



# City of Santa Fe, New Mexico



## SOLE SOURCE REQUEST AND DETERMINATION FORM

This sole source request form **must** be submitted to the City of Santa, Purchasing Division for authorization, determination and processing by the Chief Procurement Officer (CPO).

*Please ensure to complete this form in its entirety - (\*) must be completed.*

\*Date: 01/13/2021

\*Prepared By: Melissa A. McDonald

\*Title: Acting Parks Division Director

\*Vendor Name: Mesa Turf Products, LLC

\*Address: PO Box 3278

\*City: Corrales

\*State: NM

\*Zip Code: 87048

**\*Description of Goods/Service to be procured:**

Upgrade existing centralized irrigation-control software and systems.

\*Estimated Cost: \$91,934.38

**Term of Contract:**  
(One (1) year from award) 2 years from award

**\*Sole Source Request Justification Questions 1-4.**

- 1. Explain the purpose/need of purchase. Ensure to include a thorough scope of work for the services, construction or items of tangible personal property (if this is an amendment request to an existing contract, attach current contract).**

The purpose of this purchase is to modernize the Parks Division's 30-year-old controller that irrigates parks citywide because its functionality is compromised. Its software is outdated and no carries tech-support services. The centralized computer that had been able to remotely adjust schedules, turn systems on and off, and monitor for leaks is now causing inefficiencies in the field. This contract also allows us to update our Motorola controllers in parks where the on-site units are dysfunctional, and it also provides a much-needed radio-communications upgrade.



# City of Santa Fe, New Mexico



- 2. Provide a detailed explanation of the criteria developed and specified by the department as necessary to perform and/or fulfill the contract.

The contractor has affirmed sole source for the services, construction or items of tangible personal property (*Attach memo from vendor*). Provide documentation of due diligence for other possible vendors/contractors to provide the requested services/goods proved unsuccessful; or

**Other: explanation of the reasons, qualifications, proprietary rights or unique capabilities (*unique and how this uniqueness is substantially related to the intended purpose of the contract*) of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”) *Unique and how this uniqueness is substantially related to the intended purpose of the contract.***

Mesa Turf Products, LLC is the only authorized sole-source distributor in New Mexico for Motorola and Interspec products. Please see the attached sole-source letter provided by Interspec. Since the City has invested in Motorola products, there is a cost savings achieved by staying with the proprietary product and upgrading our technologies without additional start-up costs associated with brand-new systems.

- 3. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

Thirty years ago, the city invested in Motorola technology for irrigation to water their parks. This system is proprietary. The current computer software that operates the hardware of our system (the time controllers, valves, meters, etc...) is very outdated and is no longer supported by Motorola/Interspec. This purchase would update and modernize our irrigation system software and replace aging and failing hardware. Additionally, the radio system that communicates between the central system and the controllers also is no longer supported and needs to be changed to a UHF 400 MHz range. This radio conversion is critical as the system will stop working this year without this needed change and cost the City additional man-hours in the field turning valves on/off, checking for leaks, etc... The parks system is very spread out and having remote controls are essential feature to labor savings. It is worth noting, too, that if we don't do this, we could see widespread turf, plant, and tree loss.



# City of Santa Fe, New Mexico

# memo

**DATE:** January 13, 2021

**TO:** Jarel LaPan-Hill, City Manager

**VIA:** Regina A. Wheeler, Public Works Department Director *RW*

**FROM:** Melissa A. McDonald, Acting Parks Division Director *MAM*

**CC:** Mark Aragon, Parks Mechanical Structural Supervisor

---

## Item and Action

**Request approval of a purchase agreement with Mesa Turf Products in the total amount of \$91,934.38 for upgrades to the City Parks central irrigation system.**

## Background and Summary

Upgrades to the City Parks central irrigation system are urgently required prior to the upcoming irrigation season to prevent loss of turf and landscaping in City of Santa Fe parks. The Motorola/Interspec centralized irrigation system is 30 years old and will soon be obsolete. The cost of the system was originally approximately \$450,000. The system can be upgraded at a lower cost than full system replacement. The system consists of a computer, main controller, on-site controllers, and remote communications.

Planned upgrades include:

- **Software:** The current software is obsolete and unsupported and will be upgraded. The software allows Parks to manage irrigation water efficiently and effectively by setting run-times, operating valves remotely and monitoring leaks.
- **Radio system:** This unit communicates between the on-site and main controllers. The radio must be changed to a UHF 400 MHz range because the old system will no longer be supported.
- **Irrigation controllers:** Over time, the City will need to replace all 35 of the on-site irrigation controllers. Five of the oldest units will be replaced with this contract. Additional controllers will be replaced over the course of six or eight years.

Mesa Turf Products is a sole distributor for the Interspec/Motorola Corporation for our region.

