

July 13, 2006
Cheryl Roberto
Director
Department of Public Utilities

Re: Development of a Requirements Specification and Recommendation for
Acquisition of a Laboratory Information Management System (LIMS) and
Creation of a LIMS RFP / SA002003

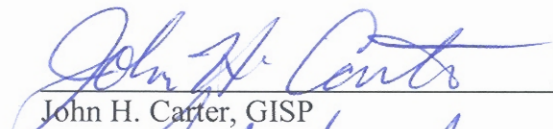
Dear Director Roberto:

Attached for your consideration and pursuant to the provisions of Section 329.13 of the Columbus City Codes, the members of the Evaluation Committee hereby respectfully submit our ranking of offerors together with our written explanation of the basis for awarding a professional service contract through requests for proposals.

The offerors were ranked based upon their proposal quality, experience of team, experience of firm and the location of their staff. Analysis of each offeror's proposal as to the afore mentioned criteria, along with references for the short list, is provided in the attached.

Should you have questions, the Committee stands ready to answer same.

Sincerely,

 _____, Evaluation Committee Member
John H. Carter, GISP

 _____, Evaluation Committee Member
David H. McCune

 _____, Evaluation Committee Member
Richard C. Rutherford

 _____, Evaluation Committee Member
Stephanie Smith

 _____, Evaluation Committee Member
Lawrence H. Sullivan

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Cheryl Roberto
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Department of Public Utilities
Page Two

Division Administrator's Comment

I have reviewed and concur with the Committee's offeror ranking.

I have reviewed and do not concur with the Committee's offeror ranking, an explanation of which is provided in the attached.

(Signature) David E Hupp 8/3/06
date

Deputy Director's Comment

I have reviewed and concur with the Committee's offeror ranking.

I have reviewed and do not concur with the Committee's offeror ranking, an explanation of which is provided below:

(Signature) N-R [Signature] 8/14/06
date

Director's Comment

I have reviewed and concur with the Committee's offeror ranking.

I have reviewed and do not concur with the Committee's offeror ranking, an explanation of which is provided below:

(Signature) Cheryl Roberto 8/16/06
date

C: Nirmal Sinha
Evaluation Committee Members
John H. Carter, GISP SA002003

Attachments

An Evaluation Committee consisting of Stephanie Smith, Richard C. Rutherford, Lawrence H. Sullivan, Dave H. McCune, and John H. Carter was seated to evaluate proposals received from solicitation SA002003, development of a requirements specification and recommendation for acquisition of a laboratory information management system (LIMS) and creation of a LIMS RFP, which was due for submittal 6/2/2006.

The Evaluation Committee received proposals from the following seven firms:

- Astrix
- EMA
- IPS
- LAS
- MES
- SAIC
- Woolpert

After a careful review of the seven qualifying packages, the Evaluation Committee selected the two top scoring firms of IPS and SAIC with which to hold additional discussions and to continue the selection process. In accordance with City code, the committee dismissed the remaining firms from further consideration and notified the dismissed firms by written correspondence. Copies of the subject letters are attached for review.

References were checked for both IPS and SAIC. The firms each received very positive references.

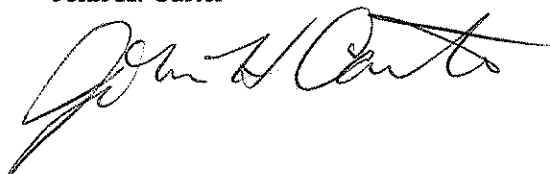
Following presentations by IPS and SAIC the Evaluation Committee met to reevaluate their respective scores.

As a result of the additional review the score for IPS remained at 87. IPS had a very solid presentation. The committee felt the IPS presentation affirmed the top score their proposals had earned. IPS demonstrated a through knowledge of the LIMS/PIMS market and proposed an approach the committee felt would meet DPU's needs.

SAIC's presentation revealed their firm had recently formed a specific LIMS team, within the last three years, but did not have much experience in assessing LIMS needs. Their experience was mostly in the area of LIMS implementation. Additionally, the score for SAIC was reduced from 78 to 70 as the committee discovered SAIC did not qualify for any local workforce points as originally indicated in their proposal. Specifically, as indicated in the SAIC proposal (page 28), the project manager and LIMS analyst were listed as working in the Columbus office. However, it was learned during their presentation that the SAIC project manager would be working remotely from Albuquerque, NM and that the SAIC LIMS Analyst is based in Orlando, FL. Please see attached business cards as documentation.

Please find the scoring results and comments from the Evaluation Committee attached in the standard form prescribed by the Department.

