

**Your Sole Source Justification for PSI Technologies has been Approved**

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**From** Bizflow <Bizflow@coconutcreek.net>

**Date** Tue 5/19/2026 10:05 AM

**To** Williams, Melissa <MWilliams@coconutcreek.net>

**Cc** Pierre, Gabrielle <gpierre@coconutcreek.net>

Vendor: PSI Technologies

Amount: 300000

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# Sole-Source/Single-Source Justification

*It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process require rule by using a sole-source contract for commodities or service. Florida Statute, Chapter 838.22*

## Sole Source Definition:

A source selected for the purchase of goods or service over \$3,000.00 when there are no other sources capable of providing the goods of services except for the one selected.

## Single Source Definition:

A source selected for the purchase of goods or service over \$3,000.00 due to the compatibility of equipment, replacement parts, training, warranty, or some other unique purpose e other sources are available.

**Sole Source/Single Source purchases of \$50,000 or more require City Commission approval.**

General Info	Vendor Info	Goods/Service Info	Authorization
<b>Requesting Dept:</b> UTILITY OPERATIONS	<b>Requestor's Name:</b> WILLIAMS,MELISSA		
<b>Today's Date:</b> 03/25/2026	<b>Requestor's Title:</b> ADMINISTRATIVE ASSISTANT		
<b>Total Amount:</b> \$300,000.00	<b>IT Related Purchase:</b> Yes <input type="checkbox"/> No <input type="checkbox"/>		
<b>Description of Product or Service:</b> PSI is the sole provider of the WILO submersible pumps, replacement parts, equipment and services that have been used in our city for over 20 years. Cost is approx. \$100,000/year.	<b>Sole Source or Single Source:</b> .Sole Source <input type="checkbox"/> Single Source <input type="checkbox"/>		
	<b>Advertise/Do Not Advertise:</b> Advertise <input type="checkbox"/> Do Not Advertise <input type="checkbox"/>		
<b>Or if based on usage not to exceed approved budgeted funds:</b>			
<b>Fund:</b> 4191535	<b>Account:</b> 6810	<b>Project Code:</b> 6810	
<b>Initial Contract Term:</b> <input type="text"/>	<b>to:</b> <input type="text"/>		
<b>Renewal Terms:</b> <input type="text"/>	<b>to:</b> <input type="text"/>		
	<b>to:</b> <input type="text"/>		
<b>Vendor Name:</b> PSI Technologies			
<b>Vendor Contact:</b> Eric Doverspike			
<b>Street Address:</b> 3520 Investment Lane, Unit 3			
<b>City:</b> Riviera Beach			
<b>State:</b> FL			
<b>Zip:</b> 33404			
<b>Email Address:</b> Eric@psi-techinc.com			
<b>Phone (TYPE #s ONLY NO DASHES):</b> (305) 998-1371			
<b>Fax (TYPE #s ONLY NO DASHES):</b> (866) 344-1639			

**Please check all statements applicable to the purchase of the particular good/service you are requesting as a sole or single source purchase:**

- Sole provider of a licensed or patented good or service.
- Sole provider of items that are compatible with existing equipment, inventory, systems, programs or services.
- Sole provider of goods and services for which the City has established a standard.
- Sole provider of factory-authorized warrant service.
- Sole provider of software maintenance/annual fees on existing software or web-based subscription
- Sole provider of goods or services that will meet the specialized needs of the City or perform the intended function (attach documentation).
- None of the above apply. A detailed explanation and justification for this sole source request is attached.

**Product/Service Specifications:**

PSI Technologies supplies and services Wilo pumps that are used at lift stations throughout the city.

**Manufacturer:**

WILO, formerly EMU

**Model No:**

Various

**Features Requirements:**

List the major features/capabilities that are required. What unique design/performance features does this good or provider of the services have that are essential to your requirements? Provide a brief technical explanation as to why these features are essential. Identify the manufacture/model of your existing equipment, if applicable.

A significant portion of submersible pumps used in the City's wastewater collection system are manufactured by WILO-EMU. Those pumps are reliable and robust. The City decided to use this brand at least 20 years ago and currently continues to do so. Continuing to utilize these pumps allows reuse of parts, uniformity in maintenance and greater familiarity of the products in the field.

**Competing Brands Investigated:**

Did you consider other goods or providers of services with similar capabilities? Indicate specific brands/models of competitors' products that were investigated and describe why they do not meet listed Features Requirements. List all contact names and phone numbers for competitors.

Yes, the City did consider and tried competing brands like Homa and ShiMaya pumps. The pumps were not as reliable as the WILO- EMU. The two brands are still in use within the City. Replacements will likely be from WILO.

**Brand Name Source:**

Is the specific brand/model being recommended for procurement available from more than one source (i.e. more than one dealer or distributor)? If yes, list all ruled out vendors, why they were ruled out, and the contact name and phone numbers of those vendors.

No. PSI is the only authorized distributor of WILO products in this area.

**Statement of Need:**

My department's recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of the City. I know of no interest on my part or personal involvement in any way with this request. No gratuities, favors or compromising action have taken place. Neither has my personal familiarity with p brands, type of equipment, materials or firms been in deciding influence on my request to sole source this purchase when there are other known suppliers to exist. I have attached pertinent documentation showing what market research was conducted to preclude other items from consideration.

**Policy:**

Sole-Source/Single-Source purchases exceeding \$50,000 require City Commission approval. If, within a single year or over the combined term of the contract, the total amount exc \$50,000, the executed Sole Source determination shall require City Commission approval. A Notification of Intent to Award a Sole-Source/Single-Source will be posted electronically seven (7) business days. However, a publicly noticed Notification of Intent to Award is not required when the acquisition involves renewal of established proprietary technology, su maintenance requirements, or other circumstances, as determined by the Procurement Official or designee.

Requestor:

Williams, Melissa

Date:

04/09/2026

Department Director:

Elshami, Osama

Date:

04/09/2026

**IT Approval:**

**Date**

**Procurement Manager:** Jeethan, Linda

**Date:** 05/12/2026

**Finance Director:** Lake, Peta-Gay

**Date:** 05/14/2026

**City Manager:**

**Date:**

Wilo USA LLC  
W66 N1253 Forward Way  
Cedarburg, WI 53012



March 27, 2026

Dear Valued Customer

Subject: Exclusive Distributor

Wilo USA LLC, a subsidiary of Wilo SE, is the sole provider in the United States of pumps and mixers manufactured under the Wilo brand. Our equipment is manufactured in our 250,000 sq ft facility in Cedarburg WI, which opened in 2022.

This letter confirms that PSI Technologies, Inc. is our exclusive sales distributor for Wilo USA LLC. [Previously known as EMU until purchased by Wilo AG in 2003] water & wastewater pump and mixer sales for your served area as of October 1, 2018. This responsibility includes purchase of new products, OEM repair parts, repairs, and maintenance.

No other distributor is authorized to sell products, repair/replacement parts, maintenance, repair/replacement services, field services and technical support for Wilo USA in your served area.

Your contact is:

PSI Technologies, Inc. Address 3520 Investment Lane, Unit #3 Phone 305-998-1371 Email [eric@psi-tech.com](mailto:eric@psi-tech.com)

If you have questions regarding this issue, please contact Harold Adams at [Harold.adams@wilousa.com](mailto:Harold.adams@wilousa.com) or myself at [Steve.Wilson@wilo.com](mailto:Steve.Wilson@wilo.com)

Sincerely,

*Steven L. Wilson*

Steve Wilson  
Vice President of Sales, Water Management Wilo USA LLC

CC: Harold Adams, National Sales Manager  
Will Adams  
Stacy Curti