



Agenda Item Executive Summary

AGENDA ITEM: Purchase of Service Agreement/ Atlas Copco Blowers
COMMITTEE: Board

BOARD OR

BUDGET IMPACT

Amount	\$129,902.10	Budgeted	\$135,000.00
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Fund: Sewer Operating	Corresponding Activity Measure: NPDES Permit Violations
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EXECUTIVE SUMMARY

For the Boards consideration is information regarding the purchase of the five-year service agreement from Atlas Copco Blowers. The blowers are a critical component of the biological phosphorus removal and aerobic digestion in the wastewater process. The service plan offers full coverage of all six blowers (three aeration/three digestion) over the five-year period, including parts, maintenance, and predictive diagnostics.

We recommend the Village of Bartlett purchase the service agreement for the Atlas Copco Blowers in the amount of \$129,902.10.

ATTACHMENTS (PLEASE LIST)

Memo

RELATIONSHIP TO STRATEGIC PLAN GOAL

Strategic Plan Goal: Evaluate, Budget, and implement water, wastewater, and stormwater infrastructure projects.

Short Term (1-3 Years): Routine Complex

Long Term (3-5 Years): Routine Complex

ACTION REQUESTED

- For Discussion Only
- Resolution
- Ordinance
- Motion

MOTION: I motion to approve the purchase the five year service agreement for the Atlas Copco Blowers.

Staff: John Pullia Sewer Division Supervisor

Date: June 20, 2025

Memo

To: Paula Schumacher, Village Administrator
From: John Pullia, Sewer Division Supervisor
Subject: **Purchase of Atlas Copco Blowers Five Year Service Agreement**
Date: June 20, 2025

I have received all the necessary information regarding the purchase of the five-year service agreement from Atlas Copco Blowers. The blowers are a critical component of the biological phosphorus removal and aerobic digestion in the wastewater process. The service plan offers full coverage of all six blowers (three aeration/three digestion) over the five-year period.

The five year service agreement for the Atlas Copco Blowers will cost \$129,902.10. FY 2025-26 budget provides \$135,000.00 for the purchase of the service agreement.

We recommend the Village of Bartlett purchase the five year Atlas Copco blowers service agreement in the amount of \$129.902.10.

Motion

MOTION TO APPROVE THE PURCHASE OF Atlas Copco Blowers Five Year Service Agreement.

JP/attachments

Atlas Copco Compressor Services



Bittersweet WRF

MIKE WISNIEWSKI

CTS-Bittersweet-SPN-ZS5VSD(Qty-6)

Quote no: 209070057 Rev4

Created: 03/24/25

Expiration: 05/08/25

Atlas Copco



Quote number: 209070057 Rev4
Created on: 03/24/2025
2/8

Attn to: **Bittersweet WRF**
MIKE WISNIEWSKI
Bittersweet Drive 1150
Bartlett, 60103
Phone: +1 630-901-9499
MWISNIEWSKI@BARTLETTIL.GOV

Contact person: **Atlas Copco Compressor Services**
Nicholas Garza
2501 Landmeier Rd.
Elk Grove Village, IL 60007
Phone: 708-712-6660
nicholas.garza@atlascopco.com

Dear MIKE WISNIEWSKI,

We appreciate your invitation to quote our service proposal, rest assured we will do our best to meet your expectations.

Service plans are specifically designed to increase equipment uptime, energy savings and administration efficiency at the minimum overall costs.

With any of our Service Plan package Atlas Copco will relieve you of the burden to manage regular and preventative maintenances of compressed air solutions what assures on-time delivery of our quality service with the best fitting parts and lubricants. Besides, your brand-new machine might be applicable to one of premium warranty programs, please discuss with Atlas Copco representative.

Our Total Care plan further reduces your costs and potential downtime by including more SMARTLINK (IoT solution) and Diagnostics services, that help to predict potential malfunctions.

With Total Responsibility you are going to benefit the most from our partnership with:

- o Full breakdown and repairs risk coverage including overhaul when it is needed to assure continuous machine operation.
- o Optional Equipment Uptime target on which we will work together.
- o All premium digital and diagnostics predictive services powered by SMARTLINK.

From generation to point of use, we always guarantee the best performance from your whole system. You are not just buying a service; you obtain a reliable partner, and we are grateful for your trust.

