

Boone County Purchasing

Liz Palazzolo
Senior Buyer



613 E. Ash, Room 109
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MEMORANDUM

TO: Boone County Commission
FROM: Liz Palazzolo, CPPO, C.P.M.
DATE: January 05, 2023
RE: Award C000577, Project Assessment Quote Request #45-17NOV22 for Photogrammetric Mapping Products and Services for the Boone County IT Department, GIS Unit, and the Boone County Assessor's Office from Surdex

Boone County issued a Project Assessment Quotation (PAQ) Request requesting responses from the four State of Missouri contractors offering Photogrammetric Mapping Products and Services (contracts CS210470001 through CS210470004). Competitive procurement was used by the state to establish its contracts, and the Boone County Purchasing Office again solicited competitive responses from the four contractors specific to the Boone County flight project. Three responses and one "No Response" were received; the response tabulation is attached to this memo. The three responses to the Boone County PAQ were evaluated by Nathan Mattox, Boone County GIS Manager (IT Department). The Boone County Purchasing Office evaluated cost for the project. Both the evaluation report and cost evaluation are attached to this memo.

Nathan Mattox, GIS Manager, recommends awarding the project to Surdex Corporation of Chesterfield, Missouri. The response from Surdex Corporation is the lowest and best response.

The initial contract period will run from the January 05, 2023 through December 31, 2023.

The Assessor's Office will be paying the Boone County portion for the project. Boone County has partnered with the Missouri Department of Conservation that will be paying its portion directly to Surdex Corporation.

County payment will be paid referring to this coding:

- 2010 Assessment/71100 – Outside Services– Total: \$ 76,000.00

Attachments: Response Tabulation, Evaluation Report with Cost Evaluation

/lp

cc: Nathan Mattox, GIS Manager, IT
File

PAQ Request #45-17NOV22 - Bid Tabulation

Boone County Flight

Option 1: LiDAR Acquisition at
QL1>=8PPM over entirety of Boone
County

Surdex

Sanborn

Woolpert

Total Price	\$	95,000.00	\$	197,973.29	\$	214,800.30
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Option 1: LiDAR Acquisition at
QL0>=8PPM over entirety of Boone
County

Surdex

Sanborn

Woolpert

Total Price	\$	114,000.00	\$	211,394.17	\$	266,842.00
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EVALUATION REPORT FORM

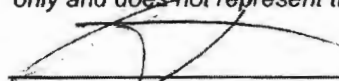
PURCHASING DEPARTMENT - BOONE COUNTY - MISSOURI

REQUEST FOR PAQ: #45-17NOV22 Aerial Photogrammetry -LiDAR

Liz Palazzolo, CPPO, C.P.M., Senior Buyer

					For Purchasing Use Only	
	NAME OF OFFEROR	METHOD OF PERFORMANCE (20 Points)	EXPERIENCE & RELIABILITY (30 points)	TOTAL SUBJECTIVE POINTS (50 points)	COST POINTS (50 points)	TOTAL POINTS (Max 100 points)
1	Surdex	20	30	50	50	100
2	Sanborn	19	30	49	27	76
3	Woolpert	17	30	47	21	68

I hereby attest that the subjective points assigned to each offeror above were scored pursuant to the established evaluation criteria and represent my best judgement of the subjective areas of the offerors' proposals. Attached is a brief narrative which highlights some, but not necessarily all, of the reasons for my evaluation of the proposals as indicated by the scores above. Evaluation comments represent my opinion only and does not represent the position of the Purchasing Department of Boone County, Missouri, or any other party.


Evaluator Signature

Nathan E Matter
Evaluator Printed Name

GIS Manager
Title

Boone County IT Dept.

Respondent 1: **Surdex Corporation**

- Surdex Corporation's PAQ response is responsive to the mandatory terms and conditions of PAQ Request #45-17NOV22 Aerial Photogrammetry Services.

