

BID 16MISC3
ENVIRONMENTAL/INDUSTRIAL HYGIENE SERVICES

FACT SHEET

A. **Overview:** This recommendation is to qualify and select a minimum of two licensed environmental and industrial hygiene firms to perform design and construction administration services. Bids were received on September 15, 2015.

1. **Bid participation:**

29 companies notified
6 companies submitted a bid
1 company submitted a "no bid" response

2. **Bids were received from:**

Aero EH&S, Inc. (Ellicott City, MD)
Aerosol Monitoring & Analysis, Inc. (Hanover, MD)
Applied Environmental, Inc. (Herndon, VA)
ECS Mid-Atlantic, LLC (Frederick, MD)
Soil and Land Use Technology, Inc. (Washington, DC)
Tidewater, Inc. (Elkridge, MD)

3. **Other facts:**

- The initial contract term will be effective from the date of award through October 31, 2017, with one additional two-year renewal option available.
- Services include testing and monitoring services for air quality, lead, water and radon presence, and environmental site assessments.
- Work will be performed on an "indefinite quantity" basis due to the uncertainty of actual requirements. The amount of business granted to each firm will be based on expertise, staffing, current work load, specific project requirements, responsiveness and cost.
- The successful consultants were selected based on a two-stage procurement method, involving Technical and Cost Proposals. An evaluation team scored them according to the criterion referenced on the attached Scoring Summary. A pre-determined price scenario formula was used to weigh the cost proposals.
- Approximately \$148,194 was spent in FY15 for these services.
- This contract will be administered by Laura Olsen, Environmental Health and Safety Manager.

4. **Source of Funding:** FY16 Approved Operating Budget and contingent upon Board approval of FY17 and FY18 Operating Budget.

B. **Recommendation:** Staff recommends the contract for Bid 16MISC3, Environmental/Industrial Hygiene Services, be awarded to Aero EH&S, Inc. (Ellicott City, MD), Soil and Land Use Technology, Inc. (Washington, DC) and Tidewater, Inc. (Elkridge, MD), per the attached Bid Tabulation.

C. **Action taken by the Board (Purchasing use only):**

_____ Approved _____ Denied _____ Deferred _____ Other BL/kl
_____ Date _____ Date _____ Date _____ Date BOE Mtg.: 10.14.15

