



Environmental Products Group

07/30/19

RE: WinCan Sole Source

To Whom It May Concern,

WinCan, LLC was formed to offer the best pipeline assessment software in our industry and to provide the best after purchase support and service available.

We have partner with Environmental Products Group as an exclusive provider of WinCan software and service in Florida and Georgia, where they would provide superior sales and service to our clients.

If you have any questions in this regard, please do not hesitate to contact me from my information below. Thank you and we look forward to working with you soon!

Best Regards,

Mike Russin , General Manager
WinCan LLC.

300 Cedar Ridge Drive, Suite 308 • Pittsburgh, PA 15205
www.wincan.com • mobile (412) 841-7971

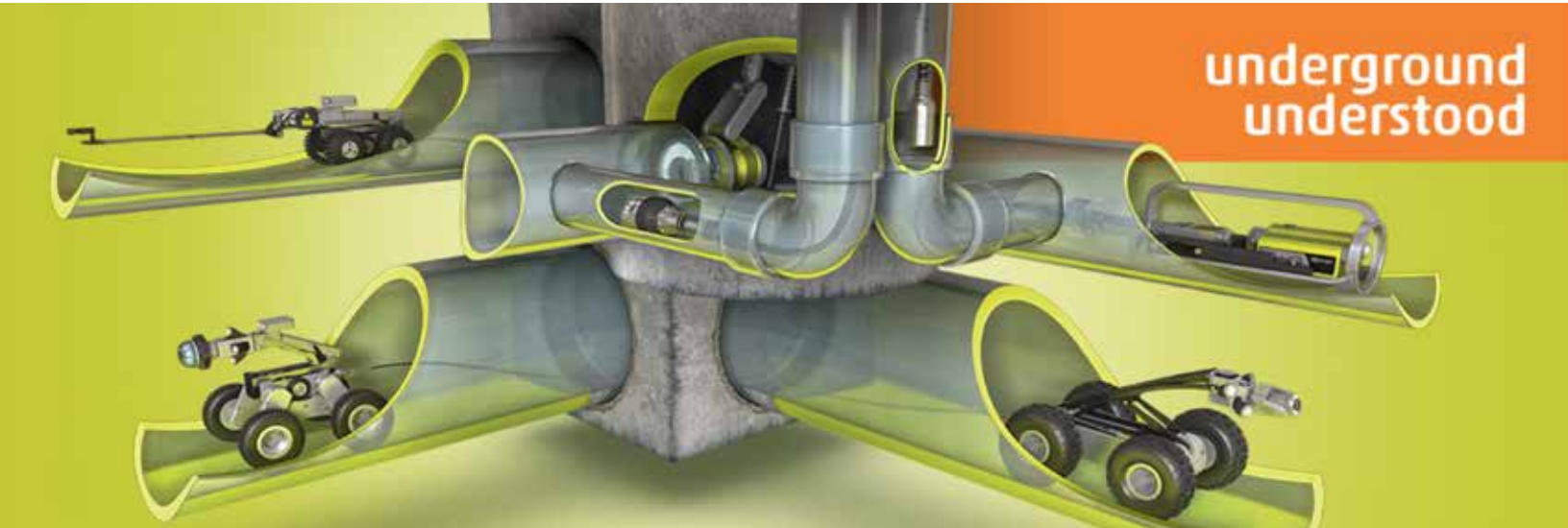
Prepared for:

