Boone County Purchasing

Melinda Bobbitt, CPPO, CPPB
Director of Purchasing

5111 S. Tom Bass Road
Columbia, MO 65201
Phone: (573) 886-4391

MEMORANDUM

TO: Notice of Award
FROM: Melinda Bobbitt, CPPO, CPPB
DATE: June 26, 2024
RE: Request for Proposal Award Recommendation: *C000827 (RFP 19-20MAY24 – Monitoring Services for Emergency Disaster Debris Removal and Monitoring Services* with DebrisTech, LLC

Request for Proposal *19-29MAY24 – Monitoring Services for Emergency Disaster Debris Removal and Monitoring Services* closed on May 20, 2024. Four proposal responses were received.

The evaluation committee consisted of:

Christopher Kelley, Director, Emergency Management Operations
Greg Edington, Director, Road & Bridge
Jacob Waller, Deputy Director, Emergency Management Operations

Recommendation for award is to DebrisTech, LLC of Picayune, Mississippi per the attached Evaluation Report.

County contract number is C000827. This is a Term & Supply contract for department 2707 – Disaster Relief Activities, Account 71101 – Professional Services or account 71100 – Outsourced Services.

ATT: Evaluation Committee Report

cc: RFP File

Evaluation Report for Request for Proposal

19-20MAY24 – Monitoring Services for Emergency Disaster Removal and Disposal Services Contract

OFFEROR #1: DebrisTech, LLC

__X__ It has been determined that **DebrisTech, LLC** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

____ It has been determined that **DebrisTech, LLC.** has submitted a **non-responsive** proposal.

1) PRICING AND PAYMENT PROCEDURES

Item	Description	Unit Price (Hourly Rate)
a.	Fixed Site Monitoring	$42.00
b.	Field Debris Monitoring	$42.00
c.	Project Manager	$55.00
d.	Clerical Staff	$0.00
e.	Clerical Supervisor	$0.00
f.	Field Supervisor	$0.00
g.	Direct Project Costs/Per Diem Travel Expenses	GSA Rates

Scenario Pricing

Monitoring Position	Qty	Rate	Days	Hours	Est Labor Costs	Per Diem	Est Price
Project Manager	1	$55	14	10	$ 7,700.00	$ 2,324.00	$ 10,024.00
Field Debris Monitor	6	$42	14	10	$ 35,280.00	$ -	$ 35,280.00
Fixed Site Monitor	2	$42	14	10	$ 11,760.00	$ -	$ 11,760.00
							$ 57,064.00

Debris monitoring costs depend largely on the number of debris removal trucks and tree crews included in the debris removal contractor's operations. Assuming there are up to 3 removal trucks, 1 tree crew, and 2 removal passes completed by the contractor to remove all eligible debris (including electronic waste), we estimate 14 days of debris operations. An average of 1 project manager, 2 fixed site monitors, and 6 field monitors would be utilized and work an average of 10 hours/day. DebrisTech would suggest a notto-exceed amount of $60,000 with the understanding that costs could come in either a little more or less than estimated. Boone County will be provided daily reports showing the exact burn rate, so there would be no surprises when weekly invoices are issued.

Method of Performance (Project Approach)

Strengths:

