



**MWD**

METROPOLITAN WATER DISTRICT OF SOUTHERN CALIFORNIA

7-4

March 20, 1997

**To:** Board of Directors (Executive Committee--Action)

**From:** General Manager

**Submitted by:** Jay W. Malinowski  
Chief of Operations

**Subject: Business Development Program: Approval to Respond to Massachusetts Water Resource Authority's Request for Metropolitan's Operations Division Services**

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**RECOMMENDATION(S)**

It is recommended that the Board of Directors authorize Metropolitan to provide limited design review services to The Massachusetts Water Resources Authority pursuant to a contract approved by the General Counsel, and authorize all ancillary activities necessary to implement the contract.

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**EXECUTIVE SUMMARY**

Periodically, Metropolitan receives requests for a variety of services from the consulting community and water agencies. Prior to the Board-Adopted "Initial Policy Principles for Resource (Business) Development Programs" in May 1996, staff independently assessed the individual requests and, on occasion, provided the services on an informal basis. Metropolitan's new policy clarifies the assessment criteria, thereby providing for consistent application of guidelines. This initial policy also requires Board of Directors' approval for nonmember agency services.

The request for services from The Massachusetts Water Resources Authority (MWRA) is for review of design documents for the proposed Walnut Hill Water Treatment Plant as prepared by their design contractor, Camp Dresser & McKee, Inc. (CDM). It is a short duration time-and-materials contract (including all expenses) employing Metropolitan's unique expertise in ozonation and water treatment. A meeting in Boston, Massachusetts, will be required. Metropolitan's contract with MWRA is for \$11,600.

**PROPOSAL TO PROVIDE SERVICES**

- Requester:** Massachusetts Water Resources Authority through Camp Dresser & McKee, Inc., Consultants
- Services Requested:**
1. Review design reports and design progress submittals for ease and reliability of operation. Prepare written review comments.
  2. Prepare for and attend 30% design review Workshop.
  3. Prepare miscellaneous Technical Memoranda that assist in the understanding of specific operation issues.
- Date Required:** Work to be completed by June, 1998
- Resources Required:** No new resources. A specialized engineer from the Technical Services Branch of the Operations Division will provide the estimated 100 hours of labor.
- Agreement Format:** Metropolitan will be a contractor to the MWRA (Time-and-materials contract).
- Risk and Mitigation:**
1. Mitigation professional risk: Minimal risk; approved by Risk Manager.
  2. Mitigation business risk: MWRA is financially healthy.
- Contract Value:** Approximately \$11,600.

**COMPLIANCE WITH BUSINESS DEVELOPMENT  
POLICY AND GUIDELINES**

- (1) Metropolitan is uniquely qualified to fill this need. This was an unsolicited request from MWRA.
- (2) Broaden Technical Knowledge. Metropolitan possesses unique expertise in water treatment using ozone. This work advances MWD's mission by enhancing our expertise.
- (3) Enhance Business Relationships. Working with MWRA's consultant will put Metropolitan in a unique position to observe firsthand the business processes of a well-known per-profit entity and help demonstrate Metropolitan's abilities and expertise potentially resulting in future contracts.
- (4) Business Case. Limited size and duration of contract. Full recovery of Metropolitan's direct and overhead costs.