City of Pinellas Park, FL

Attn: Will Herbert
6250 82nd Avenue
Pinellas Park, FL 33781

Request for Quote:
Envirosight Underground CCTV Equipment and Trailer Build-Out

July 22, 2019



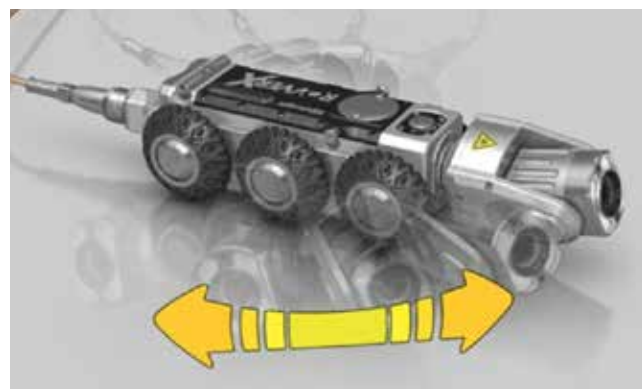
Submitted by:



2525 Clarcona Road
Apopka, FL 32703
P: (407) 608-0544

Brian Stewart
bstewart@myEPG.com

Envirosight LLC



immersive inspection

underground
understood

Take command of sewer inspection with the new VC500. This next-generation touchscreen control for ROVVER X supports your entire inspection workflow—operating the crawler, overlaying text, recording video and creating reports. What's more, it uploads your inspections wirelessly to WinCan Web, the new cloud platform for sharing sewer inspection data. In seconds, you can send your findings to anyone with a web browser.



- Operate crawler and reel using two joysticks and intuitive touchscreen controls.
- Log observations and capture video and images to create standards-compliant inspections.
- Create sophisticated text and image overlays.
- Measure wall defects, obstructions, diameter, bends, branch angles, flow level and inclination.
- Create reports and wirelessly upload inspections to WinCan Web for secure online sharing.



report generation



measurement



natural interaction

Auto-upright display lets you position joysticks where they're most comfortable. Gesture-sensitive touchscreen supports swiping, pinching and other interactions.



cloud connection

Upload your inspections via WiFi to WinCan Web, the new cloud platform for accessing sewer data instantly and securely via any browser-enabled device.



inspection



WinCan Web upload



Envirosight

tool-free, bolt-free hassle-free



carbide wheels for 8" PVC



10 wheel options

Four rubber sizes, three abrasive sizes, and three carbide sizes give you the flexibility for any application.

easy upgrade

Quick-change hubs are available on all new systems, and can also mount on your existing ROVER X crawler.

**underground
understood**

Quick-Change wheels for ROVER X attach with a click—no bolts, washers or tools.

This makes your set-up and clean up hassle-free. The design also eliminates the risk of under-tightened wheels detaching. And new wheel geometry and tread patterns improve performance.



Eliminate bolts, washers and tools.

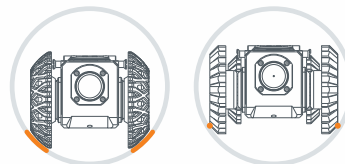
Reconfigure your crawler faster.

Facilitate more thorough cleaning.

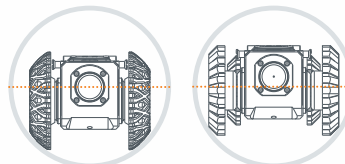
Prevent detachment due to undertightening.

Enhance handling and performance:

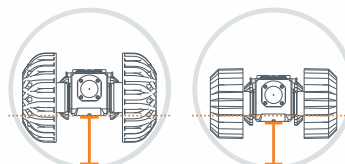
traction



centering



clearance



Envirosight

rubber wheels for 12" concrete





gas generator 14' trailer

underground
understood

key features

operator studio

solid bulkhead wall with fixed smoked-glass window and pass-through door with aluminum kick plate • Formica desk with outlets above and below • cork board wall above desk surface • overhead recessed LED lighting • 19" Tru-Vu desk-mounted monitor • high-back operator chair • storage cabinet • hinged bench seat with cushion and storage beneath • carpeted walls and ceiling • black treaded rubber floor • rack cabinet (for computer/DVD-RW) • wall file • video distribution booster • safety light controls mounted above desk • USB charger/12V receptacle combo

