Kit included / \$1,377.00 x 4 = \$5,508.00

599100-01 / EXO Optical DO Sensor, Ti - Compatible with any EXO Sonde - User replaceable sensor cap (installed) - Incorporates wet-mate connector and welded titanium housing / \$1,619.19 x 4 = \$6,476.76

599101-01 / EXO Turbidity Sensor, Ti - Compatible with any EXO Sonde - Wide range Sensor reads from 0-4000 FNU - Incorporates wet-mate connector and welded titanium housing / \$1,494.45 x 4 = \$5,977.80

577602 / EXO ISE02 pH Sensor Assembly, Unguarded, Ti - Patented user replaceable sensor head - Incorporates wet-mate connector and welded titanium housing / \$461.70 x 4 = \$1,846.80

Intended Single Source:

YSI Incorporated

Estimated Dollar Amount:

\$45,162.36

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):

YSI Inc. is a manufacturer of water quality and environmental monitoring sensors, telemetry instrumentation, and related products and services. This letter serves to inform you that YSI is the sole manufacturer and supplier of the line of instruments and sensors known as the “EXO”, (e.g.: EXO1, EXO2, EXO Handheld). EXO series water quality monitoring devices utilize a unique “smart sensor” design that allows for the reduction in calibration time and in calibration materials. The EXO platform’s innovative integration of Bluetooth technology also aids in the ease of calibration. Sensors are wet-mateable and extremely durable due to their welded titanium cases. For quality assurance and to ensure instrument compatibility, it is imperative that this

water quality monitoring equipment and replacement supplies be purchased from YSI. Additionally any repairs needed on this equipment must be completed by YSI to prevent voiding the warranty. To find an authorized center in your area go to <http://www.ysi.com/product-service.php>. YSI considers the Florida DEP a house account and accordingly we would not quote this to brokers or agents of any nature. Consequently in regard to Quote # B189351, which includes EXO equipment, Pro-DSS Equipment and associated accessories, are being sold exclusively thru YSI. ----Scott Wolf, Regional Sales Manager – Florida | Xylem Analytics, North America | [Scott.Wolf@Xylem.com](mailto:Scott.Wolf@Xylem.com) | <http://www.xylemanalytics.com/us/en-us>

The equipment is necessary to expand our capabilities in long-term monitoring of water quality characterizations in DEP managed estuaries. This will allow us to expand our spatial resolution and more efficiently adhere to quality control requirements. The EXO Datasondes will be deployed at established sites to collect continuous data every 15 minutes. The ProDSS items will allow us to expand our water quality monitoring into other basins that we previously did not have the equipment to monitor. The accessories are to ensure that these items are well maintained and will increase the longevity of the equipment.

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

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.