

# **BID INFORMATION MEMORANDUM**

## **Competitive Fixed-Price Bid-to-Result Solicitation for Site Closure Activities**

**Speedy Meedy's Facility  
101 Indian Creek Valley Road  
Normalville, Springfield Township, Fayette County, Pennsylvania 15469  
PADEP FACILITY ID # 26-81079; PAUSTIF CLAIM # 2005-0213(S)**

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The Pennsylvania Storage Tank Indemnification Fund (PAUSTIF) understands and appreciates the effort necessary to prepare a well-conceived response to a bid solicitation. As a courtesy, the following summary information is being provided to the bidders.

Number of firms attending pre-bid meeting:	10
Number of bids received:	3
List of firms submitting bids:	CORE Environmental Services, Inc. Environmental Compliance Services, Inc. Letterle & Associates, Inc.

The range in cost between the evaluated bids was \$423,737.45 to \$617,813.00. This was a Bid-to-Result solicitation and so technical approach, and not cost (as in the case of a Defined Scope of Work solicitation), was the most heavily weighted evaluation criteria. For a Bid-to-Result solicitation, technical approach makes up the majority of the total bid scoring and cost and other factors make up less than 50% of the total bid scoring. Based on the total numerical scoring, one of the three bids was determined to meet the "Reasonable and Necessary" criteria established by the Regulations and was deemed acceptable by the evaluation committee for PAUSTIF funding. The claimant reviewed and selected the acceptable bid.

**The selected bidder was Letterle & Associates, Inc.: Bid Price - \$573,777.29**

The attached sheet lists some general comments regarding the evaluation of the bids that were received for this solicitation. These comments are intended to provide information regarding the bids that were received for this solicitation and to assist you in preparing bids for future solicitations.

## **GENERAL COMMENTS REGARDING EVALUATED BIDS**

- Please include all requested information (insurance, qualifications, cost spreadsheets, milestone schedules, etc.) in the bid submittal.
- Copies of quotations from all major subcontractors (including drilling companies and analytical laboratories) should be included as attachments in the bid package.
- Bid responses should include enough "original" language and thought that the knowledge and approach of the firm can be evaluated. The reason for this is that the bidders are not pre-qualified and so the evaluation committee must evaluate the technical aspects of the bid and bidder. This is especially important in "Bid-to-Result" bid responses because technical approach comprises the majority of the total bid scoring.
- Please ensure that costs are accurate and formulas to calculate total costs for a particular milestone are correct. Although the PAUSTIF provides a bid costing spreadsheet to bidders as a convenience, bidders are responsible that costs presented in the spreadsheet and the total bid cost is correct. It is recommended that bidders double-check spreadsheet formulas, and total costs to ensure that the total bid cost is correct on the spreadsheet included in the bid response.
- Bidders should thoroughly review and double-check calculations used to support their technical approach, conclusions and remedial timeframes presented in their bid response, to ensure that correct units are presented, and final values calculated (e.g., total estimated hydrocarbon mass in soil; total system air flow design calculations) are correct.