equipment bay

stainless steel work surfaces • built-in heavy-duty storage/tool box • rear-facing 19" Tru-Vu monitor • slide-out crawler drawer under reel • hutch cabinet behind reel • wash-down system (on-demand pump, lighted switch, 18-gallon water tank with exterior fill, 25' retractable hose reel) • overhead recessed LED lights • plywood ceiling/walls covered with gray FRP • black treaded rubber floor • aluminum storage shelf and caddy with trash can • wheel drawer • rubber glove dispenser

power

shore power cord with 120V wall adapter • breaker box with 12V inverter • cable theft deterrent with lock

miscellaneous

hand sanitizer • hand cleaner • paper towels • rubber gloves • first-aid kit • fire extinguisher • Rain-X • Simple Green • dry-erase board • traffic cones • rubber counter mat • remote mount • lanyard

exterior

tie-off clamp at rear of trailer

- ✓ 13,500-BTU roof air conditioner with 5600-BTU heat strip controlled via digital thermostat
- ✓ 2-drawer filing cabinet with Formica top

- ✓ tool package (manhole hook, pick, sledge hammer and shovel, all mounted on aluminum brackets against diamond-plate backing)

- ✓ 7000-W Honda generator (tongue-mounted with theft-deterrent cable/lock)

- ✓ back-up camera

- ✓ rear roof-mounted LED strobe

confidential to Envirosight sales partners

Envirosight is dedicated to offering the highest quality components and craftsmanship. We continually source new products and materials in our effort to refine the quality and utility of our transport products. Therefore, we reserve the right to change the layouts and substitute components without notice. Photos shown on our website and in printed materials are representative examples only, and the final product may differ from representations you have seen. If you are committed to a certain component or style, please be sure to contact us so we may make every reasonable effort to assure your needs are met.

Envirosight

www.envirosight.com • (866) 936-8476



Envirosight LLC



Actual build will vary based on specifications



FLORIDA SERVICE LOCATIONS

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JPicker@myEPG.com

Kevin Johnson
Parts Manager | Apopka

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Brian Stewart
Envirosight Camera Inspection Manager | Apopka

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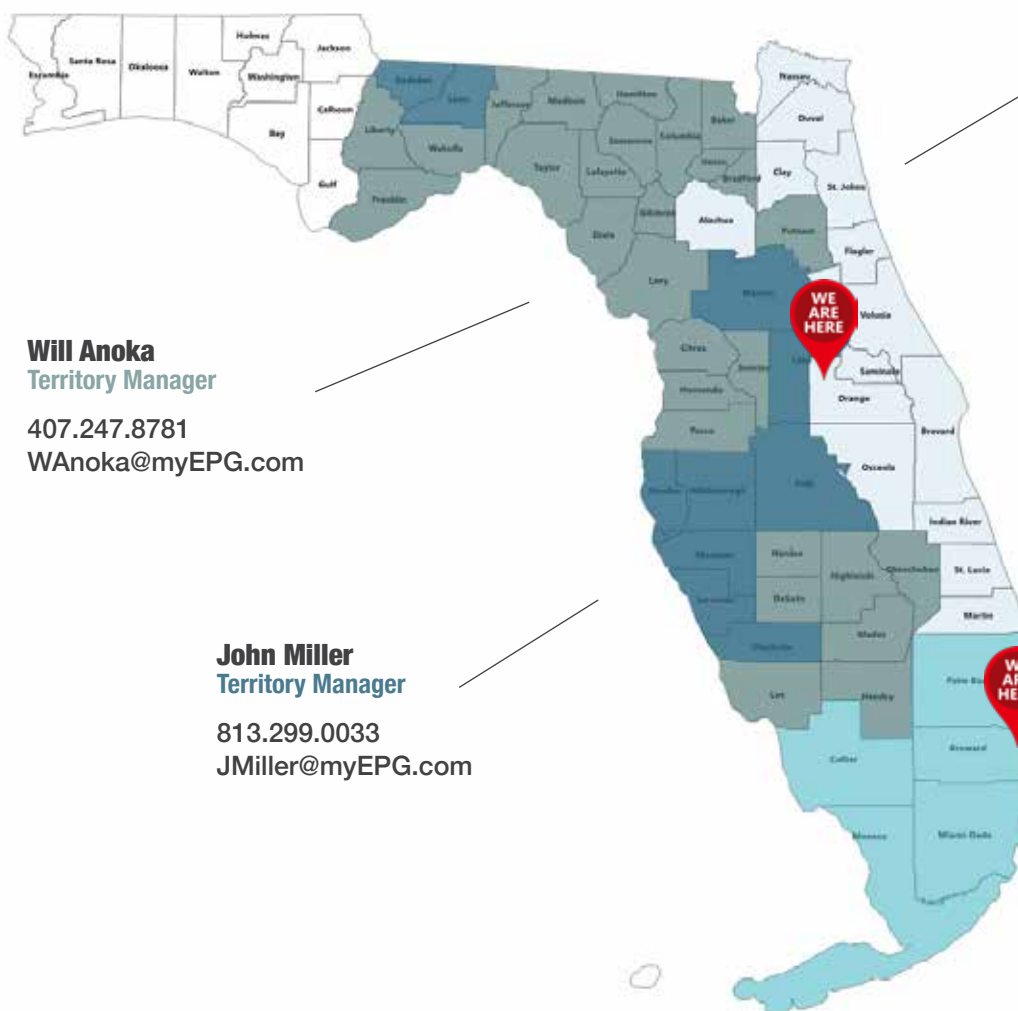
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Paul Hart
Territory Manager