Experience and Expertise: 30 Points of Maximum 30 points

Strengths:

- Surdex has successfully completed two most recent LiDAR and imagery projects for Boone County.
- Has extensive experience acquiring aerial data in Missouri including bi-annual imagery projects for the Mid-America Regional Council and St. Louis Consortium.
- Reference: City of Lawrence, KS - aerial acquisition of QL2 and QL1 LiDAR; production of LAS total point cloud, hydro-flattened DEM, first-return DSM, etc. - completed June 2021;
- Reference: Williams (Pittsburgh) - aerial acquisition of 10 ppsm LiDAR; production of classified point cloud as LASv1.4 tiles and metadata - completed July 2022.
- Experienced Team: Wade Williams - Project Manager - 27 years' experience with Surdex - worked on last 2 Boone County projects; Aaron Garibaldi - Supporting Project Manager - 16 years with Surdex, 4 in Project Management - numerous county LiDAR projects; Steve Kasten - VP Survey - Photogrammetric Engineering - 40 years' experience in geospatial industry, 21 with Surdex; Jason Pohlman - Aerial Acquisition Product Leader - with Surdex's flight department for 15 years; Chris Leuthauser - Director of Aerial Acquisition - 30 years technical management experience - flight scheduling, tracking, safety; Brad Barker - Director of 3D Mapping - 24 years with Surdex - manages numerous LiDAR projects and involved in last 2 Boone County projects

Concerns:

- None

Proposed Method of Performance: 20 Points of Maximum 20 Points

Strengths:

- Headquartered with a production facility in Chesterfield, Missouri
- Surdex has optimal acquisition window - timeframe to meet County's needs
- Fleet of 10 aircraft supported by FAA certified inspections – addressed maintenance and repair of aircraft
- Identified equipment is highly suitable for the work to be conducted
- Addressed time-line for completing flights and producing final work product with specificity that incorporates reference to client review
- Acceptable Time Frame:
 - Survey planning/control: January 1, 2023 through February 1, 2023
 - Flight Acquisition: January 7, 2023 - February 28, 2023
 - LiDAR Production: March 1, 2023 - August 31, 2023
 - LiDAR Pilot Delivery: 4/1/2023
 - Boone County LiDAR Pilot Review: 4/1/23 - 4/15/23
 - Preliminary LiDAR Review: 8/31/23

- Will use subcontractors to conduct field survey work

Concerns:

- None

Respondent 2: The Sanborn Mapping Company

- The Sanborn Mapping Company's response is responsive to the mandatory terms and conditions of PAQ Request #45-17NOV22 for Aerial Photogrammetry Services.

Experience and Expertise: 30 Points of Maximum 30 Points

Strengths:

- Sanborn has held numerous contracts for agencies at all levels of government similar to the Boone County project;
- currently GPSC contractor for the USGS that includes conducting LiDAR studies of 13K square miles in Missouri flown in 2022;
- extensive experience and a long legacy working in Missouri and adjacent states - did similar project for Missouri Department of Conservation;
- one of largest geospatial companies in US; ISO 9001:2015 quality process certified company
- Reference: Missouri Department of Conservation - planning, collection, processing and delivery of LiDAR data;
- Reference: Arkansas Game & Fish Commission - high resolution LIDAR data and derived elevation products
- Experienced Team: Shawn Benham, Project Manager - has over 23 years' experience in the field of GIS and aerial mapping including project management. Certified as a Project Management Professional; Dr. Srinidhi Dharmapuri - Technical & Quality Oversight/Vice President/Chief Scientist - 30+ years program/project management in LiDAR, photogrammetry, remote sensing, & GIS services; Jared Martin - VP Operations - over 12 years' experience in remote sensing profession; Erica Stock - LiDAR Manager - over 17 years' experience in the Geospatial industry with the focus primarily on LiDAR processing.

Concerns:

- None

Proposed Method of Performance: 18 Points of Maximum 20 Points

Strengths:

- Section 8 details hardware and software retained by Sanborn for project work including 14 aircraft, storage servers, production hardware, cameras, sensors, field survey equipment, data acquisition and mobile mapping software, orthophotography software/products, terrestrial mapping, GIS, Imagery Data Equipment, LiDAR Acquisition Equipment and software. Will complete Ortho Project in 120 days using 1 plane and 7 days for flights
- Acceptable Time Frame:
Project completion prior to 12/31/2023
Acquisition: January - March 15, 2023
Pilot Deliveries: 5/5/2023 - 5/19/2023

QL1 LiDAR Production: 3/16/2023
Raw Data Deliveries Completion: 4/17/2023
LiDAR Deliveries Completion: 5/30/2023
County QC and Review: 5/31/2023 - 6/19/2023
Final Edits & Delivery (to State - mean County): 6/30/2023
Final Reports: 6/30/2023

Concerns:

- Sanborn is based out of Colorado: A local presence, while not required, is seen as a strength to aid communication and coordination as the project gets underway and project deliverables are prepared

Respondent 3: Woolpert, Inc.