BID 16MISC3, ENVIRONMENTAL/INDUSTRIAL HYGIENE SERVICES

BID TABULATION

ITEMIZED COSTS	AERO EH&S, INC.		AEROSOL MONITORING & ANALYSIS, INC.		APPLIED ENVIRONMENTAL, INC.		ECS MID-ATLANTIC, LLC		SOIL AND LAND USE TECHNOLOGY, INC.		TIDEWATER, INC.	
	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)
I. LABOR COSTS:												
1. Senior Management or Principal of Company	\$ 110.00/Hr	\$115.00/Hr	\$ 175.00/Hr	\$ 175.00/Hr	\$ 130.00/Hr	\$ 130.00/Hr	\$ 165.00/Hr	\$ 165.00/Hr	\$0.00/Hr	\$0.00/Hr	\$ 135.00/Hr	\$ 135.00/Hr
2. Certified Industrial Hygienist	\$ 105.00/Hr	\$110.00/Hr	\$ 175.00/Hr	\$ 200.00/Hr	\$ 105.00/Hr	\$ 105.00/Hr	\$ 140.00/Hr	\$ 140.00/Hr	\$ 105.00/Hr	\$ 105.00/Hr	\$ 96.00/Hr	\$ 96.00/Hr
3. Project Manager	\$ 70.00/Hr	\$ 75.00/Hr	\$ 100.00/Hr	\$ 125.00/Hr	\$ 120.00/Hr	\$ 120.00/Hr	\$ 100.00/Hr	\$ 100.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr	\$ 85.00/Hr	\$ 85.00/Hr
4. Industrial Hygienist Technician	\$ 50.00/Hr	\$ 55.00/Hr	\$ 65.00/Hr	\$ 75.00/Hr	\$ 55.00/Hr	\$ 65.00/Hr	\$ 65.00/Hr	\$ 90.00/Hr	\$ 55.00/Hr	\$ 55.00/Hr	\$ 55.00/Hr	\$ 55.00/Hr
5. Other (such as Geologist, etc.)	\$ 90.00/Hr	\$100.00/Hr	\$ 65.00/Hr	\$ 75.00/Hr	\$ 85.00/Hr	\$ 85.00/Hr	\$ 100.00/Hr	\$ 100.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr
6. Field Technician/Inspector	\$ 60.00/Hr	\$ 65.00/Hr	\$ 65.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr	\$ 90.00/Hr	\$ 55.00/Hr	\$ 55.00/Hr	\$ 55.00/Hr	\$ 55.00/Hr
7. CADD Operator	\$ 50.00/Hr	\$ 55.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr	\$ 80.00/Hr	\$ 80.00/Hr	\$ 75.00/Hr	\$ 75.00/Hr	\$ 55.00/Hr	\$ 55.00/Hr	\$ 50.00/Hr	\$ 50.00/Hr
8. Administrative Support	\$ 50.00/Hr	\$ 55.00/Hr	\$ 40.00/Hr	\$ 45.00/Hr	\$ 45.00/Hr	\$ 45.00/Hr	\$ 45.00/Hr	\$ 45.00/Hr	\$0.00/Hr	\$0.00/Hr	\$ 0.00/Hr	\$ 0.00/Hr
II. SAMPLE COSTS:												
9. TEM Samples (24 hour normal weekday T.A.T.)*	\$ 80.00/Sample		\$ 110.00/Sample		\$ 72.00/Sample		\$ 70.00/Sample		\$ 75.00/Sample		\$ 65.00/Sample	
10. TEM Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday)	\$ 110.00/Sample		\$ 125.00/Sample		\$ 130.00/Sample		\$ 100.00/Sample		*\$ 125.00/Sample		\$ 90.00/Sample	
11. TEM Samples (Processed over Federal Holiday)	\$ 130.00/Sample		\$ 200.00/Sample		\$ 275.00/Sample		\$ 120.00/Sample		*\$ 385.00/Sample		\$ 100.00/Sample	
12. TEM Samples (3 day T.A.T., not weekend or Federal Holiday)	\$ 65.00/Sample		\$ 85.00/Sample		\$ 80.00/Sample		\$ 57.00/Sample		*\$ 55.00/Sample		\$ 55.00/Sample	
13. PLM Bulk Samples (24 hour normal weekday T.A.T.)*	\$ 20.00/Sample		\$ 12.00/Sample		\$ 10.80/Sample		\$ 9.00/Sample		\$ 14.00/Sample		\$ 9.00/Sample	
14. PLM Bulk Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday)	\$ 20.00/Sample		\$ 25.00/Sample		\$ 25.00/Sample		\$ 20.00/Sample		*\$ 55.00/Sample		\$ 12.50/Sample	
15. PLM Bulk Samples (Processed over Federal Holiday)	\$ 20.00/Sample		\$ 50.00/Sample		\$ 50.00/Sample		\$ 20.00/Sample		\$ 165.00/Sample		\$ 12.50/Sample	
16. PLM Bulk Samples (2 to 5 day T.A.T., not weekend or Federal Holiday)	\$ 15.00/Sample		\$ 10.00/Sample		\$ 10.00/Sample		\$ 7.25/Sample		\$ 8.00/Sample		\$ 8.50/Sample	
17. PCM Samples - Taken on site - The cost shall be included in the hourly labor rate provided above												
18. PCM Air Samples (24 hour normal weekday T.A.T.)*	\$ 5.00/Sample		\$ 20.00/Sample		\$ 9.25/Sample		\$ Included/Sample		**\$ 0/5.00/Sample		\$ 8.50/Sample	
19. PCM Air Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday)	\$ 5.00/Sample		\$ 50.00/Sample		\$ 12.00/Sample		\$ Included/Sample		**\$ 0/10.00/Sample		\$ 11.00/Sample	
20. PCM Air Samples (Processed over Federal Holiday)	\$ 5.00/Sample		\$ 100.00/Sample		\$ 18.00/Sample		\$ Included/Sample		**\$ 0/20.00/Sample		\$ 11.00/Sample	
21. PCM Air Samples (2 to 5 day T.A.T., not weekend or Federal Holiday)	\$ 5.00/Sample		\$ 15.00/Sample		\$ 7.00/Sample		\$ Included/Sample		\$ 5.00/Sample		\$ 7.50/Sample	
22. Microbial Samples												
Culturable Fungi – colony count and species id	\$ 80.00 Air/Sample		\$ 105.00 Air/Sample		\$ 60.00 Air/Sample		\$ 35.00 Air/Sample		\$ 55.00 Air/Sample		\$ 48.00 Air/Sample	
	\$ 80.00 Wipe/Sample		\$ 105.00 Wipe/Sample		\$ 66.00 Wipe/Sample		\$ 35.00 Wipe/Sample		\$ 55.00 Wipe/Sample		\$ 48.00 Wipe/Sample	
Culturable Bacteria – colony count and species id	\$ 80.00 Air/Sample		\$ 68.00 Air/Sample		\$ 60.00 Air/Sample		\$ 35.00 Air/Sample		\$ 65.00 Wipe/Sample		\$ 48.00 Air/Sample	
23. Lead Samples:												
Lead in air/personnel	\$ 15.00 Air/Sample		\$ 25.00 Air/Sample		\$ 16.00 Air/Sample		\$ 12.00 Air/Sample		\$ 15.00 Air/Sample		\$ 8.50 Air/Sample	
	\$ 15.00 Wipe/Sample		\$ 25.00 Wipe/Sample		\$ 16.00 Wipe/Sample		\$ 12.00 Wipe/Sample		\$ 15.00 Wipe/Sample		\$ 8.50 Wipe/Sample	
Lead on surface												