Funding for this project was allocated by the Governing Body in the FY21 Capital Reallocation.

## Budget

FY21 Munis contract number is #3202494.

Funding is available under Munis Org/Object: 3380599 / 570500

## Attachments

Sole Source Form /Quote  
State Purchasing Office, Horizons  
letter Munis Contract #3202494

# Quote

Mesa Turf Products LLC  
 PO Box 3278  
 Corrales NM 87048

Date	Quote #
12/22/2020	MT11-1123

**Name / Address**

City of Santa Fe  
 Accounts Payable  
 PO Box 909  
 Santa Fe, NM 87504

**Ship To**

City of Santa Fe  
 Vendor #275814  
 Mark Aragon Parks  
 Larry Worstell IT  
 Joe Gallegos Radio Shop

Item	Description	Qty	Cost	Total
-IS-ICCPRO-050	CENTRAL IRRIGATION SYSTEM CHANGE OUT ICC-Pro Software Up to 5000I/O's	1	10,266.00	10,266.00
-IS-OPT	Optimization and Training	1	3,360.00	3,360.00
-IS-PRO.5000.SB.1	ICC PRO Annual Subscription ONE YEAR	2	750.00	1,500.00
-SP-TK8302HU-1	Mobile Radios UHF 400 MHz	26	850.00	22,100.00
-ANT-TRA4503P	ATX-TRA4503P: 450-470MHz, Transit Antenna, 3 db, permanent mount	26	198.39923	5,158.38
Repeater Service	Yearly Repeater Service Charge	2	3,000.00	6,000.00
-IS-R2A-RU-OT-SS	IRRInet M AC. 24 Station Outputs, 8 Inputs, UHF Hi Power Radio w/Transformer, Antenna, Surge Protection, Interspec Stainless Steel Locking Single Door Enclosure, Powder Coated.	5	7,400.00	37,000.00
-IS-BM-20-AC-1	Arad Meter 2" AC, 1 = 1	5	1,310.00	6,550.00
	The existing Irrigation Central for the Santa Fe Parks will need the radios for communication to be changed to UHF 400 Mhz range because the existing Irrigation Controls will not be supported by the upgraded radio system that the City of Santa Fe is installing. Included in this quotation is the upgrade for the Irrigation Software. The existing Irrigation Software is obsolete and no longer supported. The last upgrade for it was 2008. GOOD FOR 60 DAYS			

Phone-505-891-9040 Fax -505-994-2625	<b>Total</b>	\$91,934.38
---	--------------	-------------



Mesa Turf Products, LLC  
1503 Golf Course Road SE  
Unit B  
Rio Rancho, NM 87124

Jan. 01 21

Interspec is the Certified Motorola Irrigation Reseller for the central part of the United States. This territory includes but is not limited to New Mexico, Colorado, Utah, Wyoming, Kansas, Oklahoma and Texas.

In order to provide the best possible service and knowledge base for our customers, Interspec has chosen premium distributors in each state. Mesa Turf has demonstrated competent knowledge of the Motorola product to install and troubleshoot all components of this Central Control System. Tim Cavellier is our partner and will continue to be the single source in New Mexico to distribute the Motorola Irrigation products for Interspec.

The Motorola Irrigation controller is a complex control system and requires a broad base of knowledge in order to provide the specialized understanding essential to offer unsurpassed assistance to the end user. Mesa Turf meets all of these requirements.

Motorola provides no written price list of any kind, but Interspec and Mesa Turf can jointly extend unsurpassed customer pricing.

Sincerely,

A handwritten signature in black ink, appearing to read "Stephen Pittsinger".

Stephen Pittsinger  
Interspec LLC






# MESA TURF PRODUCTS SSP

Final Audit Report

2021-01-19

Created:	2021-01-15
By:	Jimmy Tapia (jptapia@ci.santa-fe.nm.us)
Status:	Signed
Transaction ID:	CBJCHBCAABAAr8e3NShX_F8QSCHMj61Oqk4Rup8EY-9a

## "MESA TURF PRODUCTS SSP" History

-  Document created by Jimmy Tapia (jptapia@ci.santa-fe.nm.us)  
2021-01-15 - 4:13:42 PM GMT- IP address: 63.232.20.2
-  Document emailed to Fran Dunaway (fadunaway@santafenm.gov) for signature  
2021-01-15 - 4:15:37 PM GMT
-  Email viewed by Fran Dunaway (fadunaway@santafenm.gov)  
2021-01-19 - 3:35:36 PM GMT- IP address: 104.47.65.254
-  Document e-signed by Fran Dunaway (fadunaway@santafenm.gov)  
Signature Date: 2021-01-19 - 3:36:09 PM GMT - Time Source: server- IP address: 63.232.20.2
-  Agreement completed.  
2021-01-19 - 3:36:09 PM GMT