

RFP 20MISC1
ENVIRONMENTAL/INDUSTRIAL HYGIENE SERVICES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract to qualify and select a minimum of two licensed environmental and industrial hygiene firms to perform design and construction administration services for abatement/remediation projects, testing and monitoring services for air quality, lead, water and radon presence, and site environmental assessments. Technical proposals were opened on October 29, 2019.

1. **Bid participation:**

51 proposals downloaded
8 companies submitted a proposal

2. **Bids were received from:**

BATTA Environmental Associates, Inc. (Newark, DE)
AERO EH&S, Inc. (Ellicott City, MD)
ECS Mid-Atlantic, LLC (Frederick, MD)
Global Consulting, Inc. (Greenbelt, MD)
KCI Technologies, Inc. (Sparks, MD)
Soil and Land Use Technology, Inc. (Washington, DC)
Tidewater, Inc. (Elkridge, MD)
Total Environmental Concepts, Inc. (Springfield, VA)

3. **Other Facts:**

- The initial contract term shall be effective from the date of award through October 31, 2021, with one 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. The amount of business granted to each firm will be based on expertise, staffing, current workload, 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 \$151,000 was expended in FY19.
- The contract will be administered by Laura Olsen, Environmental Compliance and Occupational Safety Manager.

4. **Source of Funding:** FY20 Approved Operating Budget and contingent upon Board approval of FY21 and FY22 Operating Budgets.

B. **Recommendation:** Staff recommends that RFP 20MISC1, Environmental/Industrial Hygiene Services, be awarded to AERO EH&S, Inc., of Ellicott City, MD, Soil and Land Use Technology, Inc., of Washington, DC, and Tidewater, Inc., of Elkridge, MD, per the attached Scoring Summary and Bid Tabulation.

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

| | | | | |
|----------------|--------------|----------------|-------------|-----------------------|
| _____ Approved | _____ Denied | _____ Deferred | _____ Other | BM/kl |
| _____ Date | _____ Date | _____ Date | _____ Date | BOE Meeting: 12.11.19 |

RFP 20MISC1, ENVIRONMENTAL/INDUSTRIAL HYGIENE SERVICES
SCORING SUMMARY

| VENDOR | Final Tech Score | Cost Score | TOTAL SCORE |
|--|-------------------------|-------------------|--------------------|
| <u>SOIL AND LAND USE TECHNOLOGY, INC.</u> | 67.8 | 30 | 97.8 |
| <u>TIDEWATER, INC.</u> | 67.0 | 29.4 | 96.4 |
| <u>AERO EH&S, INC.</u> | 66.8 | 28 | 94.8 |
| <u>KCI TECHNOLOGIES, INC.</u> | 65.0 | 29.1 | 94.1 |
| <u>GLOBAL CONSULTING, INC.</u> | 55.0 | 29 | 84.0 |
| <u>ECS MID-ATLANTIC, LLC</u> | 53.5 | 28.6 | 82.1 |
| <u>TOTAL ENVIRONMENTAL CONCEPTS, INC.</u> | 50.0 | 25.3 | 75.3 |
| <u>BATTA ENVIRONMENTAL ASSOCIATES, INC.</u> | 47.3 | 23.7 | 71.0 |

