



William M. Wolfson
Chief Administrative and Compliance Officer
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June 19, 2020

Via E-mail and U.S. Mail

Ryan McKeon
Vice President
Wachs Water Services
801 Asbury Drive
Buffalo Grove, Illinois 60089
Ryan.McKeon@xyleminc.com

RE: Appeal of Bid Protest Denial – Contract No. 2000292, Phase 2 - Valve Exercising
Project for Field Services

Dear Mr. McKeon:

BACKGROUND

In 2018, GLWA began its first formal valve condition assessment and exercising program with the goal of locating, inspecting, evaluating, exercising, and repairing 450 valves with a diameter of 24-inches or greater over a two-year period. After completing the initial phase of this program, GLWA issued RFB (Request for Bid)¹ No. 2000292 for phase 2 of the valve exercising program. On March 25, 2020, GLWA Procurement Team indicated its Intent to Award the contract to the low bidder, Hydromax USA (Hydromax). Subsequently, on June 4, 2020, Xylem protested the Intent to Award the contract to Hydromax. On June 5th that protest was denied by GLWA's Chief Procurement Officer. On June 10, 2020, the proposed contract No. 2000292 was presented to the GLWA Board of Directors' Operations and Resources Committee, which, after having been advised of the protest, recommended the contract for approval by the Board of Directors. Later that same day, at 4:48 p.m., Xylem filed an appeal of the decision to deny its bid protest.² The Chief Administrative Officer's review and determination of this protest are governed by Section 8.3(d) of the GLWA's Procurement Policy. Section 8.3 (d) provides in part that; "[t]he Chief Administrative Officer's determination shall be final."

¹ GLWA's Procurement Policy defines a Request for Bid (RFB) as; "The solicitation document used for Competitive Bidding the purchase of Goods and Services awarding the Contract to the Vendor on a Low Bid evaluation method.

² The appeal did not reach the Chief Administrative and Compliance Officer until Thursday June 11, 2020, as Xylem did not use his correct e-mail address.

QUESTION PRESENTED

Xylem's appeal raises a single issue; which it states as follows:

Subsequent to the submission of our initial protest and in response to a Freedom of Information Act (FOIA) request that we made to GLWA on May 29, we received a copy of Hydromax USA's submission on June 8th. After reviewing the information included in the Hydromax USA submission, specifically, the 6 references included to demonstrate their relevant experience, we are confident that Hydromax did not demonstrate their relevant experience, we are confident that Hydromax did not demonstrate that they meet the threshold of "*The Contractor shall have a minimum of **three references** from municipal water systems for **similar work** conducted within the **last three years**.*

(Emphasis in original. A copy of the appeal is attached as Exhibit A)

The appeal is consistent with the RFB's *Scope of Work/Specifications, Minimum Qualifications* section which states: "The Contractor shall have a minimum of three references from municipal water systems for similar work conducted within the last three years."

RESPONSE AND RATIONALE

Section 8.1(1) of GLWA's Procurement Policy addresses the scoring method that may be used for an RFB. It states: "Low Bid – A RFB award based on the lowest, Qualified, Responsive and Responsible Vendor." For its appeal, Xylem is claiming that Hydromax lacked the minimum qualifications for its bids because its references were deficient.

A. The Appeal is not permitted by the express terms of GLWA's Procurement Policy

The threshold question that must be addressed is whether GLWA's Procurement Policy allows a bidder to protest the award of a contract by challenging another bidder's qualifications. Section 8.3(e) of GLWA's Procurement Policy provides the answer. It states in pertinent part:

Items excluded from protests and appeals include:

- x. Failure of a Vendor or Potential Vendor to meet minimum or mandatory requirements.

Based upon the plain language of GLWA's Procurement Policy, the appeal must be denied because it is one bidder challenging the minimum qualifications of another, and, in this case, the lower bidder. Such protests and appeals are not permitted by GLWA's Procurement Policy.

B. Even if the Appeal were permitted it would fail

1. Hydromax satisfied the minimum requirement of three references

Even if the appeal were otherwise permitted, it would fail. The RFB required three references from municipal water systems for similar work conducted in the last three years. The first question that must be answered is did Hydromax submit three references?

Hydromax submitted six references. Hydromax submitted references from Washington D.C., Nashville, Tennessee, Pinellas County, Florida, Henrico County, Virginia, Cocoa, Florida, and Raleigh, North Carolina. (A Copy of Hydromax's references are attached as Exhibit B)³.

2. The referenced work was conducted within the last three years

As indicated in Exhibit B, the work for Washington D.C. (October 2017 through December 2017), Nashville Tennessee (September 2015 through September 2020⁴), Pinellas County, Florida (June 2016 through June 2020), Henrico County, Virginia (October 2015 through October 2020), and Raleigh, North Carolina (October 2017 through October 2022) all appears to have been conducted within the last three years. Five of the six references supplied by Hydromax cited work performed within the last three years. Only the referenced work for Cocoa, Florida (March 2012 through March 2014) fails to meet this requirement. By submitting 5 references for work conducted within the past three years, Hydromax has met the minimum bid requirement.