- The Woolpert Inc.'s response is responsive to the mandatory terms and conditions of PAQ Request #45-17NOV22 for Aerial Photogrammetry Services.

Experience and Expertise: 30 Points of Maximum 30 Points

Strengths:

- Woolpert has provided geospatial data solutions for a multitude of federal, state and local governments for more than 50 years;
- Woolpert staff have over 25 years' experience on average.
- Woolpert has experience servicing Kansas City District (2006);
- Hydrographic with LiDAR study at Pomme de Terre Lake;
- LiDAR and Imagery for Garrison Reach - Missouri River; LiDAR Survey - Stockton Lake (KC, Mo); LiDAR for the Ellsworth AFB in Missouri.
- Worked with St. Louis District on the Real Property Inventory for USACE's assets and the National Levee Database.
- Reference: Missouri Department of Conservation Grand River CCS Lidar (Columbia, MO);
- Reference: Minnesota Department of Natural Resources SE Driftless LiDAR;
- Reference: Ohio Statewide Topographic LiDAR;
- Conducted LiDAR and Photogrammetric Mapping for Various Counties in Missouri;
- Experienced Team: Sam Moffat, Project Director - 28 years' experience - Certified GIS Professional; Eric Cole, Project Manager - 38 years' experience; Crystal Childress, Quality Manager - 24 years' experience, ASPRS Certified Photogrammetrist; Justin Ness - Survey Lead - 20 years' experience - Missouri Professional Land Surveyor; Philip Grout - Survey Lead - 20 years' experience - Missouri Professional Land Surveyor; Jonas Svoboda - Data Acquisition - 22 years' experience - Certified Asset Management Professional; Mike Meiser - LiDAR Manager - 16 years' experience - ASPRS Certified Mapping Scientist & Project Management Professional; Ben Beckman - LiDAR Processing & Classification - 13 years' experience; Qian Xiao - LiDAR Calibration & Support - 30 years' experience, ASPRS Certified Photogrammetrist; Zach Shuler - LiDAR Calibration & Support - 15 years' experience; Didi Tacovic - Metadata Quality Control Specialist - 26 years' experience.

Proposed Method of Performance: 17 Points of Maximum 20 Points

Strengths:

- Page 23 details equipment: 8 aircraft; Airborne Topographic LiDAR Systems; Airborne Digital image Sensor; software, total stations, GPS Receivers, Data Collectors, Digital Levels, RTK Radios.
- Product completion/deliverable on or before 9/30/2023.

Concerns:

- Woolpert is based out of Ohio: A local presence, while not required, is seen as a strength to aid communication and coordination as the project gets underway and project deliverables are prepared

SUMMARY:

Surdex presents the strongest offer in terms of Experience, Expertise and Performance Method, and is scored **50 of 50 points**. Surdex has provided reliable service to Boone County in the past and will be using many of the same team members for the LiDAR mapping required in PAQ 45-17NOV22. Surdex has conducted the last two imagery and LiDAR projects for Boone County successfully, with no project issues. Surdex has performed aerial photogrammetry successfully for multiple local government projects in Missouri, not just Boone County. Surdex is a Missouri-based company with headquarters in St. Louis. Being based in Missouri allows for easy access to the project area on short notice which will accommodate weather variables that could impact flight scheduling and data acquisition. Surdex's professional team is experienced and credentialed. The project timeline is acceptable.