- Located across the United States (pg. 3)
- Has never failed to respond within 24 hours. (pg. 3). Upon notification, will deploy an appropriate number of personnel and qualified professionals to begin the monitoring process within 24 hours (pg. 11). DebrisTech's Management Team live throughout the U.S. and they have a private jet, allowing it to respond to any NTP within 24 hours (pg. 17).
- Uses Automated Debris Management System (ADMS) which reduces human error and restricts potentially fraudulent activities that are associated with paper ticket systems. Results in faster project obligation from FEMA and faster reimbursement from recipients of federal funds. All data is accessible by clients in real time. (pg. 3)
- Have state of the art mobile office but can also rent local office space if needed (pg. 13). Mobile office equipped with solar panels, generators, water, Starlinks, restrooms, sleeping quarters, printers, computers, and pre-printed tickets, tags, and truck placards. (pg. 14).
- Utilize drones and 360 degree cameras (pg. 14).
- Own a fleet of 4x4 vehicles ready to deploy (pg. 14).
- Administrative Team is available to meet with County in-person or virtually for pre-season events (pg. 51).
- A redundant primary fiber loop serves DebrisTech's primary server location, and its secondary and tertiary servers are geographically remote and served by different ISPs (pg. 59).
- Large outdoor screens and user-friendly IPADS, a typical training class for locally hired monitors lasts less than two hours (pg. 59).
- Database in real-time allows authorized users to have access to different reports summarizing daily, weekly, or monthly activity by truck number, subcontractor, Right of Entry number, and other required documentation (pg. 60).
- Three-factor ticket authentication system (pg. 62).
- The DT360 footage is supplemental documentation used to help ensure accurate project obligation (pg. 63).
- Does not bill for non-operational functions (clerical staff, etc.) because those functions are performed by their automated debris management system.
- Response plans are created uniquely for each client.
- Uses mobile office/EOC's, drones, and owned equipment (cameras and iPads – 1,000+ devices).
- Dedicates a GIS team to each project.
- Owns its own private jet to assist with deployments.
- Good reporting.
- Works with DBE and MBE subcontractors.

Concerns:

- How long does it typically take to find local labor and train? (pg. 52).
  - Per Clarification #1 response, within 24 hours
- Do they have a health and safety program? If so, provide some details about it.
  - Attached their health and safety program to Clarification #1 response.
- Did not provide scenario pricing requested in Addendum #1.
  - Included in Clarification #1 response.

Experience and Expertise

Strengths:

- Letter provided by BXSInsurance that they have bond ability (pg. 8).
- Has a line of credit of $3,600,000 (pg. 9).
- Have never had a contract cancelled (pg. 10)
- Founded in 2010 (pg. 13).
- Never had any law suits related to debris monitoring, disaster recovery, or consulting brought against their company (pg.10).
- Have experience with tornados, winds, floods, ice storms, wildfires. (pg. 19, 29, 30, 31, 38, 40).
- Have responded to more than 75 federally declared disasters (pg. 29).
- Provided letters of reference for tornados from City of Wynne, Arkansas and City of Amory, Mississippi, and a letter of recommendation for an ice storm from Ashland-Boyd County, Kentucky (pgs. 45048).
- Has worked 7 projects over 1 million cubic yards since 2017.

Concerns:

- Did not see any experience in Missouri (pgs. 32-37).
- Appears to have only 11 years of experience.

OFFEROR #2: Tetra Tech, Inc.

__X__ It has been determined that **Tetra Tech Inc.** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

____ It has been determined that **Tetra Tech, Inc.** has submitted a **non-responsive** proposal.

1) PRICING AND PAYMENT PROCEDURES

Item	Description	Unit Price (Hourly Rate)
a.	Fixed Site Monitoring	$34.00
b.	Field Debris Monitoring	$34.00
c.	Project Manager	$75.00
d.	Clerical Staff	$34.00
e.	Clerical Supervisor	$50.00
f.	Field Supervisor	$45.00
g.	Direct Project Costs/Per Diem Travel Expenses	Will be billed at cost without markup utilizing the most current GSA rate for Boone County.

Scenario Pricing:

Item	Hourly Rate	Number of Staff Positions	Estimated Days to complete work	Estimated Hours per Day	Total Cost
Fixed Site Monitoring	$34	4	8	10	$10,880
Field Debris Monitoring	$34	4	8	10	$10,880
Project Manager	$75	1	8	10	$6,000
Clerical Staff	$34	1	8	10	$2,720
Clerical Supervisor	$50	1	8	10	$4,000
Field Supervisor	$45	1	8	10	$3,600
Total Project Cost					$38,080

Estimated Volume of Debris (CY)	14,450
Estimated Number of Loading Units	4
Estimated Ratio of Double Barrel Trucks	1.85

Estimated Volume Per Load	50
Estimated Loads Per Day	5
Estimated Days to Complete Work	8
Estimated Hours Per Day	10
Debris Management Sites	2
Number of Debris site/Tower Monitors per DMS	2
Total Monitors	8

Method of Performance (Project Approach)

Strengths:

- Their automated debris management system is Recovery Trac ADMS to monitor and manage a recovery effort electronically, increasing productivity while decreasing fraud, human error, and cost to the County. Enables real-time collection data and furnishes accurate and timely reporting. (pg.1). During simultaneous response to Hurricanes Havey and Irma in 2017, Tetra Tech deployed approximately 6,000 ADMS devices to collect and manage data for over 100 projects (pg. 38). Even when there is no cellular connection, the handheld devices continue to operate in connected mode; the data is stored on the device until a data connection is restored (pg. 40). It's validated by USACE.
- Two (2) Tetra Tech's offices are located in Missouri (pg. 6). One in Fenton, MO and also one in Collinsville, IL.
- **Large scale debris monitoring with more than 6,000 Tetra Tech field staff able to deploy to multiple events at the same time** (pg. 10).
- They can deploy a Field Human Resources Hiring Center and hire 200+ staff per day. Local teams can be hired, trained, and deployed within 24 hours (pg. 10). (although we have doubts they could hire 200 qualified, desirable staff in our market).
- Major disasters such as floods will need to address hazardous materials. The EPA is responsible for identifying and removing large quantities of household hazardous waste (HHW) containers over 5 gallons such as commercial storage tanks, propane tanks, 55-gallon drums. Tetra Tech has experience and can help County with implement a post-disaster HHW program (pg. 22).
- Have an environmental health and safety training program to protect the health and safety of their employees, customers, business partners, community neighbors, and the environment. Their field teams attend daily safety sessions with field employees to discuss potential hazards and review safe work practices. (pg. 31, 43-44).
- Provided clear deliverables and milestones (pg. 35).
- Realtime reports available any time. Tetra Tech does submit a daily status report to County of daily cub yards/tons collected by material and program, cumulative cubic yard/tons collected, number of debris monitors in the field, cumulative cubic yards/tons hauled to final disposal, and daily/cumulative hazard removals (pg. 44).
- Utilizes drones for most heavy impacted areas (pg. 49).

- Utilizes Video/LiDAR. Once collected, it is synchronized in a single GIS viewer to see side-by-side comparisons at any point in time. Benefits the county to show progress, to identify hazards that need to be removed and to deploy/assign resources to ai in expediting recovery (pg. 50).
- **Provided scenario pricing requested in Addendum #1 (pg. 4).**
- Familiar with ICS principles. Uses IC and section chiefs during response operations and creates an IAP for each operational period.
- Will perform annual training with Boone County to prepare for upcoming storm season.
- Nice view of Boone County Courthouse/Goverment Center in proposal was impressive.
- Great reporting.

Concerns:

- Our RFP requires the contractor to mobilize and begin their response within 24 hours from notification by County. (pg. 5 of RFP). The proposal response mentions on page 11 that they can have a fully functioning field office set up in a "matter of days". Page 48 discusses Response but does not give response time (pg. 48). Might have been discussed in other areas of the RFP.
    - Per Clarification #1, they will respond within 24 hours and will fully staff project with 7 days.
- "Additionally, we have supported clients across the state and have successfully helping our clients navigate the Missouri State Emergency Management Agency reimbursement and closeout process." What Missouri clients other than Greene County, Missouri?
    - Currently have contracts with Greene County, City of Springfield, and State Emergency Management Agency for Non-Emergency/Emergency Management Consulting Technical Assistance Services.

Experience and Expertise

Strengths:

- Have experience with severe storm, tornado, and flooding events (pg. 1, 9, 12-16, 20-21, 24-26).
- Founded in 1966 (pg. 7).
- Have served over 300 state and local government clients in response to over 90 presidential disaster declarations over the last decade (pg. 27).
- Proposed team has decades of experience (pg. 27 – 30.
- **Has experience working with Greene County, MO during the 2007 ice storm** providing right-of-way collection and disposal monitoring. The documentation provided received 100% compliance from FEMA. They provided a reference for Greene County.
- Experience in dispute resolution post-audit with several communities.
- $50B in reimbursement costs.
- 23 years experience.