561.719.1395
PHart@myEPG.com



July 22, 2019

Name: City of Pinellas Park, FL
Attn: Will Herbert

RE: Environmental Products Group

Dear Sir or Madam:

Please accept this letter as notification that Environmental Products Group is the sole source in the state of Florida for all families of video pipeline inspection equipment and software provided by EnviroSight, LLC. These systems include, but are not limited to, Rovver, Rovver X, SAT Lateral Launch, Supervision, Quickview, Quickview airHD, Jetscan and Verisight Pro.

In addition, Environmental Products Group is a certified warranty and service provider for EnviroSight products with service centers in Apopka and Deerfield Beach.

Please feel free to contact me with any questions or concerns that may arise.

Regards,

W. Andrew Wicker

Andrew Wicker
Southeast Regional Manager
EnviroSight, LLC



City of Pinellas Park, FL	Envirosight Pipeline Inspection Trailer	
07/22/2019		
		Price
14' Trailer Build-Out		
Tandem Axle Trailer Gas Generator Build	14' Trailer with build-out including 7000-W Honda Generator (see build sheet for additional information and specifications).	\$ 42,878.53
19" Tru-Vu Monitor	additional for rackmount computer	\$ 784.23
110v Swing out Light	additional lighting	\$ 282.10
Corner-mounted spotlights	for trailer builds only	\$ 225.68
E-PA-RACKMOUNT	rackmount computer	\$ 2,757.35
E-AVERCARD	aver media card for digital capture	\$ 199.14
VX-Advanced-Sub	WinCan VX Advanced Software License Annual Subscription	\$ 2,650.12
	14' Trailer Build-Out Total	\$ 49,777.13
Envirosight CCTV Equipment		
E-RX-SYS-Basic-18	Standard Rovver X System includes VC500 Controller with Vision Report Software installed, RAX300 Automatic Cable Reel with 300M (1000ft) cable, wireless remote controller, reel mounting frame, emergency stop cable, RX130 Quick Change version crawler with 3 sets of rubber wheels for 6" to 16" pipe diameter. RCX90 pan, tilt, zoom camera, Pressurization Kit, and Wincan VX entry license.	\$ 72,611.40
E-080-0705-00	(4) small grease wheels for 6" dia. pipes	\$ 1,041.68
E-080-0706-00	(4) medium grease wheels for 8" dia. pipes	\$ 1,327.60
E-080-0704-01	(4) XXL Rubber QCD Wheels for pipes 16" dia. and larger	\$ 2,144.60
E-564-0900-04	Remote Lift Accessory - Camera Elevator Kit for RX130 - for pipes with 12" diameter and larger, raises the RCX90 on the RX130 Crawler	\$ 13,202.07
E-559-0900-03	LED Auxiliary Light with Backeye Camera for ROVVER X 130	\$ 3,757.51
	Envirosight Camera Equipment Total	\$ 94,084.86
	Transport/Delivery	\$ 2,500.00
	Subtotal	\$ 146,362.00
	Sales Tax	\$ 0.00
	TOTAL	\$ 146,362.00