In case you need additional information on this quotation or other service products, please do not hesitate to contact me at any time.

Kind regards,

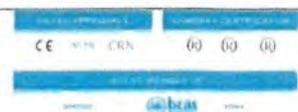
Nicholas Garza
Service Sales Manager

Nicholas Garza

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Service Plans Overview

	Parts Plan (PP)	Preventive Maintenance (PM)	Total Care (TC)	Total Responsibility (TR)
Parts, lubricants, and other disposables				
Standard Service kits and disposables	✓	✓	✓	✓
Machine Oil (when oil-change is required)	✓	✓	✓	✓
Automated parts/lubricants ordering and shipping with priority	✓	✓	✓	✓
Expert labor and machine service specialists				
Machine Inspections (incl. oil sampling) with report and recommendations		✓	✓	✓
Preventive Maintenance (incl. vibrations or SPM analysis)		✓	✓	✓
Cooler cleaning (with washing solution) ³			Optional	Optional
Automated visit scheduling with priority		✓	✓	✓
Risk management				
Breakdown repairs (excluding major components)			✓	✓
Repair of electric motor			Optional	✓
Electric components repair (incl. VSD)			Optional	✓
Air-cooler repair			Optional	✓
Repair of air-end elements (incl. planned overhaul when needed)				✓
24/7 emergency service support with highest priority				✓
Advisory service on equipment reliability				✓
Uptime Performance Care ⁴				✓
Warranty (new equipment) / Coverage ⁶		Standard	Extended	Full
SMART services⁵				
SMARTLINK Uptime	Optional	✓	✓	✓
SMARTLINK Energy	Optional	Optional	Optional	✓
SPM or Vibrations monitoring		Optional	✓	✓
Remote Diagnostics service			✓	✓

1. Certain Plans and options can be subject to limitation for certain equipment models and working environment conditions, please verify with your Service Sales representative of Atlas Copco Compressors.
 2. For old equipment (reached end-of-service support age) provision of parts and components can be limited in case of obsolescence and no stock.
 3. When included, number of Cooler-cleaning visits may vary depending on configured scope of maintenance, please verify with your Service Sales representative, extra cleaning visits can be requested and charged separately.
 4. Only if Uptime Performance is explicitly indicated in the 'Service Plan/Pricing and Summary', equipment is to be continuously connected to SMARTLINK.
 5. Upgrade or installation of extra electronic hardware might be required. Please verify with your Atlas Copco representative, additional cost might apply.
 6. Warranty/Coverage is limited to the internal electrical and mechanical components of equipment.

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Service Plan(s) pricing and summary

Line No	Service Plan	Up to Running Hrs. Per Year	Oil Type	Duration, years	Risk coverage				SMART Services ¹				Targeted Uptime Performance	Price Per Year ²
					Element	Main Motor	VSD / Electrical	Cooler Repair	SMARTLINK Uptime	SMARTLINK Energy	SPM or Vibrations	Diagnostics		
1	APF262777		ZS5(Aeration)											
✓	TR	6000	Roto-Z	5	✓	✓	✓		✓			✓	✓	\$ 21,650.35
2	APF262727		ZS5(Aeration)											
✓	TR	6000	Roto-Z	5	✓	✓	✓		✓			✓	✓	\$ 21,650.35
3	APF262726		ZS5(Aeration)											
✓	TR	6000	Roto-Z	5	✓	✓	✓		✓			✓	✓	\$ 21,650.35
4	APF263174		ZS5(Digesters)											
✓	TR	6000	Roto-Z	5	✓	✓	✓		✓			✓	✓	\$ 21,650.35
5	APF263173		ZS5(Digesters)											
✓	TR	6000	Roto-Z	5	✓	✓	✓		✓			✓	✓	\$ 21,650.35
6	APF263209		ZS5(Digesters)											
✓	TR	6000	Roto-Z	5	✓	✓	✓		✓			✓	✓	\$ 21,650.35

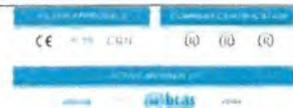
Total Price per year without taxes:
 Price will be locked for all 3 or 5 years of the plan if a 3 or 5 year PO/Number is given to invoice against for duration of plan only. **\$ 129,902.10**

1. Usage of SMART Services might require an upgrade or installation of SMARTLINK and electrical hardware. Please verify with your Atlas Copco representative.
2. Subject to price policy and yearly indexation (more details in 'Commercial T&C's).