3. The referenced work was similar

In its appeal Xylem has cited various differences between the referenced work Hydromax performed and the current contract. One of the key concerns with this contract is experience with system valves with a diameter of 24-inches or greater. On May 19, 2020, GLWA requested clarification on this point and Hydromax responded that within the engagements it referenced it had worked on well over 1,000 valves of this type. Based upon the information received, GLWA's Procurement Team had sufficient basis to determine that the referenced work was similar in scope to that requested by RFB 2000292.

DETERMINATION

Xylem's Bid Protest Appeal is denied. The GLWA Chief Procurement Officer may resume the contract award process and implementation. Pursuant to Section 6.2(d) of the GLWA Procurement Policy, this determination is final for the GLWA.

Sincerely,



William M. Wolfson
Chief Administrative and Compliance Officer

³ Prior to issuing its Intent to Award letter, GLWA procurement had received two positive responses from Hydromax references. Additional positive responses were subsequently received.

⁴ Some of the Hydromax's references cite ongoing projects whose contract term expires in the future.

June 10, 2020

William Wolfson
Chief Compliance and Administrative Officer
Great Lakes Water Authority

Dear Mr. Wolfson,

On June 4th, our firm Protested the Notice of Intent to Award a contract to Hydromax USA for the New Valve Exercising Project for Field Services (GLWA solicitation RFB 2000292). On Friday (June 5), we received a letter from Ms. Sonya Collins stating that our protest had been denied.

In accordance with Section 8.3 of GLWA's Procurement Policy, we are respectfully filing an appeal of the decision made by GLWA's Chief Procurement Officer.

Subsequent to the submission of our initial protest, and in response to a Freedom of Information Act (FOIA) request that we made to GLWA on May 29, we received a copy of Hydromax USA's submission on June 8th. After reviewing the information included in the Hydromax USA submission, specifically, the 6 references included to demonstrate their relevant experience, we are confident that Hydromax did not demonstrate that they meet the threshold of: *"The Contractor shall have a minimum of **three references** from municipal water systems for **similar work** conducted within the **last three years**".*

The foundational scope for GLWA solicitation RFB 2000292 is 5,540 hands-on, in-the-vault valve inspections that must be performed by means of a confined space entry. Street-level valve inspection work, where workers do not enter the vault, does not constitute similar work because street-level valve inspections:

- constitute a dramatically less complex and exhaustive scope
- do not require certifications from OSHA
- do not require specialized air monitoring equipment, processes and worker competencies
- do not require specialized rescue equipment, processes and worker competencies
- do not require specialized traffic control equipment, processes and worker competencies
- present a significantly lower risk profile for both the contractor and the owner/utility
- on average, cost 70-90% less per unit than hands-on, in-the-vault valve inspections

We believe the following four references submitted by Hydromax USA should be considered invalid for the following reasons:

1. City of Cocoa, FL (ineligible)

Per Hydromax USA's submission, this contract ended in March of 2014 and is therefore an ineligible reference since it was not performed in the last three years. In addition, the work was awarded to and performed by Mueller Service Company, LLC., not Hydromax, USA.

Exhibit A-1

2. Nashville – Metro Water (dissimilar work)

The scope of work as outlined in the request for quotations expressly and explicitly asked for inspections from the surface. The relevant section of the solicitation, which is included as an attachment (page 4 of 32, [Nashville 2015 RFQ.pdf]), is quoted as follows:

Valve Inspection

- *The Contractor will perform a visual inspection of the valve and box/vault at street level to identify any discrepancies visible at ground level.*
- *Data will be documented for each valve as provided in the Data Collection section.*

The Nashville Metro Water project scope clearly indicates that all valve and structure (box/vault) inspections were to be made from street level. All valve assessments performed on this project were performed from street level which renders this work dissimilar to that which is required under GLWA's New Valve Exercising Project for Field Services and should therefore not be recognized as a valid reference.

3. Pinellas County, FL (dissimilar work)

The scope of work as outlined in the invitation to bid expressly and explicitly asked for inspections from the surface. The relevant section of the solicitation, which is included as an attachment (page 21 of 33, [Pinellas 2016 ITB.pdf]), is quoted as follows:

C. SCOPE

- 1) *Inspection* - *The Contractor will execute a visual inspection of the asset. This inspection will be conducted from street level and is intended to discover discrepancies that are readily visible from above ground. The Contractor shall submit a detailed list of observations (i.e. attribute data) to be made and collected at valve and hydrant assets.*

The Pinellas County project scope clearly indicates that all asset inspections (valves and hydrants) were made from street level. All valve assessments performed on this project were performed from street level which renders this work dissimilar to that which is required under GLWA's New Valve Exercising Project for Field Services and should therefore not be recognized as a valid reference.