5 points for 5 references

3 points for three responses

2 points if all excellent or 1 point for one or more good

BID 20MISC1. ENVIRONMENTAL/INDUSTRIAL HYGIENE SERVICES
BID TABULATION

| ITEMIZED COSTS | AERO EH&S, INC. | | BATTA ENVIRONMENTAL ASSOICATES, INC. | | ECS MID-ATLANTIC, LLC | | GLOBAL CONSULTING, INC. | | KCI TECHNOLOGIES, INC. | | SOIL AND LAND USE TECHNOLOGY, INC. | | TIDEWATER, INC. | | TOTAL ENVIRONMENTAL CONCEPTS, 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) | 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 | \$120.00 /Hr | \$125.00 /Hr | \$150.00 /Hr | \$150.00 /Hr | \$150.00 /Hr | \$150.00 /Hr | \$125.00 /Hr | \$125.00 /Hr | \$130.00 /Hr | \$130.00 /Hr | \$50.00 /Hr | \$50.00 /Hr | \$115.00 /Hr | \$115.00 /Hr | \$110.00 /Hr | \$110.00 /Hr |
| 2. Certified Industrial Hygienist | \$112.00 /Hr | \$117.00 /Hr | \$125.00 /Hr | \$125.00 /Hr | \$105.00 /Hr | \$105.00 /Hr | \$100.00 /Hr | \$110.00 /Hr | \$120.00 /Hr | \$120.00 /Hr | \$105.00 /Hr | \$105.00 /Hr | \$105.00 /Hr | \$105.00 /Hr | \$110.00 /Hr | \$110.00 /Hr |
| 3. Project Manager | \$80.00 /Hr | \$80.00 /Hr | \$115.00 /Hr | \$115.00 /Hr | \$85.00 /Hr | \$85.00 /Hr | \$75.00 /Hr | \$80.00 /Hr | \$85.00 /Hr | \$85.00 /Hr | \$75.00 /Hr | \$75.00 /Hr | \$95.00 /Hr | \$95.00 /Hr | \$85.00 /Hr | \$85.00 /Hr |
| 4. Industrial Hygienist Technician | \$55.00 /Hr | \$60.00 /Hr | \$77.50 /Hr | \$77.50 /Hr | 60.00 /Hr | \$60.00 /Hr | \$55.00 /Hr | \$60.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$65.00 /Hr | \$97.50 /Hr |
| 5. Other (such as Geologist, etc.) | \$95.00 /Hr | \$105.00 /Hr | \$90.00 /Hr | \$90.00 /Hr | \$90.00 /Hr | \$90.00 /Hr | \$65.00 /Hr | \$75.00 /Hr | \$75.00 /Hr | \$75.00 /Hr | \$50.00 /Hr | \$50.00 /Hr | \$95.00 /Hr | \$95.00 /Hr | \$85.00 /Hr | \$85.00 /Hr |
| 6. Field Technician/Inspector | \$65.00 /Hr | \$70.00 /Hr | \$70.00 /Hr | \$70.00 /Hr | \$60.00 /Hr | \$60.00 /Hr | \$55.00 /Hr | \$60.00 /Hr | \$60.00 /Hr | \$60.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$65.00 /Hr | \$65.00 /Hr |
| 7. CADD Operator | \$55.00 /Hr | \$55.00 /Hr | \$60.00 /Hr | \$60.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$60.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$55.00 /Hr | \$60.00 /Hr | \$60.00 /Hr |
| 8. Administrative Support | \$50.00 /Hr | \$50.00 /Hr | \$50.00 /Hr | \$50.00 /Hr | \$0 /Hr | \$0 /Hr | \$45.00 /Hr | \$50.00 /Hr | \$50.00 /Hr | \$50.00 /Hr | \$0.00 /Hr | \$0.00 /Hr | \$45.00 /Hr | \$45.00 /Hr | \$50.00 /Hr | \$50.00 /Hr |
| II. SAMPLE COSTS: | | | | | | | | | | | | | | | | |
| 9. TEM Samples (24 hour normal weekday T.A.T.)* | \$80.00 /Sample | | \$45.00 /Sample | | \$65.00 /Sample | | \$90.00 /Sample | | \$75.00 /Sample | | \$70.00 /Sample | | \$60.00 /Sample | | \$77.50 /Sample | |
| 10. TEM Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday) | \$145.00 /Sample | | \$45.00 /Sample | | \$110.00 /Sample | | \$160.00 /Sample | | \$125.00 /Sample | | \$125.00 /Sample | | \$85.00 /Sample | | \$125.00 /Sample | |
| 11. TEM Samples (Processed over Federal Holiday) | \$275.00 /Sample | | \$55.00 /Sample | | \$110.00 /Sample | | \$160.00 /Sample | | \$125.00 /Sample | | \$125.00 /Sample | | \$90.00 /Sample | | \$200.00 /Sample | |
