



GLWA Procurement

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7/1/2024

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Procurement Board Report

Document Owner/Department:
Procurement Team

Date: June 25, 2025

To: Suzanne R. Coffey, P.E., Chief Executive Officer

From: Daniel Edwards, Procurement Manager

Re: Procurement Report

General Information

Contract Number:	REQ-0000030	Project Owner:	David Banka
CIP#:	N/A		
Contract Title:	Fuel Maintenance Services		
Vendor:	Technical Service Professionals, LLC, D/B/A TSP Environmental		
Budget:	Operations and Maintenance		
Federal/State Funded	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		

Procurement Method

Competitively bid – Request for Bid (RFB) Lowest responsive and responsible vendor

Advertised:	January 31, 2025	Addendums released:	3
Buyer:	Sean Hallock	Downloaded by:	32
Response due date:	March 21, 2025	Responses received:	2

Business Inclusion and Diversity (B.I.D.) - Applicable

The recommended vendor for award did not submit a B.I.D. plan per the requirements under this solicitation.

Vendor (In order of highest to lowest)	B.I.D. Plan (Pass/Fail)	Scored Criteria (0 or 1)			Cert.	Score w/o B.I.D.	Score with B.I.D.
		State of Michigan	GLWA Territory	Econ. Territory			
Technical Service Professionals LLC	Pass	1	Yes	No	No	98.00	100.00
Phoenix Environmental, Inc.	Pass	1	Yes	No	No	80.16	82.16

Cost Summary- Technical Service Professionals, LLC, dba TSP Environmental*

Description	Cost
Please see attached Bid Tab for detailed costing information	\$3,209,750.00

*GLWA received a protest in response to the notice of intent to award, which was reviewed and denied by GLWA Procurement Management.

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



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Completion shall be retained by the GLWA and not paid to the Contractor.

Benchmarking was completed by comparing the bids for this project. This analysis confirmed that rates are in competitive range. The rate comparisons and allowances (if any) are illustrated in the attached bid tabulation.

Other Data Requested by GLWA Board Members for Recommended Vendor

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

Sub-Contractor(s) List:
R.W. Mercer
IBB Petroleum Services
Leak Petroleum Equipment

Vendor Response Survey:
Vendor response follow-up form attached.

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: Phoenix Environmental

The previous contract, 1904562/SCN-0000082, RFB-1904562, was for the period of 7/1/2020 through 6/30/2025, for \$1,049,760.00. The contract amount differences between the two contracts are provided in the table below.



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Contract Comparison

Previous Contract Phoenix Environmental 2020-2025		New Proposed Contract Technical Service Professionals, LLC dba TSP Environmental, Inc. 2025-2030	
Description	Cost	Description	Cost
Initial Term 7/1/2020 – 6/30/2022	\$466,560.00	Initial Term 4/1/2025 – 3/31/2028	\$1,750,540.00
First Renewal Term 7/1/2022 – 6/30/2023	\$233,280.00	First Renewal Term 4/1/2028 – 3/31/2029	\$619,200.00
Second Renewal Term 7/1/2023 – 6/30/2024	\$233,280.00	Second Renewal Term 4/1/2029 – 3/31/2030	\$627,750.00
Third Renewal Term 7/1/2024 – 6/30/2025	\$116,640.00	N/A	N/A

The Proposed Contract provides better value to GLWA than the previous contract (Contract No. 1904562), which started services on July 1, 2020, and is set to expire on June 30, 2025, despite the increase in total cost. In comparing the shared scope portion (Underground Storage Tank inspection), and excluding the provisional allowance amounts, the annual cost of this Proposed Contract is \$135,416.66. This represents an annual saving to GLWA in the amount of \$63,113.34 under the initial term.

Furthermore, GLWA also expects to realize additional savings by incorporating Above Ground Storage Tank inspections and maintenance services currently covered via individual contracts, with various vendors, under this one contract with a single vendor. Examples of those contracts (totaling \$977,807.30) are:

- 1901904-Above Ground Storage Tank Inspection for CSO Facilities (\$365,300.00)
- 2401981-Certified Aboveground Storage Tank Inspections at CSO Facilities (\$84,500.00)
- SCN-0000474-Certified Aboveground Storage Tank Inspections at CSO Facilities (\$84,000.00)
- 2201951-Above Ground Storage Tank and Day Tank Repairs (\$264,429.00)
- SCN-0000548-Springwells Day Tank 1 & 2 Service and Monitor Repair (\$27,598.30)
- SCN-0000504-Freud Pumping Station (Paint AST Piping) Blue Hill Pumping Station (Pipe Replacement) SP001 Inspections for ASTS at Northeast, Southwest and Springwells Water Treatment Plants (\$64,980.00)
- SCN-0000502-Tank Repairs for Oakwood CSO (\$15,000.00)
- SCN-0000580-Tank Repairs at Conner Creek CSO Facility (\$72,000.00)