4. Henrico County, VA (dissimilar work)

The scope of work as outlined in the invitation to bid expressly and explicitly states that the valves to be assessed are in valve boxes which prevents in-the-vault inspections from being performed and only allows inspections to be made from the surface. The relevant section of the solicitation, which is included as an attachment (page 45 of 56, [Henrico County 2015 ITB.pdf]), is quoted as follows:

1. *Assessment of valve and valve box*
 - a. *Locating*
 - b. *Cleaning debris and water from valve box to below the operating nut*

Exhibit A-2

- c. *Valve exercises*
- d. *Painting valve box lid*
- e. *Visually check for leaks*

The Henrico County project scope clearly indicates that the valves to be inspected and assessed are in roadway boxes which prevents hands-on, in-the-vault assessments from being performed. All valve assessments performed on this project were performed from street level which renders this work dissimilar to that which is required under GLWA's New Valve Exercising Project for Field Services and should therefore not be recognized as a valid reference. To further support this position, please see the attached Bid Tabulation [Henrico 2015 Bid Tab.pdf] which indicates that Hydromax USA submitted a price of \$160 per unit for the "Inspection, repair and testing of 30 to 48 inch valves". This is more than 80% lower than the unit pricing Hydromax USA bid for the inspection and assessment of the like sized valves in GLWA. The pricing is dramatically different because the work is dramatically different. GLWA's 3 day protest appeal window prohibited us from acquiring unit pricing for the other two project references we're challenging on the basis of the work not being similar (Nashville and Pinellas) but we're confident that with more time, we will confirm that the unit prices related to valve assessments, even for large valves, are orders-of-magnitude lower than those submitted for the GLWA project because the work is not similar. We also noticed Hydromax USA's Experience Summary lists this project as 0% complete which further invalidates the claim that this is a valid reference.

As you can see, four of the six references provided by Hydromax fail to meet the required criteria for references under the RFB/Solicitation. As illustrated and supported by the evidence above, we are confident that Hydromax did not supply three references for similar work conducted within the last three years, as required under the RFB/Solicitation. Accordingly, GLWA should declare Hydromax USA's submission as non-responsive.

We thank you for your consideration to this appeal and await your reply.

Respectfully Submitted,



Ryan McKeon
Vice President, Wachs Water Services
(443) 386-7531
Ryan.McKeon@xyleminc.com

Exhibit A-3

Requested – Large Valve and Hydrant Assessment References - Current

REFERENCES	<p>Washington Aqueduct Authority/US Army Corp of Engineers/Arcadis – Transmission Main Valve Assessment Program Valve / Vault Condition Assessment, Maintenance and GIS Integration ~250 Total Valves. Includes 50 Valves 14" or larger</p>			<p>Nashville – METRO WATER (Program 2) Valve and Hydrant Condition Assessment, Maintenance and GIS Integration 60,000 Total Valves 35,000 Hydrants Includes 1358 Valves 14" or larger</p>	<p>Pinellas County, FL Valve and Hydrant Condition Assessment, Maintenance and GIS Integration 25,000 Valves, 7,500 Hydrants Includes 1170 Valves 14" or larger</p>
	Project Owner	Washington DC	Nashville, TN	Pinellas County	
Reference Information	<p>Kris Wheaton, Project Engineer Arcadis U.S., Inc. 2101 L Street NW Washington, DC 20037 P) 202 912 8100 F) 202-887-5168 Kristin.Wheaton@arcadis.com</p>			<p>Alan Hand - Operations 1600 2nd Ave. North Nashville, TN 37208 P) 615-862-4847 F) 615-862-4839 alan.hand@nashville.gov</p>	<p>Alan Bollenbacher Maintenance Division Manager 6730 142nd Avenue N. Largo, FL 33771 P) 727- 464-5825 F) 727- 464-5869 abollenb@pinellascounty.org</p>
	Contract Value Consolidated	\$150,000	\$5M (Budget)	\$1.8M (budget)	
	Contract Term	10/6/17-12/31/17	9/1/2015-9/1/2020	6/16 – 6-20	
	Percentage of Contract Complete	10%	20% (Prog. 1–100% Complete)	25%	
	Project Manager	Todd Christman	Lamar Carroll	Lamar Carroll	
					
REFERENCES	<p>Henrico County, VA Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance GIS Data Integration 13,000 Valves / 5000 Hydrants Includes 1490 Valves 14" or larger</p>			<p>City of Cocoa Valve and Hydrant Condition Assessment Maintenance/Flowing GIS/CMMS Integration 26,000 Valves / 6000 Hydrants & GPS Unidirectional Flushing Program Includes 395 Valves 14" or larger</p>	<p>Raleigh, NC Large Valve Condition Assessment, Maintenance and GIS Integration 1350 Total Valves 1350 Valves 12" or Larger</p>
	Project Owner	County of Henrico VA	Cocoa, FL	City of Raleigh	
Reference Information	<p>Vin Kamatchi 1590 E Parham Road Henrico, VA 23273-0775 P) 804-501-5680 kam001@henrico.us</p>			<p>Jack Walsh/Chris Collier 351 Shearer Boulevard Cocoa, FL 32922 P) 321-433-8400 F) 321-433-8634 ccollier@cocoafl.org</p>	<p>John Sorrell, P.E. Manager City of Raleigh Public Utilities Department (919) 996-3485 john.sorrell@raleighnc.gov</p>
	Contract Value Consolidated	\$1.0M (Budget)	\$1.3M (Budget and Actual)	\$425k (Budget and Actual)	
	Contract Term	10/1/2015 – 10/1/2020	3/1/2012-3/1/2014	10/1/2017-10/1/2022	
	Percentage of Contract Complete	0%	100%	25%	
	Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll	
 					



