

AWARD RECOMMENDATION

Notice of Intent to Award Number: 230000000687

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFP 230000001866 for Liquid Anti-icing/Deicing – Agricultural Byproducts (ABP) & Salt Brine. and has recommended an award to Great Lakes Chloride Inc. in the amount of \$3,500,000.00, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State’s rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Katie McFarland, Solicitation Manager.
 McFarlandK1@michigan.gov

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Agricultural Byproducts (ABP), Salt Brine, and storage tank rental. The term of this contract is two years, with up to five, one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on April 6, 2023, for three weeks. The following bidders submitted proposals by the published due date of April 27, 2023.

Bidder	Address, City, State, Zip Code	SDVOB*
Great Lakes Chloride, Inc.	895 East 200 North Warsaw, IN 46582	No

*SDVOB: Service-Disabled Veteran Owned Business

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Proposal Instructions: Evaluation Process

The State will evaluate each proposal based on the following factors:

	Technical Evaluation Criteria	Weight
1.	Product Quality – Schedule A, Statement of Work, Section 1	25
2.	Service Capabilities – Schedule A, Statement of Work, Sections 2-5	25
3.	Delivery Capabilities – Schedule A, Statement of Work, Sections 6-10	25
4.	Vendor Questions Worksheet	25
	Total	100

The full evaluation process is stated in the RFP Proposal Instructions.

II. Evaluation Method

Responses to this solicitation were reviewed by a Joint Evaluation Committee, which consisted of the following individuals:

Voting
Katie McFarland, Category Specialist Department of Technology, Management, & Budget, Central Procurement Services
James Roath, Roadway Operations Engineer Michigan Department of Transportation
Justin Droste, Region Support Engineer Michigan Department of Transportation
Jason Bodell, TSMO Maintenance Section Engineer Michigan Department of Transportation

III. Evaluation Results

A. Great Lakes Chloride, Inc.

The Evaluation Team determined that Great Lakes Chloride, Inc. based on a score of 96, met the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Statement of Work, Section 1: 25

The Evaluation Team determined the responses were satisfactory.

2. Statement of Work, Section 2-5: 23

The Evaluation Team determined the responses were satisfactory, but the following deficiencies were noted:

- a. **2.1 Timeframes:** The Bidder did not describe how they will comply with the requirement to give precedence to the State of Michigan, then Extended Purchasing MiDEAL participants before other customers in instances of extreme weather conditions. The only indicated they would agree to do so with no exception.
- b. **2.3 Minimum Order b:** The bid response indicated the State’s minimum order amount of 4,500 gallons would only be met for the Superior region for an additional fee of \$500 or splitting orders of 7,500 gallons or more between two locations for \$250 fee.

3. Statement of Work, Section 6-10: 23

The Evaluation Team determined the responses were satisfactory, but the following deficiencies were noted:

- a. **6.2 Packaging:** The Bidder did not describe how they would comply with the requirement to ship liquid deicer in bulk tank trailers to the various locations and comply with State of Michigan and motor carrier requirements in effect at the time.
- b. **7.1 Acceptance:** The bid response indicated it is not feasible to provide lab test results for each shipment.

4. Vendor Questions Worksheet: 25

The Evaluation Team determined the responses were satisfactory.

Total Score: 96/100

IV. Technical Evaluation Summary

	Selection Criteria	Great Lakes Chloride, Inc.
1	Product Quality – Schedule A, Statement of Work, Section 1	25
2	Service Capabilities – Schedule A, Statement of Work, Sections 2-5	23
3	Delivery Capabilities – Schedule A, Statement of Work, Sections 6-10	23
4	Vendor Questions Worksheet	25
	Total	96

V. Pricing Summary

Pricing was evaluated for the bidders who passed technical. The following is a summary of their price proposals:

Region	Deicer Containing ABP Unit Price/Gallon	Deicer Salt Brine Unit Price/Gallon	Storage Tank Month Rental Fee	Storage Tank Delivery/ Pick-up Fee
East Superior	CCB = \$1.497 Apex-C = \$1.468	No Bid	\$1000.00	\$4,500.00
West Superior	CCB = \$1.843 Apex-C = \$1.814	No Bid	\$1000.00	\$4,500.00
North	CCB = \$1.384 Apex-C = \$1.355 ESB = \$1.743 80/20 CCB = \$1.353 Staydown = \$1.328	Cleardrive = \$1.324 Brine with HWI = \$1.775	\$550.00	\$2,500.00
Grand	CCB = \$1.142 Apex-C = \$1.113 ESB = \$1.263 80/20 CCB = \$0.873 Staydown = \$0.849	Cleardrive = \$0.802 Brine with HWI = \$1.253	\$550.00	\$2,500.00
Bay	CCB = \$1.332 Apex-C = \$1.303 ESB = \$1.542 80/20 CCB = \$1.152 Staydown = \$1.127	Cleardrive = \$1.015 Brine with HWI = \$1.556	\$550.00	\$2,500.00
Metro	CCB = \$1.302 Apex-C = \$1.273 ESB = \$1.441 80/20 CCB = \$1.051 Staydown = \$1.026	Cleardrive = \$0.996 Brine with HWI = \$1.446	\$550.00	\$2,500.00
Southwest	CCB = \$1.103 Apex-C = \$1.074 ESB = \$1.165 80/20 CCB = \$0.774 Staydown = \$0.750	Cleardrive = \$0.695 Brine with HWI = \$1.146	\$550.00	\$2,500.00
University	CCB = \$1.127 Apex-C = \$1.098 ESB = \$1.414 80/20 CCB = \$1.024 Staydown = \$0.999	Cleardrive = \$0.966 Brine with HWI = \$1.417	\$550.00	\$2,500.00

VI. Clarifications

The Bidder was asked and answered the following clarifying questions:

- 1) Bidder was asked to provide a Public Copy of their proposal, to which a copy was provided.
- 2) Bidder was asked to confirm they comply with the requirements outlined in the Vendor Questions Worksheet, #11 and #12, to which confirmation was received.
- 3) Bidder was asked to clarify date of storage tank pick up, process around picking up a tank which is not fully empty, and if product not purchased from them could be stored in their tanks to which a response was received confirming the pickup process and product storage.
- 4) Bidder was asked to breakdown pricing for Superior region into East and West sides and provide best and final pricing for all regions, which was received.

VII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the best value to the State of Michigan. Best value is based on the proposal meeting the minimum point threshold and offering the best combination of the factors stated in the *Proposal Instructions Evaluation Process* section, and price.

Great Lakes Chloride, Inc. provided the best value to the State. Best value factors for Award Recommendation include a variety of qualified products to select, and agreement to all standard contract terms and service level agreements.

Award Recommendation is made to Great Lakes Chloride, Inc. in the amount of \$3,500,000.00.