OFFEROR #3: Thompson Consulting Services, LLC

_X__ It has been determined that **Thompson Consulting Services, LLC** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

____ It has been determined that **Thompson Consulting Services, LLC** has submitted a **non-responsive** proposal.

1) PRICING AND PAYMENT PROCEDURES *

Item	Description	Unit Price (Hourly Rate)
a.	Fixed Site Monitoring	$ 31.50
b.	Field Debris Monitoring	$ 32.50
c.	Project Manager	$ 65.00
d.	Clerical Staff	$ 30.00
e.	Clerical Supervisor	$ 55.00
f.	Field Supervisor	$ 47.50
g.	Direct Project Costs/Per Diem Travel Expenses	At Cost

Scenario Pricing:

Positions	Hourly Rate	Est. Staff	Est. Hours	Est. Days	Total Hours	Est. Total
Fixed Site Monitoring	$31.50	2	10	12	240	
Field Debris Monitoring	$32.50	5	10	12	600	
Project Manager	$65.00	1	8	12	96	
Clerical Staff	$30.00	1	4	12	48	
Clerical Supervisor	$55.00	1	1	12	12	
Field Supervisor	$47.50	1	10	12	120	
Director Project Costs/Per Diem Travel Expenses						$4,110.00
Estimated Total						$45,210.00

This estimate is based on 10 average daily operational hours and a 12-day project completion in addition to the following assumptions:

CURBSIDE COLLECTION

- Estimated disposal sites: 1 - Monitor requirement: 2
- Construction and demolition debris (cubic yard): 450
- Vegetative debris (cubic yard): 14,000
- Haul-out debris (cubic yard): 3,111
- Total debris (cubic yard): 17,561
- Estimated number of trucks: 3 - Monitor requirement: 3
- Ratio of trucks to trailers: 2
- Average cubic yards per load: 48
- Average number of trips per day: 5

SPECIAL DEBRIS PROGRAM – ELECTRONIC WASTE

- Estimated crews: 1 - Monitor requirement: 1
- Electronic waste (unit): 1,000
- Electronic waste units/crew/day: 83

SPECIAL DEBRIS PROGRAM – HAZARDOUS TREE & LIMB

- Estimated crews: 1 - Monitor requirement: 1
- Hazardous trees: 30
- Estimated trees removed/crew/day: 3

Method of Performance (Project Approach)

Strengths:

- Utilize automated debris management system, the Thompson Data Management Suite to capture data, such as employee credentialing, equipment barcoding, GPS coordinate, digital photograph in the field and ensure accurate and timely reporting. Helps limit human error, fraud, data entry error, and reconciliation challenges resulting in efficiencies, increase accuracy and cost savings (6-2). Have used it since 2012. They claim they can save clients ranging from 20-30% with the use of their ADMS solution (pg. 6-8). Provides real-time access to project related documents and data such as Contract documents, environmental permits, truck certifications, ticket and image details, daily reports, maps, contractor invoice packages and monitor invoice packages (pg. 6-20).
- Will have a fully functional mobile file office (pg. 1-2).
- Have 10 portable Starlink units that allow access to high-speed internet via satellites to maintain connectivity (1-4).
- Thompson maintains over 2,800 TDMS mobile units on hand and has access to additional units with 24 hours of notification when necessary (pg. 6-3). Can provide the County with paperless ticketing.
- Have 26 corporate and branch offices scattered throughout the U.S. and can deploy staff and resources within 24 hours after receiving notice to proceed from County (cover letter)
- They can handle on-boarding and training of employees 12-24 hours following NTP (pg.6-6)

- Provided a detailed Mobilization Timeline with most beginning tasks of 24-48 hours (pg. 6-6).
- To the extent that cellular connectivity is not available, Thompson will secure alternative communications methods (radios, satellite, etc.) to communicate with County staff (Pg. 6-8).
- For pre-event planning and understanding resource requirements, they utilize a debris-estimating model developed through data management and geospatial reporting. The estimated quantities produced by the model have been within + or – 20% of final project debris totals (pg. 6-8).
- Following a disaster, Thompson can create a forward-facing website to keep the public informed and also have a hotline number (pg. 6-9).
- They post jobs to pre-identify a pool of employees prior to a Notice to Proceed for a disaster event (pg. 6-10). They can hire and train local employees within 12-48 hours (pg. 6-11).
- Have a Health and Safety Plan (pg. 6-11).
- **Provided scenario pricing requested in Addendum #1 (pg. 4-1).**
- Able to deploy within 24 hours after getting notice to proceed.
- Do not rely on 3rd party staffing companies but instead using an in-house department to surge hire during a project.
- Able to provide PIO support.
- Very data driven
- Great reporting.
- QA/QC checks.