John H. Carter



**Department of Public Utilities
Summary Report**

Division: Division of Operational Support

	Date of Notice	
Project:	To City Council:	<u>April 20th, 2006</u>
LIMS Needs Assessment	Estimated Cost:	RFP Due Date: <u>June 2nd, 2006</u>
	\$90,00.00	Date of Report: <u>August 11th, 2006</u>

Committee's Ranking of Technical Proposals

Offeror:	Total Points:
Astrix	60
EMA	65
IPS	87
LAS	72
MES	35
SAIC	70
Woolpert	54

Committee Members

Name:	Classification:
John H. Carter	GIS Analyst
Stephanie Smith	EBO Specialist II / EBOC
Lawrence H. Sullivan	Wastewater Chemist II / DOSD
David H. McCune	Senior Systems Administrator / DOS
Richard C. Rutherford	Water Research Analyst II / DPW

Offerors Not Invited to Submit Technical Proposal

Offeror:	Total Points:	Explain:
N/A		

Offerors whose SOQ's were not evaluated

Offeror:	Explain:
N/A	

Professional Quality

Criterion (from public notice): Professional Quality

Offeror: _____

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
50	

Major Concerns; Explanation of Points Provided

PQ1. Approach - Is the approach realistic, meet the needs of the project and to what degree? PQ2. Demonstrated Understanding - Evidence of understanding the scope of the work and to what degree? PQ3. Innovation - Has the Offeror proposed an innovative approach or solution to meet the needs of the project and to what degree? PQ4. Schedule - Schedule meets need, is realistic and to what degree? PQ5. Sensitivity to Cost - Sensitivity to cost factors (efficiency, willingness to work from existing and reliable work product, allocation of appropriately-skilled personnel) and to what degree? PQ6. Consideration of Relevant City Features - Does the Offeror (and the proposed personnel) have a successful history of completing similar projects and to what degree? PQ7. Project Specific Criteria - How much experience has firm had producing an assessment resulting in the successful implementation of a functioning LIMS?

Offeror: Astrix

Proposed Subcontractors: Inflection Technology, LLC

Max. # pts. Possible	Avg. pts. Received
50	31

Major Concerns; Explanation of Points Provided

PQ1. Approach - Met expectations. PQ2. Demonstrated Understanding - a minimal understanding of Public Utilities needs. PQ3. Innovation - no points awarded. PQ4. Schedule - too long. PQ5. Sensitivity to Cost - little mention if any about using existing information. PQ6. Consideration of Relevant City Features - They show a history on successful general LIMS work, not industry specific. PQ7. Project Specific Criteria - good general LIMS knowledge and experience in wastewater but no specific potable water laboratory LIMS experience documented.

Offeror: EMA

Proposed Subcontractors: Inflection Technology, LLC

Max. # pts. Possible	Avg. pts. Received
50	36

Major Concerns; Explanation of Points Provided

PQ1. Approach - Met expectations. PQ2. Demonstrated Understanding - a minimal understanding of Public Utilities needs. PQ3. Innovation - no points awarded. PQ4 - Schedule - Did not meet our needs as it was too long. PQ5 - Sensitivity to Cost - EMA showed a 20 - 30% reduction in cost due to previous work done with DPU. PQ6. Consideration of Relevant City Features - No detailed history of recent LIMS project work by firm. No projects of same size and complexity. PQ7. Project Specific Criteria - Limited breadth of knowledge of subject as demonstrated by project examples. No project examples demonstrating work with PIMS.

Offeror: IPS

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
50	49

Major Concerns; Explanation of Points Provided

PQ1. Approach - IPS demonstrated a solid approach to working with both people and technology. PQ2. Demonstrated Understanding - IPS demonstrated a depth understanding in the subject matter. PQ3. Innovation - IPS demonstrated innovation through the use of their People, Process, and Technology model. PQ4. Schedule - Exceeded expectations and is in line with the vision of the project. PQ5. Sensitivity to Costs - documented numerous cost saving measures and philosophy. PQ6. Consideration of Relevant City Features - Work effort has been streamlined through experience and is heavily dependent on an existing knowledge of the utilities industry. PQ7. Project Specific Criteria - IPS had extensive documented utilities LIMS assessments completed.

Offeror: LAS

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
50	38

Major Concerns; Explanation of Points Provided

PQ1. Approach - Met expectations. PQ2. Demonstrated Understanding - a basic understanding of Public Utilities needs. PQ3. Innovation - no points awarded. PQ4 - Schedule - Did not meet our needs as it was too long. PQ5. Sensitivity to Cost - little mention if any about using existing information. PQ6. Consideration of Relevant City Features - They show a history on successful general LIMS work, not industry specific. PQ7. Project Specific Criteria - LAS had extensive documented general LIMS assessments completed.