*Plus minimum lab fees for after hours

**First eight samples no charge

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III. RENTAL EQUIPMENT COSTS:												
1. Asbestos Abatement Monitoring:												
a. Buck Pumps, SKC Pumps, High Volume Sampling Pumps, Rotometers	\$ 0/day		Inc		Included/day		\$ 0/day		INC		\$ 0/day	
b. Phase Contrast Microscope	\$ 0/day		Inc		Included/day		\$ 0/day		INC		\$ 0/day	
c. Other _____	N/A		N/A						Cost +10%		N/A	
2. Indoor Air Quality:												
a. TSI Q-Trak (or similar handheld IAQ device)	\$ 0/day		\$ 50.00/day		Included/day		\$ 25.00/day		INC		\$ 75.00/day	
b. IAQ-Calc (or similar handheld IAQ device)	\$ 0/day		\$ 50.00/day		Included/day		\$ 25.00/day		INC		\$ 75.00/day	
c. TSI Direct Read Dust Meter (or similar dust meter)	N/A		\$ 100.00/day		Included/day		\$ 45.00/day		INC		\$ 75.00/day	
d. Moisture Meter	\$ 0/day		\$ 50.00/day		Included/day		\$ 20.00/day		INC		\$ 0.00/day	
e. Other _____	\$ 150.00/day Thermal Imaging Camera		N/A						\$150.00/day Photo Ionizing Detector		N/A	
3. Microbial:												
a. Sampling Equipment (Anderson, etc.)	\$ 0/day		Inc		Included/day		\$ 0/day		INC		\$ 0/day	
b. Other _____	N/A		N/A						Cost +10%		N/A	
4. Miscellaneous:												
a. XRF	\$ 165.00/day		\$ 200.00/day		\$ 150.00/day		\$ 125.00/day		\$100.00/day		\$ 125.00/day	
b. Ionizing Radiation Detector	N/A		\$ 200.00/day		\$ 100.00/day		\$ 125.00/day		\$150.00/day		\$ 125.00/day	
c. Other _____	N/A		N/A								N/A	
IV. Reimbursable Costs	Overnight shipping - cost + 10%				Shipping/Delivery Charges. Other samples and equipment not listed above, cost + 10%		Any laboratory analysis or rental equipment requested other than specified above will be cost plus 10%		None		None	

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Scoring Summary:

VENDOR	Reviewer 1	Reviewer 2	Reviewer 3	Average = 60 points max	References = 10 points max	Final Tech Score	Cost Score	TOTAL SCORE
<u>SOIL & LAND USE</u>	59	57	59	58.3	10	68.3	29.28	97.6
<u>AERO EH&S</u>	60	58	60	59.3	10	69.3	27.6	96.9
<u>TIDEWATER</u>	53	57	58	56.0	10	66.0	30	96.0
<u>ECS MID-ATLANTIC</u>	47	56	56	53.0	10	63.0	26	89.0
<u>APPLIED ENVIRONMENTAL</u>	42	58	58	52.7	10	62.7	25.9	88.6
<u>AEROSOL MONITORING</u>	53	58	52	54.3	8	62.3	20.5	82.8

Proposals were scored and ranked based on the following criteria:

- Proposal submission of documents and completion of responses — 5
- Organizational Structure — 10
- Licensing and Certifications — 15
- Experience — 20
- References — 10
- Financial — 5
- Reports — 5
- Lowest overall pricing summary -- 30