| 12. TEM Samples (3 day T.A.T., not weekend or Federal Holiday) | \$60.00 /Sample | | \$40.00 /Sample | | \$55.00 /Sample | | \$55.00 /Sample | | \$60.00 /Sample | | \$55.00 /Sample | | \$47.00 /Sample | | \$ 60.00 /Sample | |
| 13. PLM Bulk Samples (24 hour normal weekday T.A.T.)* | \$20.00 /Sample | | \$8.00 /Sample | | \$10.00 /Sample | | \$12.50 /Sample | | \$10.00 /Sample | | \$14.00 /Sample | | \$9.75 /Sample | | \$11.00 /Sample | |
| 14. PLM Bulk Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday) | \$20.00 /Sample | | \$8.00 /Sample | | \$18.00 /Sample | | \$16.00 /Sample | | \$ 20.00 /Sample | | \$55.00 /Sample | | \$13.50 /Sample | | \$23.75 /Sample | |
| 15. PLM Bulk Samples (Processed over Federal Holiday) | \$20.00 /Sample | | \$8.00 /Sample | | \$25.00 /Sample | | \$16.00 /Sample | | \$ 20.00 /Sample | | \$165.00 /Sample | | \$13.50 Sample | | \$55.00 /Sample | |
| 16. PLM Bulk Samples (2 to 5 day T.A.T., not weekend or Federal Holiday) | \$15.00 /Sample | | \$6.50 /Sample | | \$8.00 /Sample | | \$9.00 /Sample | | \$10.00 /Sample | | \$8.00 /Sample | | \$8.25 /Sample | | \$11.00 /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 | | \$ 7.00 /Sample | | \$6.50 /Sample | | \$7.50 /Sample | | \$8.00 /Sample | | \$0/5.00 /Sample | | \$9.00 /Sample | | \$5.00 /Sample | |
| 19. PCM Air Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday) | \$5.00 /Sample | | \$7.00 /Sample | | \$6.50 /Sample | | \$10.00 /Sample | | \$10.00 /Sample | | 0/10.00 /Sample | | \$12.00 /Sample | | \$10.00 /Sample | |
| 20. PCM Air Samples (Processed over Federal Holiday) | \$5.00 /Sample | | \$7.00 /Sample | | \$6.50 /Sample | | \$10.00 /Sample | | \$10.00 /Sample | | \$0/20.00 /Sample | | \$12.00 /Sample | | \$20.00 /Sample | |
| 21. PCM Air Samples (2 to 5 day T.A.T., not weekend or Federal Holiday) | \$5.00 /Sample | | \$6.00 /Sample | | \$6.50 /Sample | | \$5.50 /Sample | | \$5.00 /Sample | | \$5.00 /Sample | | \$8.50 /Sample | | \$10.00 /Sample | |
| 22. Microbial Samples | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| Culturable Fungi – colony count and species id | \$75.00 Air/Sample | | \$70.00 Air/Sample | | \$60.00 Air/Sample | | \$60.00 Air/Sample | | \$50.00 Air/Sample | | \$55.00 Air/Sample | | \$47.00 Air/Sample | | \$70.00 Air/Sample | |
| | \$75.00 Wipe/Sample | | \$70.00 Wipe/Sample | | \$70.00 Wipe/Sample | | \$40.00 Wipe/Sample | | \$50.00 Wipe/Sample | | \$55.00 Wipe/Sample | | \$47.00 Wipe/Sample | | \$70.00 Wipe/Sample | |
| Culturable Bacteria – colony count and species id | \$75.00 Air/Sample | | \$70.00 Air/Sample | | \$60.00 Air/Sample | | \$60.00 Air/Sample | | \$50.00 Air/Sample | | \$65.00 Wipe/Sample | | \$67.00 Wipe/Sample | | \$65.00 Air/Sample | |
| | | | | | | | | | | | | | | | | |
| 23. Lead Samples: | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| Lead in air/personnel | \$15.00 Air/Sample | | \$8.00 Air/Sample | | \$10.00 Air/Sample | | \$ 12.00 Air/Sample | | \$10.00 Air/Sample | | \$15.00 Air/Sample | | \$9.75 Air/Sample | | \$17.00Air/Sample | |
| Lead on surface | \$15.00 Wipe/Sample | | \$8.00 Wipe/Sample | | \$10.00 Wipe/Sample | | \$14.00 Wipe/Sample | | \$10.00 Wipe/Sample | | \$15.00 Wipe/Sample | | \$9.75 Wipe/Sample | | \$17.00 Wipe/Sample | |