Sanborn also presents a strong proposal and scores **48 of 50** points for Experience, Expertise, and Proposed Method of Performance. Sanborn's experience and expertise are judged similar to Surdex's. Sanborn recently successfully performed imagery acquisition projects for the State of Missouri and LiDAR projects in Missouri. The Sanborn project team has many years of experience and is credentialed. Sanborn is ISO 9001:2015 quality process certified. Sanborn's project timeline has sufficient detail and is acceptable. Unlike Surdex, but like Woolpert, Sanborn being based outside of Missouri (Ohio) will have to confront weather variables that present suddenly in Missouri that could impact scheduled flight data acquisition.

Woolpert also presents a strong proposal and scores **47 of 50** points for Experience, Expertise, and Proposed Method of Performance. Woolpert's experience and expertise are judged similar to Surdex's and Sanborn's. Woolpert is a large company that has conducted several projects successfully including recent LiDAR projects in Missouri. The time frame for the project was lacking detail in comparison to both Surdex and Sanborn. Unlike Surdex, but like Sanborn, Woolpert being based outside of Missouri (Colorado) will have to confront weather variables that present suddenly in Missouri that could impact scheduled flight data acquisition.

PAQ Request #45-17NOV22 - Cost Evaluation

Boone County Flight

**Option 1: LiDAR Acquisition at
QL1>=8PPM over entirety of Boone
County**
Surdex**Sanborn****Woolpert**

Total Price

\$ 95,000.00

\$ 197,973.29

\$ 214,800.30

**COST POINTS Option One:
Lowest \$Total/Compared
Total X 50 Maximum Points**

50

24

22

AWARDING OPTION TWO

**Option 2: LiDAR Acquisition at
QL0>=8PPM over entirety of Boone
County**
Surdex**Sanborn****Woolpert**

Total Price

\$ 114,000.00

\$ 211,394.17

\$ 266,842.00

**COST POINTS Option Two:
Lowest \$Total/Compared
Total X 50 Maximum Points**

50

27

21

Liz Palazzolo

From: Nathan Mattox
Sent: Tuesday, December 13, 2022 2:43 PM
To: Liz Palazzolo
Subject: RE: Draft Evaluation Narrative

Hi Liz,

I thought I had given you the option that we are awarding. We are going with the QL0 option, \$114,000.

Nathan



Nathan Mattox • GIS Manager
Boone County Government, Missouri
Information Technology Department
801 E Walnut, Room 220, Columbia MO 65201
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<http://www.showmeboone.com>

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From: Liz Palazzolo <LPalazzolo@boonecountymo.org>
Sent: Tuesday, December 13, 2022 2:39 PM
To: Nathan Mattox <NMattox@boonecountymo.org>
Subject: RE: Draft Evaluation Narrative

Hi Nathan – I am drafting the Purchase Agreement – what option are you planning on awarding?

From: Nathan Mattox <NMattox@boonecountymo.org>
Sent: Friday, December 9, 2022 1:32 PM
To: Liz Palazzolo <LPalazzolo@boonecountymo.org>
Subject: RE: Draft Evaluation Narrative

Hey Liz,

Can I reach out to Surdex yet. I need to verify with them that they will accept a direct payment from Missouri Department of Conservation for their portion of the project. Thanks!

Nathan



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From: Liz Palazzolo <LPalazzolo@boonecountymmo.org>
Sent: Friday, December 9, 2022 11:52 AM
To: Nathan Mattox <NMattox@boonecountymmo.org>
Subject: RE: Draft Evaluation Narrative

Great – I'll get on the awarding process

Thanks Nathan - I will keep you updated about progress

From: Nathan Mattox <NMattox@boonecountymmo.org>
Sent: Thursday, December 8, 2022 5:02 PM
To: Liz Palazzolo <LPalazzolo@boonecountymmo.org>
Subject: RE: Draft Evaluation Narrative

I think this looks great Liz. Thank you for the effort you have put into it. I really appreciate it.

Regards,

Nathan



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From: Liz Palazzolo <LPalazzolo@boonecountymmo.org>
Sent: Thursday, December 8, 2022 4:59 PM
To: Nathan Mattox <NMattox@boonecountymmo.org>
Subject: Draft Evaluation Narrative

Please read through – I think it supports your point scores but you read through and see if you think so too.

Liz Palazzolo – Senior Buyer
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