Valve and Hydrant Assessment and UDF References - All

REFERENCES	Charlotte Water – Central Business District (Downtown) Valve and Hydrant Condition Assessment, Maintenance and GIS Integration 3500 Total Valves 1000 Hydrants – Full Shutdown Verification	Pasco County FL M17 Hydrant Condition Assessment Maintenance & GIS Integration 9000 M17 Hydrants & GPS	Raleigh, NC Large Valve Condition Assessment, Maintenance and GIS Integration 1350 Total Valves 1350 Valves 12" or Larger
	Project Owner	Pasco County	City of Raleigh
Reference Information	Scott M. Alpert, PhD, PE Hazen and Sawyer 9101 Southern Pine Blvd #250, Charlotte, NC 28273 Tel: 704-357-3150 salpert@hazenandsawyer.com	Sherman Applegate, Utilities Operations Manager 19420 Central Blvd. Land O Lakes, FL 34637 813-929-2755 sapplegate@pascocountyfl.net	John Sorrell, P.E. Manager City of Raleigh Public Utilities Department (919) 996-3485 john.sorrell@raleighnc.gov
	Contract Value Consolidated	\$500k (Budget and Actual)	\$425k (Budget and Actual)
Contract Term	1/1/2018-9/1/2018	10/1/2017-10/1/2019	10/1/2017-10/1/2022
Percentage of Contract Complete	5%	50%	25%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll
REFERENCES	Nashville – METRO WATER Valve and Hydrant Condition Assessment, Maintenance and GIS Integration 60,000 Total Valves 35,000 Hydrants	Tarpon Springs, FL M17 Hydrant Condition Assessment Maintenance, Repairs & GIS Integration 700 M17 Hydrants & GPS	(Name Restricted) Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance GIS Integration 3,300 Valves All FL Theme Parks Resorts
	Project Owner	Tarpon Springs FL	(Name Restricted)
Reference Information	Hal Balthrop, Asst. Director 1600 2nd Ave. North Nashville, TN 37208 P) 615-862-4847 F) 615-862-4839 Hal.balthrop@nashville.gov	Raymond Page, Utilities Superintendent 1624 L&R Industrial Blvd., Tarpon Springs, FL 34688 727.938.3711 rpage@ctsfl.us	Richard McArthur, Global Contracts, PO Box 10000 Lake Buena Vista, Florida 32830 P) 407-939-4614 F) 407-939-4692 Richard.E.McArthur@disney.com
	Contract Value Consolidated	\$5M (Budget and Actual)	\$160,000.00 (Budget and Actual)
Contract Term	9/1/2015-9/1/2020	9/1/2017-10/1/2019	7/1/15-7/1/16
Percentage of Contract Complete	50%	50%	95%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll
REFERENCES	Pinellas County, FL Valve and Hydrant Condition Assessment, Maintenance and GIS Integration 25,000 Valves, 7,500 Hydrants – Wastewater Plant Valves and Facility Assessments	Indian River Valve and Hydrant Condition Assessment, Maintenance and GIS Integration 4,000 Valves, 2,000 Hydrants	Henrico County, VA Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance GIS Data Integration 13,000 Valves / 5000 Hydrants
	Project Owner	City of Indian River	County of Henrico VA
Reference Information	Alan Bollenbacher Maintenance Division Manager 6730 142nd Avenue N. Largo, FL 33771 P) 727- 464-5825 F) 727- 464-5869 abollenb@pinellascounty.org	Terry Southard Operations Manager Indian River County Utilities 772-226-3404 Terry Southard terrysouthard@ircgov.com	Vin Kamatchi 1590 E Parham Road Henrico, VA 23273-0775 P) 804-501-5680 kam001@henrico.us
	Contract Value Consolidated	\$1.8M (Budget and Actual)	\$1.0M (Budget and Actual)
Contract Term	6/16 – 6-20	Annual Piggyback Contract	10/1/2015 – 10/1/2020
Percentage of Contract Complete	60%	50%	70%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll








Valve and Hydrant Assessment and UDF References – All

REFERENCES	Broward Hydrant Condition Assessment Maintenance & GIS Integration 8,000 M17 Hydrants & GPS Port Everglades – Secure Area Unidirectional Flushing Program	City of Portsmouth VA Valve Condition Assessment, 3000 M-17 Hydrant Condition Assessment and Flowing / Maintenance / UDF Execution GIS Data Integration 7000 Valves / 3000 Hydrants	Charlotte UDF Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance / UDF Execution /GIS Data Integration 1500 Valves / 500 Hydrants 100 Miles
Project Owner	Broward County, FL	City of Portsmouth	Charlotte Water
Reference Information	Carlos Garcia, Project Manager 255 W Copans Rd Pompano Beach, FL 33069 P) 954-520-5881 F) 954-831-0798 cbgarcia@broward.org	P. Troy McPherson, PE, ENV SP Hazen and Sawyer 2809 S. Lynnhaven Road, Suite 350, Virginia Beach, VA 23452 Tel: 757 785-9488 tmcpherson@hazenandsawyer.com	Scott M. Alpert, PhD, PE Hazen and Sawyer 9101 Southern Pine Blvd #250, Charlotte, NC 28273 Tel: 704-357-3150 salpert@hazenandsawyer.com
Contract Value Consolidated	\$1.2M (Budget and Actual)	1.0M (Budget and Actual)	\$200k (Budget and Actual)
Contract Term	9/1/2015 – 9/1/18	3/1/2016 – 3/1/2017	1/1/2018-9/1/2018
Percentage Complete	100%	100%	100%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll
REFERENCES	City of Greensboro, NC Valve Condition Assessment Maintenance & GIS Integration 500 Valves	Wellington, FL Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance GIS Data Integration 4000 Valves / 1000 Hydrants	Cocoa Wellfields and Plant Facility Valve Location/Condition Assessment. GIS Data Integration 400 Valves
Project Owner	City of Greensboro, NC	City of Wellington, FL	Cocoa, FL
Reference Information	Scott M. Alpert, PhD, PE Hazen and Sawyer 9101 Southern Pine Blvd #250, Charlotte, NC 28273 Tel: 704-357-3150 salpert@hazenandsawyer.com	Bradley C. Wolak, P.E., PMP Assistant Director 12133 Ken Adams Way Wellington, FL 33414 Tel: 561-753-2480/Fax: 561-791-4045 bwolak@wellingtonfl.gov	Jack Walsh/Chris Collier 351 Shearer Boulevard Cocoa, FL 32922 Tel: 321-433-8400 Fax: 321-433-8634 ccollier@cocoafl.org
Contract Value Consolidated	\$25k (Budget and Actual)	\$150k (Budget and Actual)	\$100k
Contract Term	1/1/2018-9/1/2018	9/1/2017-9/30/2018	9/30/2016-9/30/2017
Percentage Complete	100%	100%	100%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll
REFERENCES	Washington Aqueduct Authority Large Valve Condition Assessment, Maintenance and GIS Integration 250 Total Valves 200 Valves 12" or Larger	Certainteed – Saint-Gobain Las Vegas Facility Facility 3D Scanning, Natural Gas Survey, Mapping, and Maintenance/Repair	Certainteed – Saint-Gobain Seattle Facility Facility 3D Scanning, Natural Gas Survey, Mapping, and Maintenance/Repair
Project Owner	Washington Aqueduct Authority	Certainteed – Saint-Gobain	Certainteed – Saint-Gobain
Reference Information	Kristin G. Wheaton, PE, PP, BCEE, Env. SP, Sr. Certified Project Mgr Arcadis U.S., Inc. 17-17 Route 208, 2nd Floor Fair Lawn, NJ 07410 Tel: 1 201 398 4387 Kristin.Wheaton@arcadis.com	Adrian Nemet Saint-Gobain 5931 E Marginal Way S Seattle WA 98134 206.225.0238 Adrian.nemet@saint-gobain.com	Adrian Nemet Saint-Gobain 5931 E Marginal Way S Seattle WA 98134 206.225.0238 Adrian.nemet@saint-gobain.com
Contract Value Consolidated	\$156K (Budget and Actual)	\$30k (Budget and Actual)	\$30k (Budget and Actual)
Contract Term	9/1/2017-3/30/2018	6/1/2018-12/1/18	6/1/2018-12/1/18
Percentage Complete	100%	100%	100%
Project Manager	Lamar Carroll	Mark Congdon	Mark Congdon



Valve and Hydrant Assessment and UDF References - All

REFERENCES	City of Cocoa Valve and Hydrant Condition Assessment Maintenance/Flowing GIS/CMMS Integration 26,000 Valves / 6000 Hydrants & GPS Unidirectional Flushing Program	Knoxville TN Hydrant Assessment, Flowing, Maintenance, and Repair GIS Integration 6,000 Total Hydrants	Nashville – METRO WATER Valve Condition Assessment, Maintenance and GIS Integration 30,000 Total Valves 3,000 Valves 12" or Larger
Project Owner	Cocoa, FL	Knoxville TN	Nashville, TN
Reference Information	Jack Walsh/Chris Collier 351 Shearer Boulevard Cocoa, FL 32922 P) 321-433-8400 F) 321-433-8634 ccollier@cocoafl.org	Danny E. Maxwell, P.E. 4505 Middlebrook Pike Knoxville, TN 37921 P) 865.558.2553 danny.maxwell@kub.org	Hal Balthrop, Asst. Director 1600 2nd Ave. North Nashville, TN 37208 P) 615-862-4847 F) 615-862-4839 Hal.balthrop@nashville.gov
Contract Value Consolidated	\$1.3M (Budget and Actual)	\$600,000.00 (Budget and Actual)	\$1.25M (Budget and Actual)
Contract Term	3/1/2012-3/1/2014	6/1/2012-6/1/2014	9/1/2011 – 9/1/2014
Percentage Complete	100%	100%	100%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll
			