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|--|---------------------------------|---|--------------------------------------|---|--|---|---------------------------------|---|---------------------------------|---|------------------------------------|---|---------------------------------|---|------------------------------------|---|
| | 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) | 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) |
| III. RENTAL EQUIPMENT COSTS: | | | | | | | | | | | | | | | | |
| 1. Asbestos Abatement Monitoring: | | | | | | | | | | | | | | | | |
| a. Buck Pumps, SKC Pumps, High Volume Sampling Pumps, Rotometers | | | \$0 /day | INC | INC | \$0 /day | \$0 /day | INC | \$0.00 /day | | | | | | | |
| b. Phase Contrast Microscope | | | \$0 /day | INC | INC | \$0 /day | INC | \$0.00 /day | | | | | | | | |
| c. Other | | | N/A | | | \$0 /day | N/A | Cost + 10% /day | \$0.00 /day | | | | | | | |
| | | | | | | | | | | | | | | | | |
| 2. Indoor Air Quality: | | | | | | | | | | | | | | | | |
| a. TSI Q-Trak (or similar handheld IAQ device) | | | \$0 /day | INC | \$75.00 /day | \$160.00 /day | \$0 /day | INC | \$75.00 /day | \$20.00 /day | | | | | | |
| b. IAQ-Calc (or similar handheld IAQ device) | | | N/A | INC | \$75.00 /day | \$160.00 /day | \$0 /day | INC | \$75.00 /day | \$20.00 /day | | | | | | |
| c. TSI Direct Read Dust Meter (or similar dust meter) | | | \$90.00 /day | INC | \$75.00 /day | \$125.00 /day | \$0 /day | INC | \$75.00 /day | \$20.00 /day | | | | | | |
| d. Moisture Meter | | | \$0 /day | INC | \$10.00 /day | \$100.00 /day | \$0 /day | INC | \$50.00 /day | \$20.00 /day | | | | | | |
| | | | \$ 150.00/day Thermal Imaging Camera | | | | | \$150.00 /day Photo Ionizing Detector | | | | | | | | |
| e. Other | | | | | \$75.00 /day | N/A | | N/A | \$0.00 /day | | | | | | | |
| | | | | | | | | | | | | | | | | |
| 3. Microbial: | | | | | | | | | | | | | | | | |
| a. Sampling Equipment (Anderson, etc.) | | | \$0 /day | INC | INC | \$160.00 /day | \$0 /day | INC | \$0.00 /day | | | | | | | |
| b. Other | | | N/A | | | \$50.00 /day | N/A | Cost + 10% /day | \$0.00 /day | | | | | | | |
| | | | | | | | | | | | | | | | | |
| 4. Miscellaneous: | | | | | | | | | | | | | | | | |
| a. XRF | | | \$ 165.00 /day | \$25.00 /day | \$200.00 /day | \$150.00 /day | \$100.00 /day | \$100.00 /day | \$125.00 /day | \$150.00 /day | | | | | | |
| b. Ionizing Radiation Detector | | | \$180.00 /day | \$ 25.00 /day | \$125.00 /day | \$175.00 /day | \$125.00 /day | \$150.00 /day | \$125.00 /day | \$120.00 /day | | | | | | |
| c. Other | | | | | | \$150.00 /day | N/A | | N/A | | | | | | | |
| IV. Reimbursable Costs | Overnight shipping - cost + 10% | | | | Other requested lab analysis rental equipment, drilling, and outside vendor required services: Cost = 10%. Shipping at cost. | | None | | | | | | N/A | | | |