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**FROM:** Robert Thompson, General Manager  
Originator: Laura Maravilla, Director of Human Resources

**SUBJECT:**

**PURCHASE OF MULTI-GAS MONITORS AND ASSOCIATED SERVICES, SPECIFICATION NO. E-2025-653BD**

**GENERAL MANAGER'S RECOMMENDATION**

RECOMMENDATION:

- A. Approve an Equipment and Services Contract to Blackline Safety Corp. for the Purchase of Multi-Gas Monitors and Associated Services, Specification No. E-2025-653BD for a total amount not to exceed \$1,389,217.72; and
- B. Approve a contingency of \$69,460.89 (5%).

**BACKGROUND**

Since 2013, the Orange County Sanitation District (OC San) has relied on a fleet of multi-gas monitors to protect staff working in the reclamation plants, pump stations, and the broader service area where the presence of sewer gases may exist. These devices, now aging, are critical pieces of personal protective equipment used daily by staff. The existing fleet of monitors has exceeded its expected service life, resulting in increased equipment and labor costs due to obsolescence of critical components and the need for frequent repairs by staff. The multi-gas monitors alert staff to the presence of hydrogen sulfide, carbon monoxide, combustible gases, and oxygen deficient or enriched atmospheres. They are especially vital for confined space entries, whereby multi-gas monitors serve as a frontline defense to ensure worker safety and are mandated by Cal/OSHA regulations for wastewater collection and treatment operations.

Since the 2013 purchase, gas detection technology has advanced significantly. Today's industry standard monitors offer a wide range of enhanced features designed to improve both worker safety and operational efficiency. To align with these advancements, OC San is procuring 500 passive monitors, 40 pumped monitors, 20 calibration stations, and a cloud-based software platform to support centralized data management and analytics. The purchase also includes essential accessories such as chargers and cables to ensure full operational readiness. The software platform includes cloud-based data storage, real-time gas exposure alerts, fall and no-motion detection, lone worker monitoring, and panic/SOS alert capabilities. These capabilities not only elevate protection for workers, especially in confined spaces, but also streamline incident response, compliance tracking, and data reporting, reinforcing OC San's commitment to safety, regulatory compliance, and

operational excellence.

The monitors are integrated with automated bump testing, calibration, and charging through docking stations, reducing manual maintenance and downtime. The gas monitors are also equipped with modular, field-replaceable sensor cartridges, allowing for quick and easy replacement without the need for recalibration, which minimizes service interruptions and saves on labor. Backed by a four-year warranty, the equipment is designed for long-term reliability, with minimal anticipated maintenance or repair needs, reducing both downtime and lifecycle costs.

## **RELEVANT STANDARDS**

- Ensure the public's money is wisely spent
- Protect public safety
- Comply with California Code of Regulations for Control of Hazardous Substances
- Comply with OC San Policy on Confined Space Safety
- Commitment to safety & reducing risk in all operations
- Provide a safe and collegial workplace

## **PROBLEM**

OC San's current fleet of multi-gas monitors, originally acquired in 2013, has exceeded its expected service life. The aging equipment has led to increased maintenance costs, part obsolescence, and higher labor demands for repairs. As a result, the organization faces growing challenges in maintaining reliable gas detection capabilities essential for worker safety, regulatory compliance, and operational continuity in high-risk environments such as confined spaces and wastewater facilities.

## **PROPOSED SOLUTION**

Approve an Equipment and Services Contract to purchase multi-gas monitors and associated services to replace OC San's aging fleet of multi-gas monitors with modern, industry standard units that offer enhanced safety features, improved reliability, and streamlined maintenance.

## **TIMING CONCERNS**

There are potential safety and compliance risks associated with prolonging the use of obsolete equipment that could be alleviated by purchasing new multi-gas monitors. Additionally, delaying procurement may result in price adjustments or the need to re-negotiate terms, as vendor proposals are only valid for 180 calendar days from the date of submittal.