REFERENCES	Seminole Valve Assessment and Hydrant Maintenance /Flowing and GIS Integration 6,000 Valves/31000 Hydrants & GPS – UDF 300 Miles	Providence Valve and Hydrant Condition Assessment/Flowing Maintenance & GIS/CMMS Integration 20,000 Valves / 6000 Hydrants & GPS	City of St. Louis – (IPZ/LPZ) Valve Condition Assessment Maintenance & GIS/CMMS Integration 20,000 Valves & GPS
Project Owner	Seminole County, FL	City of Providence, RI	City of St. Louis
Reference Information	Shannon Ashworth Utilities Program Coordinator 500 W Lake Mary Blvd Sanford, FL 32773 P) 403-665-2015 / F) 407-665-2019 sashworth@seminolecountyfl.gov	Ken Booth, Water Super. 522 Academy Avenue Providence, RI 02908 P) 401-521-6300x7175 F) 401-464-8721 kenb@provwat.com	Mark Nankovil, Distribution Mgr 1640 S. Kingshighway St. Louis, MO 63110-2285 P) 314-633-9026 F) 314-664-6786 mnankovil@stlwater.com
Contract Value Consolidated	\$1.9M (Budget and Actual)	\$1.8M (Budget and Actual)	\$1.2M (Budget)
Contract Term	1/26/2003 - 6/30/2014	8/1/2010 - 8/1/2012	2/15/2016 – 10/1/2016
Percentage Complete	100%	100%	90%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll
			
REFERENCES	City of Melbourne Hydrant Assessment, Flowing, Maintenance, and Repair GIS Integration 3,500 Total Hydrants	Tampa Valve Condition Assessment, Maintenance and GIS Integration 25,000 Valves	Macon GA Valve Condition Assessment Maintenance & GIS/CMMS Integration 20,000 Valves & GPS Water Treatment Plant Valve and Facility Assessment
Project Owner	City of Melbourne	City of Tampa, FL	City of Macon, GA
Reference Information	Bill Spann 900 East Strawbridge Ave Melbourne FL 32901 P) 321-722-5373 F) 321-608-7070 bspann@melbourneflorida.org	Ron Calderoni Distribution Project Manager 2603 N. Rome Ave Tampa, FL 33607 P) 813-259-1805 F) 813-348-2059 ron.calderoni@tampagov.net	Michel Wanna 702 2nd street Macon GA 31202 P) 478-464-5636 F) 478-741-9146 mwanna@maconwater.org
Contract Value Consolidated	250k/Yr	\$2.1M (Budget and Actual)	\$1.8M (Budget and Actual)
Contract Term	Annual Piggyback Contract	5/1/2008 - 5/1/2010	4/1/2010 - 4/1/2012
Percentage Complete	100%	100%	100%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll

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Valve and Hydrant Assessment and UDF References - All

