

Sole Source Contract Notice May 21, 2021

The Washington State Department of Veterans Affairs contemplates awarding a sole source contract to provide for the purchase and installation of a Milner MWB90Z Aseptic Barrier Washer at the laundry facility at the Port Orchard Washington. This facility supports two Veterans Homes with a total of 340 residents. This is a critical function as without it the homes will not be able to provide for the health and wellbeing of the residents. This contract supports the DVA strategic plan to increase veteran access to their benefits, reduce veteran homelessness, and serve more veterans by developing innovative approaches, and improve customer service, and meets the specific business and technical requirements of the Washington State Department of Veterans Affairs (WDVA).

Sole Source Criteria

The WDVA has need to replace an old worn out washing machine for our homes at Port Orchard and Orting. The current washing machine is inoperable and replacement parts aren't available because the manufacturer is no longer in business.

The agency currently has one laundry facility on the west side of the state that supports two (2) veterans homes that house 340 residents within them. The current situation is not tenable as the facility is in dire need of a new washing machine with the capacity and dependable of the Milner machine. The laundry manager has reviewed the products out in the market and feel that the Milner machine is the best overall commercial machine for the laundry. There is only one distributor in the western states authorized to sell and distribute the Milner washing machines. The company is Western State Design (WSD). They have a Seattle office which can provide needed support on the washing machine as it is will need maintenance support once it is installed and they are the only ones that can provide that support for these machines. They have an excellent reputation for installing and providing needed support in an efficient and cost-efficient manner. Since they are in Seattle their service team can respond to our Laundry facility in a timely manner to remedy any issues with the washing machine.

The current laundry equipment for these two long term care facilities can be marked as being inefficient, outdated and very costly (custom repairs), thus the need to obtain a new system that can provide durable and efficient operations to ensure the veterans homes are kept in stock with clean lines to ensure the safety and health of the residents of these two homes.

Milnor high capacity commercial and industrial equipment provides top performance and reduced costs for specialized on premise laundry operations. Western State Design are the leaders in technical advice, service and parts (WSD has more than 90 years combined experience in the field) in the Pacific North West for Milnor. Both Milnor and WSD are American owned and based company's (WSD is based out of California with an office in Seattle.) which are key factors in the supply of back-up parts and timely service calls. They will provide WDVA with advice and service which no other distributor has been able to match.

For the past 15 years the laundry facility has had no issues with parts or service provided by WSD for our Milner washing machines currently in inventory. There has been minimal down time through breakdowns due to spare part availability. This is not the same scenario with our Washex and Braun washing machines. Washex is no longer in business and parts are unavailable, so DVA has had to outsource machine shops to either repair or remanufacture parts leading to considerable down time and added costs. Braun is based on the East Coast (New York) and has no authorized dealer with field technicians in the Seattle area, so when a technician is needed they would have to be flown out from NY at the DVA's expense which is not cost effective. WSD offers a range of maintenance services that can be tailored to our commercial laundry facility's specific needs.

The Milner machines are known to the laundry staff and the inclusion of their large machine system will give staff peace of mind that they will be able to manage the operation without significant down time and they can get service quickly to remedy the situation. Contracting with WSD to provide the Milner washing machine and provide on-going services for the system will enable the laundry to be more efficient and increase productivity as they are very familiar with the operation of the Milner machines. Using the Milner machines will save costs by having a service representative close by to remedy issues as they come up. The laundry puts out 5,500 pounds of laundry per day and dependability of both machine and service is critical for the up time of the laundry in meeting the requirements for laundry services by the two veterans' homes.

WSD is the only Authorized Factory Rep for a major large commercial washing machine manufacturer in the Pacific Northwest as well as the western states that can provide the level of expertise that the DVA requires to run a facility for our size and needs.

The funding that has been made available is for this FY and needs to be obligated as a capital expenditure. The laundry facility manager has reviewed the landscape and has determined for the size of the washing machine required and the service that can be obtained, the Milner washing machine is the only option that would meet their immediate need. To conduct a competitive procurement would extend the time to get a machine ordered and would create a time issue in accomplishing it before June 30, 2021. The current Washing Machine has out lived its life expectancy and is in desperate need of replacement, currently it is broken down and not in use. With the growing needs for Laundry services provided for two homes (Orting and Port Orchard) this is a critical piece of equipment in processing more than two (2) million pounds of laundry annually. There is a 12 -14-week lead time to get the machine manufactured. This is on top of any timeframe the procurement and contracting process has. This lead time could increase should the COVID environment continue. The laundry is in dire need of a new machine and this contract is the best available resource to obtain this timely.

With a machine such as this that supports a large operation, down time is critical. WSD provides expert service and maintenance programs ensuring the facility has:

- Minimized downtime
- Increased productivity

- Extended equipment life
- Improved safety monitoring
- Enhanced budgeting and expense control
- Pre-scheduled planned maintenance - at our convenience
- Priority scheduling for emergency calls
- Protection for our capital investment

Scope of Work

See Attachment A Requirement Specification sheet and work requirements.

Contractor Name

Western State Design.

Period of Performance

The contract will be issued on or about June 1, 2021 or earlier. Contract shall run from June 1, 2021 through September 30, 2021. No extensions contemplated, but the WDVA reserves the right to enter into a separate service/maintenance agreement with contractor for as needed work.

Process for Inquires

Offerors contemplating the above requirements are required to review Attachment A and submit capability statements detailing their ability to obtain the required equipment, costs and their experience installing and servicing the required equipment to meet the WDVA's requirements. Capability statement must be submitted within 5 business days of this announcement. In the absence of other qualified sources, it is the WDVA's intent to make a sole source award of the contract. For further information please contact David Thatcher (360) 725-9844 or davidth@dva.wa.gov.