Concerns:

- For the Audit Support referenced on page 6-21, is there any additional charge?
    - Per clarification #1 response, they will follow 4th Edition, Public Assistance Program and Policy Guide and provide audit support at no additional cost to County.

Experience and Expertise

Strengths:

- Experience with wildfires, tornadoes, hurricanes, floods, earthquakes, ice storms, oil spills, rockslides (cover letter, 1-3)
- Have performed debris monitoring and grant administration services for over 60 Federal Emergency Management Agency and Federal Highway Administration reimbursable federally declared disasters and emergencies (1-3). Ice storms, flooding, winter storms, tornados.
- Founded in 1953, then in 2011 Thompson Consulting services, LLC was formed to focus solely on disaster preparedness, response, and recovery service offerings, including debris removal monitoring (pg. 1-1).

- **Listed experience with City of Springfield, MO, Greene County, MO and City of Lebanon, MO for ice storm of 2007 (pg. 9/11). Proposed team member Keith Forrester worked the ice storm debris removal monitoring project for City of Springfield, MO in 2007. His field team monitored and documented the removal of over 1,000,00 cubic yards of vegetative storm debris (pg. 2/2).**
- Proposed a highly experienced team for the County with most personnel having over a decade of experience.
- 13 years of industry experience.
- Experienced in grant application, administration, and management (HMGP, PA, PDM, etc.).
- 30 years' experience (75 combined years of experience. 500 personnel, 26 corporate offices. $4.5B reimbursement expenses. 300 local and State agencies.

OFFEROR #4: Tidal Basin Government Consulting, LLC

_X___ It has been determined that **Tidal Basin Government Consulting, LLC** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

____ It has been determined that **Tidal Basin Government Consulting, LLC** has submitted a **non-responsive** proposal.

Item	Description	Unit Price (Hourly Rate)
a.	Fixed Site Monitoring	$38.07
b.	Field Debris Monitoring	$38.07
c.	Project Manager	$85.06
d.	Clerical Staff	$39.16
e.	Clerical Supervisor	$52.35
f.	Field Supervisor	$55.31
g.	Direct Project Costs/Per Diem Travel Expenses	$22.00

Scenario Pricing:

Description	Estimated Hours	Unit Price (Hourly Rate)	
Fixed Site Monitoring	360	$38.07	$13,705.20
Field Debris Monitoring	506	$38.07	$19,263.42
Project Manager	166	$85.06	$14,119.96
Clerical Staff	0	$39.16	$0.00
Clerical Supervisor	0	$52.35	$0.00
Field Supervisor	0	$55.31	$0.00
Direct Project Costs/Per Diem Travel Expense	1020	$22.00	$22,440.00
		Est Monitor Cost	$69,528.58

Assumptions for this exercise:

- One tree removal crew can reasonably remove and place at the right of way 60 trees per day given the proximity of the broken hazardous trees.
- Debris hauling trucks can reasonably remove 60 cubic yards per load.
- Given the drive distance to the temporary debris management site for collected tree debris, turn around time from departure of debris loading site to disposal and return is 1 hour and 30 minutes.
- Debris hauling trucks can reasonably haul 6 loads each day given the distance and assumed turn
around time.
- Given the drive distance to the landfill, turn around time from departure of the load site, disposal,

and return to the load site takes 1 hour.
• Haul out trucks can reasonably load 100 cubic yards of reduced vegetative debris for disposal at
the landfill.