REFERENCES	City of Boca Raton Hydrant Condition Assessment Maintenance & GIS Integration 6,000 Hydrants & GPS	Polk Valve Assessment, Hydrant Maintenance /Flowing and GIS Integration 25,000 Valves & GPS	Volusia County Hydrant Assessment, Maintenance, /Flowing and GIS Integration 10,000 Hydrants & GPS
Project Owner	City of Boca Raton	Polk County Utilities	Volusia County, FL
Reference Information	Leo Kiernan Utilities Network Supervisor 1401 Glades Boulevard Boca Raton, FL 33431 P) 561-338-7320 F) 561-393-7871 lkiernan@myboca.us	Don Silvia, Utilities Manager 1011 Jim Keene Blvd Winter Haven, FL 33880 P) 863-298-4243 F) 863-298-4111 donsilvia@polk-county.net	Alan Ferguson, Utilities Manager 2560 West State Road 44 Deland FL 32720 P) 386-822-6465 F) 386-740-5139 AFerguson@volusia.org
Contract Value Consolidated	\$1.0M (Budget)	\$2.16M (Budget and Actual)	\$700,000 (Budget and Actual)
Contract Term	2/1/2016 – 2/1/2020	3/1/2003 - 3/1/2011	8/13/2007 – 8/13/2014
Percentage Complete	0%	100%	100%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll
REFERENCES	Broward Valve Condition Assessment Maintenance & GIS/CMMS Integration 28,000 Valves & GPS	Hillsborough County Valve Condition Assessment and GIS Integration 50,000 Valves	Sunrise Valve and Hydrant Condition Assessment /Flowing Maintenance & GIS/CMMS Integration 50,000 Valves & GPS
Project Owner	Broward County, FL	Hillsborough County, FL	City of Sunrise, FL
Reference Information	Carlos Garcia, Project Manager 255 W Copans Rd Pompano Beach, FL 33069 P) 954-520-5881 F) 954-831-0798 cbgarcia@broward.org	Jon Johanson, Project Manager 601 E Kennedy County Center 18th Floor, Tampa, FL 33601 P) 813-635-8137	Joe Mazella, Project Manager 10770 W Oakland Park Blvd Sunrise, FL 33351 P) 954-846-7406
Contract Value Consolidated	\$2.8M (Budget and Actual)	\$750,000.00/Yr (Budget and Actual)	\$6.0M (Budget and Actual)
Contract Term	1/31/2006 - 1/31/2009	10/13/2005 - 10/13/2008	6/1/1998 - 6/1/ 2009
Percentage Complete	100%	100%	100%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll
REFERENCES	Reidsville, NC Valve and Hydrant Condition Assessment /Flowing Maintenance GIS Integration Unidirectional Flushing Program 800 Miles / 1000 Valves	Corpus Christi Large Valve Condition Assessment Maintenance & GIS/CMMS 2,000 Valves 12" and Larger	City of Melbourne Hydrant Assessment, Flowing, Maintenance, and Repair GIS Integration 30,000 Total Hydrants
Project Owner	City of Reidsville	City of Corpus Christi, TX	City of Melbourne
Reference Information	Richard G Vaughn Engineering 230 W Morehead St Reidsville, NC 27320 P) 336.347.2316 F) 336.349.1065 rvaughn@ci.reidsville.nc.us	Gabriel Maldonado 1201 Leopard Street Corpus Christi, TX 78401 P) 361-826-3165 F) 361-826-3174 GabrielM@cctexas.com	Bill Spann 900 East Strawbridge Ave Melbourne FL 32901 P) 321-722-5373 F) 321-608-7070 bspann@melbourneflorida.org
Contract Value Consolidated	\$80,000.00 (Budget)/ per project	\$180,000.00 (Budget and Actual)	\$1.6M (Budget and Actual)
Contract Term	10/1/2014 and 10/1/2016	1/1/2010 - 1/1/2012	1/1/2000-6/1/2014
Percentage Complete	100%	100%	100%
Project Manager	Lamar Carroll	Lamar Carroll	Lamar Carroll



Valve and Hydrant Assessment and Maintenance References – Case Studies

a. Project Name & Location	b. Nature of Firm's Responsibility	c. Project Owner's Name & Address and Project Manager's Name & Phone Number	d. Completion Date (actual or estimated)	Entire Project	Work For which Firm was/is Responsible
METRO Water Valve Condition Assessment & GIS/CMMS Integration 60,000 Valves Nashville, Tn (Mueller)	Prime	Nashville Metro Water 1600 2nd Ave. North Nashville, TN 37208 Hal Balthrop (615) 862-4847 Assistant Director	9/1/14	\$1.2M	\$1.2M
<p>Metro Water Services (MWS) in Nashville, Tenn., undertook a valve assessment project to help the utility map and maintain 30,000 valves in its 3,200-mile water distribution system. "Over the last several years, our staffing levels have decreased through attrition to the point where it has become more difficult for us to do a lot of the routine maintenance checks on some of our infrastructure that we might have done in the past," says Hal Balthrop, MWS assistant director of system services. "We had found that over time and due to our staffing levels, we were just not in a position to perform this particular task in a timely manner.</p> <p>Current team members from Hydromax were selected to locate, exercise and document the characteristics of each valve. This will allow MWS to expand the knowledge base of their assets to include the operating condition of those valves. With 180,000 water customers, MWS can already see benefits from the project. "We just have more confidence in our distribution system and our ability to manage it when we do have the occasional break or we need to isolate sections of our water system to do maintenance or repair," says Balthrop.</p> <p>Under this program, teams follow a hierarchical approach and is contracted to assess all system valves throughout the service area. Throughout this process, staff will collect critical physical and operating information for each asset, laying the foundation for ongoing, proactive valve assessment and maintenance. After the contract was expanded, team members worked closely with representatives from Metro Water for several months to develop a comprehensive approach that would efficiently and effectively inventory and assess the entire potable water transmission and distribution system within the targeted project duration. MWS will use the information gathered from the valve assessment to update and confirm their GIS and CMMS databases and asset information. "We're getting GPS coordinates in the event that they get paved or have material put on the top of them and we can't find them," says Balthrop. They've also benefitted from the discovery of a few valves that weren't on any maps.</p> <p>By having a GIS, MWS can see spatially which customers would be affected by a main break. If they have a break, this assessment gives them the confidence that they know where the valve is, that they can operate it without breaking it and causing additional damage, that they can quickly isolate the break, and that they can restore water back to those customers.</p>					<p>Primary Tasks Relevant to the Contract Scope:</p> <ul style="list-style-type: none"> • Assessment and repair of 30,000+ valves to date including 5000+large critical valve assets • Data Management and Validation • QA/QC • Field Operations • GIS Integration with Hansen • 35% MWBE Participation