Thanks for the opportunity to earn your business!

Please reply to:

Brian Stewart, Inspection Division Manager

Environmental Products Group
 2525 Clarcona Road
 Apopka, FL 32703
 Cell: (407) 608-0544
 Email: bstewart@myEPG.com
www.myepg.com



Will Herbert <wherbert@pinellas-park.com>

Proposal Sole Source

2 messages

Marty Reich <MReich@pinellas-park.com>

Tue, Jul 30, 2019 at 11:44 AM

To: Gary Moskaluk <GMoskaluk@pinellas-park.com>

Cc: Will Herbert <wherbert@pinellas-park.com>, Ryan Gonzalez <RGonzalez@pinellas-park.com>, Robert Grund <RGrund@pinellas-park.com>, Bart Diebold <bdiebold@pinellas-park.com>

Good afternoon Gary,

Please accept the attached documents as a sole source for the purchase of a new cctv system and trailer. The first sole source references the Rovver X System. The second sole source references the WinCam reporting software which is within the Rovver X system. Earlier in the year we purchased a pole camera and a push camera that includes the same software. Please approve documents for purchase. The camera system we have now is in disrepair.

Regards

--

Marty Reich
City of Pinellas Park
Utilities Director
Phone #727-369-5622
Cell #727-214-7843
mreich@pinellas-park.com



3 attachments**Proposal w sole source.pdf**
985K**EPG WinCan Sole Source 073019.pdf**
74K**rvx_vc500.pdf**
944K

Marty Reich <MReich@pinellas-park.com>

Tue, Jul 30, 2019 at 3:32 PM

To: Will Herbert <wherbert@pinellas-park.com>, Bart Diebold <bdiebold@pinellas-park.com>

----- Forwarded message -----

From: **Gary Moskaluk** <GMoskaluk@pinellas-park.com>

Date: Tue, Jul 30, 2019 at 2:53 PM

Subject: Re: Proposal Sole Source

To: Marty Reich <MReich@pinellas-park.com>

Per your verification, since the equipment that is still usable uses WinCan which can also be used with the new equipment, I will certify this as sole source as no other equipment available uses the WinCan system.

Gary Moskaluk
Purchasing Director
City of Pinellas Park
(727)369-5711

On Tue, Jul 30, 2019 at 2:29 PM Marty Reich <MReich@pinellas-park.com> wrote:

Gary,

That is correct although all the other equipment is in bad shape and needing replaced from Ques. Earlier this year we purchased some equipment from EnviroSight that would match WinCan. WinCan is far more Superior than what we have. Ques old system is correctly obsolete with available updates.

Regards

On Tue, Jul 30, 2019 at 2:11 PM Gary Moskaluk <GMoskaluk@pinellas-park.com> wrote:

Good afternoon Marty,

If I understand correctly, WinCan is the software we use on other sewer related items currently in use. The WinCan software is only available using the EnviroSight product line. If we switch to another software program, it will render our other current equipment unusable.

Please advise if this is correct.

Thank you.

Gary Moskaluk
Purchasing Director
City of Pinellas Park
(727)369-5711

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