



The City of Columbus

Fiber Optic Locating Services Proposal

About Us

Northern Lights Locating and Inspection, Inc. was founded in March of 2001 to serve clients seeking to safeguard their utility networks. Going far beyond a standard 'Paint and Flag' service, Northern Lights offers exceptional expertise in utility locating services and inspection. We provide 24/7 protection for our customers' utilities, year-round. Our services have expanded to include Sewer Imaging, utilizing state-of-the-art technology to video and locate sewer mains and laterals. Additionally, we specialize in inspection work for utility projects across the United States. Join us and discover the Northern Lights difference. Northern Lights is always looking to grow and expand into new areas. Please inquire for additional information if you do not see your state below.

States We Serve

- Florida
- Kentucky
- Missouri
- Illinois
- Michigan
- Ohio
- *Indiana
- Minnesota
- Wisconsin

***Headquarters in Plainfield, IN since 2001**

Growth

- Annual ticket volumes doubled in each of the last 4 years.
 - 2020 Employee Count: **30**
 - 2024 Employee Count: **140+**



We establish relationships through close communication and attention to detail.



We hire experienced locate technicians to maintain quality expertise.

Performance

Overall OTP (On-Time Performance)

97.6%

Damage Ratio

0.00178%

(1,000,000+ tickets annually)

Notable Customer Base



References

Chris Gee
Senior Telecommunications Analyst
Duke Energy Corporation
Cell: 513-675-2055
chris.gee@duke-energy.com

Greg Meinczinger
Executive VP, Operations
Everstream
Cell: 317-270-7037
gmeinczinger@everstream.net

Tracey Gerdeman
VP, Operations
Turnkey Network Solutions
Cell: 616-813-8583
tgerdeman@tkns.net

Neil Scarborough
Senior Manager Damage Prevention
Zayo
Cell: 336-264-7299
Neil.scarborough@zayo.com

Pricing

<u>Fiber</u>	<u>Price</u>
Located	\$36 per ticket
Field Verified	\$32 per ticket
*No Locate Required	\$1 per ticket
Locates over 1000'	\$36 per each additional 500'

ECO (Emergency Call Out) - \$125 per hour

*Typical “No Locate Required” close out rate is 40%-50% of overall ticket volume.

PROPOSAL SIGNATURE FORM

This page, signed by an officer of the offering firm or a designated agent empowered to bind that entity in a contract with the Department of Technology, should accompany each proposal submitted for consideration.

I, the undersigned, having carefully examined the Request for Proposals (RFP), propose to furnish services in accordance therewith as set forth in the attached proposal.

I hereby certify that, to the best of my knowledge, this submission is complete and all statements made therein are true and accurate.

I also affirm I am duly authorized to sign and submit this response on behalf of the Offeror named below.

I further acknowledge that by signing this form I am representing that, in the event this proposal is accepted, the Offeror is willing and able to execute a contract in the form shown in the RFP with no changes to the terms and conditions unless approved by the Department of Technology, with the understanding that the scope and compensation provisions will be negotiated and included in the final contract.

By my signature below, I attest that I have read, understand and agree to the terms, conditions and requirements set forth in the RFP and associated documents.

Failure to sign and return this form may result in the rejection of the proposal.

OFFEROR CONTACT INFORMATION:

OFFEROR (Company Name): Northern Lights Locating & Inspection Inc.

ADDRESS: 8109 Network Drive

CITY, STATE, ZIP: Plainfield IN 46168

CONTACT PERSON: Jess Miller

CONTACT PERSON PHONE: 317-538-7933

CONTACT PERSON EMAIL: jessmiller@nlllocating.com

AUTHORIZATION TO PROPOSE:


Signature

5/10/24
Date

Jess Miller
Printed Name

VP - Locate Services
Title