Method of Performance (Project Approach)

Strengths:

- Pre-event planning includes a tabletop exercise with Boone County staff (pg. 3, 4).
- Have a Health and Safety program and will develop an ICS-215a Site Safety Plan for each project (pg. 7).
- They have an Automated Debris Management System (ADMS). It collects contract, date & time, vehicle number, certified hauling capacity, driver name, load site location, debris categories (ROW, ROE, PPDR, Parks, etc.), debris type, monitor names and required photos (pg. 9). Tracks load tickets from cradle to grave (load site through staging, reduction, and final disposal) (pg. 10).
- When needed, Tidal Basin will track soil sampling data to ensure no unacceptable ground leaching took place from the storage of chemicals, hard metals, or other contaminants. One remediation is accepted by the County; Tidal Basin can assist in closing the site's emergency debris storage permit through MO Dept. of Natural Resources (pg. 16).
- Will advertise for debris monitoring positions around Boone County to fast-track any hiring.
- Able to deploy within 0-8 hours post-event with Notice to Proceed.
- Able to provide PIO support with debris removal schedules, etc.
- Has hybrid training (online and hands on) for new hires.
- Seem very well versed in ICS (215a and 208 creation for each operational period).
- QA/QC checkpoints.
- Great reporting services.
- Focus on Safety.

Concerns:

- Discusses a regional supply hub that will support us during a disaster but doesn't say the location of it (pg. 2).
    - Per Clarification #1 response, it's located in Round Rock, Texas.
- **Did not provide scenario pricing requested in Addendum #1.**
    - Provided with Clarification #1 response

Experience and Expertise

Strengths:

- Will create an AAR within 15 days of the project completion.
- Staff are credentialed and well trained.
- 2000+ part time personnel, 200 trained monitors that they can deploy right away without waiting on local labor.

Concerns:

- It is confusing when Tidal Basin for monitoring services was formed from all the companies that they listed on page 1. It appears that they only have 11 years of experience.

SUMMARY:

Following the initial evaluation meeting on June 17, 2024, some clarification questions were discussed and sent to the four offerors. The evaluation committee met again on June 26, 2024. The clarification responses were discussed, then the committee scored the proposal responses. DebrisTech and Thompson Consulting scored the highest. Following further discussion, the committee likes that DebrisTech uses drones heavily. They have a GIS Team. They have a mobile office with StarLink if we've lost all our cell. Fireloop is redundant. Secondary and tertiary servers are remote so redundancies are in place. Their method of performance appears more robust.

Recommendation for Award: DebrisTech.

6/26/24

Evaluator's Signature: Greg Edington, Director, Road & Bridge Date

6-26-24

Evaluator's Signature: Christopher Kelley, Director, Emergency Management Operations Date

6/26/24

Evaluator's Signature: Jacob Waller, Deputy Director, Emergency Management Operations Date

enario Pricing for 19-20MAY24 - MONITORING SERVICES FOR EMERGENCY DISASTER DEBRIS REMOVAL AND DISPOSAL SERVIC								
Vendor:	**DEBRISTECH**		**TIDAL BASIN GOVERNMENT CONSULTING LLC**		**THOMPSON CONSULTING SERVICE LLC**		**TETRA TE**	
ario Total Project Cost	$57,064.00		$69,528.58		$45,210.00		$38,0	
t (total / days)	14 days	$4,076.00	12 - 15 days	$5,794.05	12 days	$3,767.50	8 days	

EVALUATION REPORT FORM - Initial Scoring

PURCHASING DEPARTMENT - BOONE COUNTY - MISSOURI

Request for Proposal: 19--20MAY24 - Monitoring Services for Emergency Disaster Debris Removal a

Melinda Bobbitt, CPPO, CPPB, Director of Purchasing

					For Purchasing Use Only	
	NAME OF OFFEROR	**Method of Performance (Project Approach) (20 points)**	**Experience and Expertise (30 points)**	**TOTAL SUBJECTIVE POINTS (50 pts.)**	**COST POINTS (50 pts.)**	**TOTAL POINTS (Max 100 pts.)**
1	Debris Tech	18	26	44	46	90
2	Tetra Tech	17	22	39	40	79
3	Thomson Consulting Service	16	24	40	50	90
4	Tidal Basin	19	28	47	33	80

We hereby attest that the subjective points assigned to each offeror above were scored pursuant to the established evaluation criteria and represent our best judgement of the subjective areas of the offerors' proposals. We have attached a narrative, which highlights some, but not all, of the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent our opinions only and do not represent the position of the Purchasing Department of Boone County, MO or any other party.

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