a. Project Name & Location	b. Nature of Firm's Responsibility	c. Project Owner's Name & Address and Project Manager's Name & Phone Number	d. Completion Date (actual or estimated)	Entire Project	Work For which Firm was/is Responsible
City of Cocoa Valve and Hydrant Condition Assessment Maintenance Leak Detection & GIS/CMMS Integration 19,000 Valves, 6000 Hydrants, 6,000 Isolation Valves Cocoa, FL	Prime	City of Cocoa/CH2M Hill 351 Shearer Boulevard Cocoa, FL 32922 Chris Collier/Yvonne Picard 321-433-8400 Water Operations Manager/Project Mgr	3/1/2015	\$1.6M	\$1.6M
<p>Team members from Hydromax USA were selected to help improve The City of Cocoa's ability to manage and maintain its water distribution system by providing fire hydrant and valve assessment, leak detection, maintenance, repair and replacement services throughout the City's service area. The City of Cocoa provides water services to a population of more than 230,000 people and covers a geographic territory of approximately 270 square miles.</p> <p>Under this program, the first of its kind for the city. Team members from Hydromax USA worked with CH2M Hill to develop a phased approach to assess approximately 19,000 valves, 6,000 hydrants, and 6,000 isolation valves throughout the service area. The program was designed to collect critical physical and operating information for each asset as well as improve system operability, laying the foundation for ongoing, proactive valve and fire hydrant assessment and maintenance.</p> <p>Scope of services for assessment and maintenance include:</p> <ul style="list-style-type: none"> • Condition Assessment of Hydrants and Valves • Minor repairs to valves and hydrants • Leak audit of all system valves • Integration of all data into COC GIS and CMMS system • Nighttime execution of UDF program in the city's historic – high sensitivity district on old infrastructure <p>Project Duration: 14 months Staff: 4 Valve Crews, 2 Hydrant Crews, 1 Leak Crew, 1 Remediation Crew, 1 Onsite Project Manager Valves Assessed: 25,000 Hydrants Assessed: 7,000 Leak Detection: 4,000 system valves Hydrant extensions: 750 completed Valves raised/realigned: 1500+ Status: Completed - \$1.6M</p>					<p>Primary Tasks Relevant to the Contract Scope:</p> <ul style="list-style-type: none"> • Assessment and repair of 30,000 system assets • Leak detection Audit on 4000 valves • Minor Repairs to valves and hydrants • Data Management and Validation • QA/QC • Field Operations • GIS Integration with CMMS • UDF Execution



Bill Wolfson

From: Shane Majetich <shane.majetich@hydromaxusa.com>
Sent: Tuesday, May 19, 2020 2:29 PM
To: Gina Raju
Subject: RE: RFB # 2000292 - Additional References Requested

Please see the below per your request

Nashville – METRO WATER

Valve and Hydrant Condition Assessment, Maintenance and GIS Integration 60,000 Total Valves 35,000 Hydrants

510 Valves 24" or Larger (2015-2020 Contract)

510 Valves 24" or Larger (2011-2014 Contract)

Alan Hand

615-566-0435

alan.hand@nashville.gov

City of Raleigh, NC

Large Valve Condition Assessment, Maintenance and GIS Integration

459 Valves 24" or Larger

Jason Martin, Assistant Director

984-365-3062

Jason.martin@raleighnc.gov

Henrico County, VA

Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance GIS Data Integration 13,000 Valves / 5000 Hydrants

Includes 393 Valves 24" or larger

Jarrett Glasco

804-349-2262

Gla14@henricho.us

Charlotte UDF

Downtown Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance / UDF Execution / GIS Data Integration 4100 Valves / 1000 Hydrants

Includes 50 Valves 24" or larger

Scott M. Alpert, PhD, PE - Hazen and Sawyer

Tel: 704-357-3150

salpert@hazenandsawyer.com

Daytona

Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance GIS Data Integration 8000 Valves / 2200 Hydrants

Includes 62 Valves 24" or larger

Jeff Lane, Utilities Project Manager

386-671-8513

LaneJeff@CODB.US

Houston **(Just started)**

Exhibit C-1
1

Valve Condition Assessment, Hydrant Condition Assessment and Flowing / Maintenance GIS Data Integration 41,000 valves per year - 5 year contract

Includes 2000 Valves 24" or larger

Patrece Lee

Project Manager | Houston Water

832.395.4609

Patrece.Lee@houstontx.gov

Shane Majetich

Vice President, Water Solutions

HYDROMAX USA

Advanced Water, Wastewater and Gas Data Collection

813.305.6610 | 2007 Wood Court, Ste 3 | Plant City FL 33563

www.hydromaxusa.com | shane.majetich@hydromaxusa.com

From: Gina Raju <gina.raju@glwater.org>

Sent: Tuesday, May 19, 2020 1:03 PM

To: Shane Majetich <shane.majetich@hydromaxusa.com>

Subject: RFB # 2000292 - Additional References Requested

Hello,

Could you please provide references that confirm Hydromax USA's experience working with Valves Greater than 24 inches, for this project?

Thank you!

Gina Raju

Professional Administrative Analyst, MPA

Great Lakes Water Authority • 735 Randolph • Detroit, MI 48226

P: 313.268.0925

E: gina.raju@glwater.org

General Information: 844.455.GLWA (4592)



Exhibit C-2