## **RAMIFICATIONS OF NOT TAKING ACTION**

Failure to replace the outdated monitors could lead to increased equipment failures, higher maintenance costs, limited availability of replacement parts, and potential safety risks for employees. It may also jeopardize regulatory compliance and delay emergency response in critical situations.

**PRIOR COMMITTEE/BOARD ACTIONS**

N/A

**ADDITIONAL INFORMATION**

A Request for Proposal was issued on January 30, 2025 via PlanetBids. Proposals were due on February 28, 2025. OC San received six (6) proposals which are valid for 180 calendar days from the proposal due date.

Prior to receipt of proposals, an Evaluation team was formed consisting of an OC San Project Manager/Engineer with support from a Principal Safety and Health Specialist, Instrumentation Supervisor, Lead Instrumentation Technician, and an Information Tech Analyst III. The team was chaired by a Purchasing representative as a non-voting member. On March 10, 2025, an evaluation kick-off meeting was held with the evaluation team to discuss the policies and procedures of the evaluation process.

Individual scoring was the chosen method of evaluation for this procurement. Members of the team performed an independent review of the proposals and later met as a group with the Buyer to discuss their preliminary scores and discuss any questions/concerns they had. Proposals were evaluated based on the following criteria:

<b>CRITERION</b>	<b>WEIGHT</b>
1. Qualifications & Experience of Firm	5%
2. Proposed Product	30%
3. Work Plan	30%
4. Demonstrations	15%
5. Cost	20%

The evaluation team first reviewed and scored the proposals based upon the criteria listed above, other than cost.

<b>Rank</b>	<b>Proposer</b>	<b>Criterion 1 (Max 5%)</b>	<b>Criterion 2 (Max 30%)</b>	<b>Criterion 3 (Max 30%)</b>	<b>Subtotal Score (Max 65%)</b>
1	Blackline Safety Corp.	4%	27%	26%	57%
2	Mallory Safety and Supply	4%	22%	20%	46%
3	SK-West, Inc.	4%	14%	17%	35%
4	Arbill	3%	13%	10%	26%
5	West Coast Safety Supply, Inc.	1%	13%	6%	20%

The two highest ranking firms, Blackline Safety Corp. and Mallory Safety and Supply, were selected for demonstrations. The demonstrations were conducted on May 28, 2025, and May 29, 2025, respectively. Following the demonstrations, the evaluation team ranked the firms based on both the proposals and interviews using the evaluation criteria and weighting listed above.

Rank	Proposer	Subtotal Score (Max 65%)	Presentation (Max 15%)	Total Score without cost (Max 80%)
1	Blackline Safety Corp.	57%	13%	70%
2	Mallory Safety and Supply	46%	12%	58%

All proposals were accompanied by a sealed cost proposal. Only the cost proposals for the two highest-ranked firms were opened and negotiated.

Rank	Proposer	Subtotal Score without cost (Max 80%)	Cost (Max 20%)	Total Weighted Score (Max 100%)
1	Blackline Safety Corp.	70%	20%	90%
2	Mallory Safety and Supply	58%	3%	61%

The team entered negotiations with Blackline Safety Corp. to clarify the cost proposal provided and requested a Best and Final Offer (BAFO). Through these negotiations, Blackline Safety Corp. reduced some of their rates and applied a discount on some of the fees. The following table summarizes the revised cost achieved through the negotiation process.

Rank	Proposer	ORIGINAL COST	BAFO
1	Blackline Safety Corp.	\$1,597,890.72	\$1,389,217.72

## CEQA

N/A

## FINANCIAL CONSIDERATIONS

This request complies with authority levels of OC San's Purchasing Ordinance. This item has been budgeted (Budget FY 2024-25 and 2025-26, Section 8, Page 91, Capital Equipment Budget Detail) and the budget is sufficient for the recommended action.

<u>Date of Approval</u>	<u>Contract Amount</u>	<u>Contingency</u>
08/27/2025	\$1,389,217.72	\$69,460.89

**ATTACHMENT**

*The following attachment(s) may be viewed on-line at the OC San website ([www.ocsan.gov](http://www.ocsan.gov)) with the complete agenda package:*

- Equipment and Services Contract