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	1 yr PO	3 yrs PO	5 yrs PO
1st year	\$ 129,902.10	\$ 129,902.10	\$ 129,902.10
2nd year	\$ 138,995.25	\$ 129,902.10	\$ 129,902.10
3rd year	\$ 148,724.91	\$ 129,902.10	\$ 129,902.10
4th year	\$ 159,135.66	\$ 159,135.66	\$ 129,902.10
5th year	\$ 170,275.15	\$ 159,135.66	\$ 129,902.10
Total	\$ 747,033.07	\$ 707,977.62	\$ 649,510.50
Savings over 5 years		\$ 39,055.46	\$ 97,522.57
		5%	13%

Savings with a longer Purchase Order (PO)

The Price can be fixed for the duration of the PO with an exception to major inflation (see more information in the 'Price and billing policy' of the 'Commercial T&C's').

By standard the price is subject to yearly indexation every 12 months anniversary of the agreement, and it is reviewed during every Purchase Order (PO) renewal.

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Service Plan(s) Visits

Line No	Service Plan	Max Running Hrs. Per Year	Visits Schedule* per Agreement Year							
			1	2	3	4	5			
1	APF262777		ZS5(Aeration)							
✓	TR	6000	IA	I	BI	C	IB			
2	APF262727		ZS5(Aeration)							
✓	TR	6000	IA	I	BI	C	IB			
3	APF262726		ZS5(Aeration)							
✓	TR	6000	IA	I	BI	C	IB			
4	APF263174		ZS5(Digesters)							
✓	TR	6000	AI	B	IC	I	BI			
5	APF263173		ZS5(Digesters)							
✓	TR	6000	AI	B	IC	I	BI			
6	APF263209		ZS5(Digesters)							
✓	TR	6000	AI	B	IC	I	BI			

* The Visits schedule is estimated based on the agreed running hours and working environment, changes in schedule and cost might apply. The exact allocation of Visits can also differ depending on the starting month after Purchase Order for the period is provided.

Atlas Copco reserves the right to change the actual Visits schedule for Service Plans with Risk Coverage upon necessity to assure equipment efficiency, uptime performance and to avoid breakdowns.

D&E visits are only performed if technically required to keep uptime performance and to avoid breakdowns, they cannot be requested with reference to the schedule in the table above if there is no necessity.

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Quote number: 209070057 Rev4
Created on: 03/24/2025
7/8

Commercial Terms and Conditions of Service

1. To be signed by 05/08/2025	2. Agreement start date 04/01/2025	3. Agreement end date 03/31/2030	
4. Reference Nr (optional) tbd	5. Purchase Order renewal 30 days before PO expiration	6. Billing frequency Yearly	7. Payment terms within 30 days after the invoice date
8. Transportation, other costs		9. Price and billing policy	
Freight included. Expediting at extra charge. Forklift and/or other lifting equipment with qualified operator are to be provided by customer. It can be provided by Atlas Copco for an extra charge if notified at least 30 days before the visit. Overhauls and other services are performed on site, otherwise freight costs and other costs may apply. Extra costs apply if work is performed outside normal working hours (8:00am - 5:00pm, Monday through Friday). Oil and waste disposal are not included.		Quoted prices exclude applicable tax. Taxes are listed in the invoice. Invoices are issued at the beginning of the billing period. Prices are fixed for the PO duration and are subject to 7% increase year-over-year at every PO renewal. Price is quoted when multi-year PO is expired. In case of major inflation, when CPI (Consumer Price Index published by U.S. Bureau of Labor Statistics) increase exceeds 7%, Atlas Copco reserves the right to match the price increase to CPI at any contract anniversary even for multi-year PO's. In the event there is a substantial increase in the cost of goods due to new tariffs, any resulting price increases will be negotiated by the parties in good faith. Price is subject to quote at contract anniversary if equipment yearly running hours exceed the agreed hours by 1000 or in case of change in operating environment or installation.	
10. Service Plan termination			
May be terminated by either party with 30 days written notice. Seller is entitled to compensation for services and products that were provided before the termination, but not fully paid. Customer is entitled to a refund for any services that have not been performed but already paid in full. Customer is responsible for the general list price of any general overhaul, maintenance or repair of a major component (elements involved in air compression or control of air quality, gas purity; drivetrain; motor; VSD; cooler) performed under the Service Plan, that Customer seeks to terminate prior to the defined term. Service Plan may be cancelled by Atlas Copco in the absence of a valid PO. Preliminary service plan termination may result in disrupted maintenance schedule and voided warranty.			

