



**Procurement Form (FOR)**

**Effective Date:**  
5/1/2019

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**Document Title:**  
Procurement Board Report-RFP

**Document Owner/Department:**  
Procurement Team

**Date: December 17, 2020**  
**To: Sue McCormick, Chief Executive Officer**  
**From: Daniel Edwards, Procurement Manager**  
**Re: Procurement Report**

**General Information**

Contract Number:	2001492/2002240	Project Owner:	Zanetta Stewart/Edwin Merriweather
Contract Title:	Crane Services and Inspections		
Vendor:	Crane Technologies		
Budget:	Operations and Maintenance		

**Procurement Method**

Competitively bid – Request for Proposal (RFP) Qualification Based Selection (QBS) – Evaluation Committee			
Advertised:	8/27/20	Addendums released:	0
Buyer:	Eric Zuckero	Downloaded by:	16
Response due date:	9/24/20	Responses received:	1

**Cost Summary – Crane Technologies**

**WRRF CSO Basins (5 Year Cost)**

Description	Proposed Cost	Negotiated Cost
1st Quarter MIOSHA Inspection for cranes & hoists	\$170,880.00	\$170,880.00
2nd Quarter MIOSHA Inspection for cranes & hoists	64,080.00	64,080.00
3rd Quarter MIOSHA Inspection for cranes & hoists	170,880.00	170,880.00
4th Quarter MIOSHA Inspection for cranes & hoists	64,080.00	64,080.00
Provisionary Allowance	360,080.00	360,080.00
<b>Totals</b>	<b>\$830,000.00</b>	<b>\$830,000.00</b>



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**Cost Summary – Crane Technologies**

**Water Plants & Pumping Stations (5 Year Cost)**

<b>Description</b>	<b>Proposed Cost</b>	<b>Negotiated Cost</b>
1st Quarter MIOSHA Inspection for cranes & hoists	\$124,600.00	\$124,600.00
2nd Quarter MIOSHA Inspection for cranes & hoists	46,725.00	46,725.00
3rd Quarter MIOSHA Inspection for cranes & hoists	124,600.00	124,600.00
4th Quarter MIOSHA Inspection for cranes & hoists	46,725.00	46,725.00
Provisionary Allowance	107,350.00	107,350.00
Provisionary Allowance for Field Services Additional Sites	250,000.00	250,000.00
<b>Totals</b>	<b>\$700,000.00</b>	<b>\$700,000.00</b>

*Provisionary Allowance is an amount included in the Contract Price to reimburse the Contractor for the cost to furnish and perform Work that is uncertain. Any remaining balance upon Final Completion shall be retained by the GLWA and not paid to the Contractor.*

Benchmarking was completed by comparing the proposals for this project. This analysis confirmed that rates are in competitive range.

- GLWA operates cranes with load bearing capacity from 1 ton to 100 tons.
- Per the State of Michigan contract 511B7700031 with Royal Arc. Royal Arc provided a rate of \$295.00 per crane inspection for a 35 ton crane for each year.
- Per the San Antonio Water System contract 18-0053 with General Crane Service. General Crane Service provided a rate of \$380.00 per crane inspection for a 50 ton crane for each year.
- GLWA was quoted a flat rate of \$356.00 per crane regardless of tonnage for half of each year of the contract and \$133.50 per crane regardless of tonnage for the other half of each year of the contract. This works out to an average of \$244.75 per crane inspection regardless of tonnage for the duration of the contract.

The rate comparisons and allowances (if any) are illustrated in the attached cost tabulation.

**Evaluation Committee: (Designation – Organization)**

A – Team Leader - GLWA

B – Team Leader - GLWA

C – Manager - GLWA

D – Manager - GLWA



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### Evaluation Score(s) - Maximum Score Possible: 100

*The Evaluation Committee independently reviewed and scored the proposals in accordance with GLWA's policy. The rankings are below.*

Vendor (Highest to lowest score)	Score	Proposed Cost Per 3 Years Before Negotiations
<b>Crane Technologies</b>	<b>83.7</b>	<b>\$830,000.00 (Wastewater) \$700,000.00 (Water &amp; Field Services)</b>

### Other Data Requested by GLWA Board Members

Minority Business Enterprise (MBE): No  
Detroit Based Business (DBB): No  
Small Business Enterprise (SBE): No

Sub-Contractor(s) List: N/A

Vendor Response Survey: Yes

### Litigation

This vendor is not currently nor has been previously involved in any litigation with the GLWA.

### Financials

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and was determined that the selected vendor has the financial capacity to perform the tasks under this contract. This information is available for the Board of Directors to review upon request.

### Previous Contract

Previous contract holder: None