

Maria G. Marino, Mayor
Sara Baxter, Vice Mayor
Gregg K. Weiss
Joel Flores
Marci Woodward
Maria Sachs
Bobby Powell, Jr.



County Administrator

Verdenia C. Baker

Procurement Department
www.pbcgov.org/purchasing

NOTICE OF SOLE SOURCE PROCUREMENT

Dated: MAY 20, 2025

PALM BEACH COUNTY PROCUREMENT DEPARTMENT
50 SOUTH MILITARY TRAIL, SUITE 110
WEST PALM BEACH, FLORIDA 33415-3199

**TITLE: OPEX CORPORATION, FALCON EQUIPMENT, ANNUAL MAINTENANCE AGREEMENT
PURCHASE OF**

BUYER: REGENIA ROBINSON

This Notice is issued in accordance with the applicable procurement ordinance, Section 2-54 (f)(2) and policies, to inform the public of the decision to proceed with a Sole Source Procurement process for the acquisition of the following goods/services:

General description of Goods/Services

Description	OPEX THE ONLY SOLE MANUFACTURER/PROVIDER OF THIS PRODUCT THAT INCLUDE OEM AUTHORIZED SOURCE FOR PARTS, MAINTENANCE, REPAIRS AND TECHNICAL SUPPORT ON ITS EQUIPMENT, DO NOT DISTRIBUTE PARTS AND SERVICES TO THIRD PARTIES.
Estimated Quantity	1
Estimated Value	\$12,170
Contract Duration	12 MONTHS WITH FOUR ADDITIONAL TWELVE MONTH RENEWALS.

Any objections to this sole source procurement must be submitted in writing to the procurement office by May 20, 2025. If no objections are received by the deadline, the procurement process will proceed as planned.

Posting period: May 20, 2025 ----June 4, 2025

For any inquiries or further clarification, please contact:

Contact Name: REGENIA ROBINSON
Phone Number: (561) 233-2112
General Email Address: PUR-Procure-Solicit@pbc.gov

TU, MAY 20 2025 PM 3:27

This notice is issued in compliance with applicable procurement laws, regulations, and procedures.

A blue ink signature of Melody Thelwell.

MELODY THELWELL, PROCUREMENT DIRECTOR

A blue ink signature and the date 5/20/25.

SIGNATURE / DATE



April 14, 2025

Pamela Giust
Palm Beach County Water Utility
8100 Forest Hill Blvd.
West Palm Beach, FL 33413
Via email to: pgiust@pbcwater.com

**Re: OPEX Corporation – Sole Source Information for Equipment Located at 9045 Jog Road,
Boynton Beach, FL 33437**

Dear Ms. Giust,

OPEX Corporation ("OPEX") is the sole manufacturer and provider of its product to include OEM authorized source for parts, maintenance, repairs, and technical support on its equipment. No third party has been authorized to act on behalf of OPEX regarding the maintenance of OPEX equipment. All warranty items, as well as all aspects of equipment support, are handled directly through the OPEX World Headquarters in Moorestown, New Jersey.

There are many reasons for this. The equipment utilizes proprietary service diagnostic software covered by various patents and copyrights. OPEX has not released or licensed this software to third parties. To effectively support OPEX equipment, these third parties would have to develop their own diagnostic software.

Second, when it comes to supporting and / or maintaining the machines, we have found that third parties generally do not perform the rigorous testing and maintenance programs that OPEX performs. As an example, on the service side, we regularly inspect your equipment at various intervals throughout the year, replacing worn parts and performing service often before the machines actually experience downtime.

Finally, because OPEX does not distribute parts through third parties, these third-party service organizations often install used parts in the machines or parts of sub-standard quality that do not meet the specifications defined by OPEX. OPEX only uses parts which have been pre-tested to meet our factory's quality standards. It should also be noted that many of the parts are manufactured exclusively by OPEX in its Moorestown facility.

Your OPEX SALES contact is:	Your OPEX SERVICE contact is:
Robert Armstrong, Account Executive (P) 856-727-1100 x5355 (E) BArmstrongl@opex.com	Rob Sepulveda, Regional Service Manager (P) 856-727-1100 x2772 (E) RSepulveda@opex.com

I trust this information is helpful. If you have any questions, or need additional information, please do not hesitate to contact me at (856) 727-1100.

Sincerely,
OPEX Corporation

Lynda Hitchman
Special Projects Coordinator
856-727-1100 x2190 | LHitchman@opex.com | www.opex.com