11. Service plan(-s) scope and definitions:

(a) **Service plan** is a package of services allocated to a particular equipment unit with Serial Nr. It can include regular maintenance (parts, consumables, components, and expert labor), digital services and risk management solutions. The scope of standard Service plans is defined below:

Plan	Parts and consumables	Professional Service	Repairs and risk management (it requires SMARTLINK subscriptions)	Comments
Parts Plan (PP)	Included	Not Included	Not applicable	Service kits and lubricants
Preventive maintenance (PM)	Included	Included	Standard Warranty	Min warranty requirement
Total Care (TW)	Included	Included	Partial coverage + Premium Warranty	Repairs coverage might vary
Total Responsibility (TR)	Included	Included	Max coverage + optional Uptime Performance Care (UPC)	Includes risk of overhauls (performed when technically needed). For select equipment only.

Any work outside the standard scope and activities would be billed on a Time & Materials basis after written approval; service and repair of non-Atlas Copco external starters are not included. Overhauls (when covered under Service Plan) are only performed if technically required to assure equipment uptime performance and cannot be provided by request if there is no necessity. Compression elements replaced under Service plan or Warranty are to be returned to Atlas Copco.

(b) Uptime Performance Care (UPC):

Definition	Targets	Measurements	Eligibility
UPC is an option within TR service plan to set a machine availability (uptime) target per unit of equipment. For the equipment units with the availability below target, Atlas Copco will compensate certain % of yearly service plan cost in a form of credit note (via back-billing).	Unless agreed otherwise in writing the availability (uptime) target is 97% of time, the credit note (compensation) is 5% of the service plan cost. Time of regular maintenance is not counted as downtime.	The availability (or uptime) is evaluated against target every service plan anniversary (for the past 12 months). The final and intermediate uptime results can be viewed in SMARTLINK App.	An equipment unit is eligible for the UPC compensation only if Uptime Performance option is explicitly indicated in the price offer; the actual machine operating (running) hours do not exceed agreed limit; there is continuous connection to SMARTLINK network with all the necessary hardware installed; all required Atlas Copco recommendations and customer responsibilities are followed.

12. Customer responsibilities

Keep equipment in clean condition, free of any corrosive contaminants and acceptable working environment. Perform general cleaning of main and supporting equipment and parts (including regular cooler cleaning), unless otherwise explicitly agreed in writing by Atlas Copco.

Use only genuine Atlas Copco Parts and Lubricants approved by Atlas Copco. No changes to equipment or installation are allowed unless authorized by Atlas Copco.

Take necessary actions on Atlas Copco recommendations regarding service and required changes to installation or working environment of the compressor equipment.

Make the equipment units available for overhaul (and pay for an overhaul unless included) if SPM/vibration analysis or other metrics indicate the need. Provide immediate access to equipment when required to avoid breakdown or downtime, otherwise repair or compensation may not be provided.

Perform daily and weekly inspection on the compressor equipment. Inform Atlas Copco of any changes in compressor operational conditions, changes in the equipment installation and disconnected from SMARTLINK network status.

13. Liability and Limitations on Service

NEITHER PARTY SHALL BE LIABLE FOR ANY SPECIAL, INDIRECT, INCIDENTAL, PUNITIVE, OR CONSEQUENTIAL DAMAGES, INCLUDING, BUT NOT LIMITED TO, LOSS OF TOTAL OR PARTIAL USE OF EQUIPMENT, DOWNTIME COST, LOSS OF PROFITS OR REVENUES. ATLAS COPCO'S TOTAL LIABILITY UNDER THIS AGREEMENT SHALL NOT EXCEED THE YEARLY VALUE OF THE SERVICE PLAN FOR THE PARTICULAR EQUIPMENT UNIT. Alternative air supply, back-up air or rental service are expressly excluded.

Any repairs caused by poor water quality (not in accordance with minimum Atlas Copco requirements), are not covered by any Service Plan; this includes but is not limited to repairs of water coolers.

Repairs and any form of compensation are not provided if caused by negligence, abuse, vandalism, force majeure, ignorance of customer responsibilities, operation outside specified parameters (incl. but not limited to cooling water, ventilation, electrical supply, ambient temperature, dust, corrosive environment, humidity) and in case of overdue maintenance beyond 60 days.

Repairs or upgrades beyond the scope of overhauls, maintenance, internal electrical and mechanical components are not included and will be charged separately.

Inability to provide parts, components, and related services in case of obsolescence due to equipment age. In such a case the cost of undelivered service will be credited to the customer.

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14. Other agreed terms, exceptions, and technical recommendations.

- Cooler cleaning is not included but can be provided as a separate service.
- Atlas Copco to supply (1) Service Tech. Customer to provide additional Craft labor and Lifting Equipment when needed. If Atlas Copco must provide our own lifting equipment an additional charge will apply to cover transportation and set-up time. Extra charges will apply for a second technician. Please refer to the labor rate sheet included.
- All routine PM work to be scheduled during normal business hours M-F. If routine work must be scheduled or performed outside these hours due to delays caused by Customer, extra labor charges would apply.
- Any service work that cannot be completed due to production demands will have the labor forfeited and the job cancelled after 3 months of delay. Any delay in scheduled maintenance may affect warranty as well as machine performance.
- This agreement may be cancelled by either party with 30 days written notice. A final invoice or credit may apply for the difference in price between the services received and what the customer has paid for the service plan at the time of cancellation.
- Rental equipment is not included.
- Atlas Copco reserves the right not to renew the service plan after the expiry of the term.
- Breakdowns and repairs caused by negligence, abuse, operation outside specified parameters and due to maintenance due over 60 days are not covered by service plans or warranty.
- As an option, the quoted plan price can remain fixed (exclusive of tax) for a period of 3 or 5-years with the issuance of a single purchase order number to be used for billing during the entire term of the agreement. If a single purchase order cannot be used for a 3 or 5-year period, a contract number will be assigned and this number will be referenced as the PO number on all invoicing. CUSTOMER would then create an Internal P.O. that references the contract number. Your internal P.O. can be closed on an annual basis and a new P.O. generated for each year of the service agreement. Please refer to the special discounts offered for 3 & 5-Year agreements. ** One-Year Agreements will renew at a 7% price increase annually.
- The breakdown provision in a TR includes labor, parts and travel for breakdown of components contained within the compressor frame and canopy over the term of the agreement.
- Motor overhauls are not included as part of this service plan. This is an option and can be quoted separately.
- When under a TR, after the overhaul is performed, the agreement can only be cancelled by the customer by paying the list price for the overhaul maintenance.
- CUSTOMER must make the compressor available for an overhaul if SPM readings or other metrics indicate the need for an overhaul. If this is not the case then Atlas Copco's responsibility, when under a TR, to cover breakdowns will cease.

'[ATLAS COPCO GENERAL TERMS AND CONDITIONS OF SERVICE](#)' ARE ALSO PART OF THE AGREEMENT AND CAN BE CONSULTED FOLLOWING THE LINK OR PRINTED AND APPENDED TO THE AGREEMENT UPON REQUEST. ALL OTHER TERMS ARE SPECIFIED IN THE 'SERVICE PLAN(S) PRICING AND SUMMARY'. THIS DOCUMENT, OR ANY PART OF IT IS CONFIDENTIAL AND MUST BE HANDLED IN ACCORDANCE WITH CONFIDENTIALITY OBLIGATIONS OF THE '[GENERAL TERMS AND CONDITIONS OF SERVICE](#)', AND THEY CANNOT BE SHARED WITH A THIRD PARTY WITHOUT AN EXPLICIT WRITTEN CONSENT OF ATLAS COPCO

By signing this document, we agree to all the stated terms and conditions, and you are authorizing 'Atlas Copco Compressors LLC' to automatically invoice as detailed above.

Atlas Copco Compressors LLC

Bittersweet WRF

Signature _____
 Date _____ (MM/DD/YYYY)
 Printed Name _____
 Title _____

Signature _____
 Date _____ (MM/DD/YYYY)
 Printed Name _____
 Title _____

GENERAL T&C OF SERVICE



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