Professional Quality

Criterion (from public notice): Professional Quality

Offeror: MES

Proposed Subcontractors: Pierson Software

Max. # pts. Possible	Avg. pts. Received
50	25

Major Concerns; Explanation of Points Provided

PQ1. Approach - Not realistic - one man show. PQ2. Demonstrated Understanding - Demonstrated a minimal understanding of project. PQ3. Innovation - no points awarded. PQ4. Schedule - too long. Does not meet the needs of the project. PQ5. Sensitivity to Costs - No mention of utilization of existing documents or previous planning. PQ6. Consideration of Relevant City Features - Demonstrated projects depicted an involvement in portions of small projects. No projects of similar size were listed. Proposal is oriented toward network integration not LIMS. PQ7. Project Specific Criteria - No documented functional LIMS implementation.

Offeror: SAIC

Proposed Subcontractors:

Max. # pts. Possible	Avg. pts. Received
50	41

Major Concerns; Explanation of Points Provided

PQ1. Approach - SAIC demonstrated a good approach to the project. PQ2. Demonstrated Understanding - SAIC documented LIMS implementation work but were short in conducting needs assessments. PQ3. Innovation - no points awarded. PQ4. Schedule - Schedule meets needs and is realistic. PQ5. Sensitivity to Costs - Understood Technology Master Plan and relevant information of DPU. PQ6. Consideration of Relevant City Features - Work was largely non-utility focused on implementation not needs assessment. PQ7. Project Specific Criteria - Much LIMS implementation demonstrated but no relative work in the area of LIMS needs assessment.

Offeror: Woolpert

Proposed Subcontractors: LIMS Group, Great Northern and EMH&T

Max. # pts. Possible	Avg. pts. Received
50	31

Major Concerns; Explanation of Points Provided

PQ1. Approach - Standard approach, little detail. PQ2. Demonstrated Understanding - A basic understanding of public utility needs. PQ3. Innovation - no points awarded. PQ4. Schedule - Unrealistic, too short. PQ5. Sensitivity to Costs - Understood Technology Master Plan and relevant information of DPU. PQ6. Consideration of Relevant City Features - No similar projects demonstrated. PQ7. Project Specific Criteria - No related project experience.

Offeror:

Proposed Subcontractors:

Max. # pts. Possible	Avg. pts. Received

Major Concerns; Explanation of Points Provided

Offeror:

Proposed Subcontractors:

Max. # pts. Possible	Avg. pts. Received

Major Concerns; Explanation of Points Provided

Experience of Team

Criterion (from public notice): Experience of Team

Offeror: _____

Proposed Subcontractors: _____

Max. # pts.	Avg. pts.
Possible	Received
25	

Major Concerns; Explanation of Points Provided

ET2. Team Leadership - Does the proposed project manager have the appropriate education and training. **ET3. Gov't Experience** - How much experience does the personnel proposed by the firm have with government utility water / wastewater? **ET4. Personnel Exp** - How much experience does the personnel proposed by the firm have with projects of similar size, complexity, and coordination requirements? **ET5. Project Dedication** - Percent of time each team member will be dedicated to this project.

Offeror: Astrix

Proposed Subcontractors: Inflection Technology, LLC

Max. # pts.	Avg. pts.
Possible	Received
25	18

Major Concerns; Explanation of Points Provided

ET2. Team Leadership - Met expectations. **ET3. Gov't Experience** - Documented work with numerous government agencies. **ET4. Personnel Exp** - Experience demonstrated with wastewater and a number of various government lab environments but no demonstrated water lab experience. **ET5. Project Dedication** - No specific breakdown documented.

Offeror: EMA

Proposed Subcontractors: Inflection Technology, LLC

Max. # pts.	Avg. pts.
Possible	Received
25	24

Major Concerns; Explanation of Points Provided

ET2. Team Leadership - Met expectations. **ET3. Gov't Experience** - Well documented government experience **ET4. Personnel Exp** - Well documented relative experience. **ET5. Project Dedication** - Detailed breakdown of dedicated project personnel. See page 3 of EMA's proposal.

Offeror: IPS

Proposed Subcontractors: _____

Max. # pts.	Avg. pts.
Possible	Received
25	25

Major Concerns; Explanation of Points Provided

ET2. Team Leadership - Met expectations. **ET3. Gov't Experience** - Documented government experience **ET4. Personnel Exp** - Documented relative experience. **ET5. Project Dedication** - detailed breakdown of project personnel by phases.

Offeror: LAS

Proposed Subcontractors: _____

Max. # pts.	Avg. pts.
Possible	Received
25	20

Major Concerns; Explanation of Points Provided

ET2. Team Leadership - Met expectations. **ET3. Gov't Experience** - Documented government experience. **ET4. Personnel Exp** - Met expectations. **ET5. Project Dedication** - Did mention but not define.

Experience of Team

Criterion (from public notice): Experience of Team

Offeror: MES

Proposed Subcontractors: Pierson Software

Max. # pts.	Avg. pts.
Possible	Received
25	9

Major Concerns; Explanation of Points Provided

ET2. Team Leadership - No documented LIMS experience ET3. Gov't Experience - Limited government experience. ET4. Personnel Exp - No pertinent LIMS experience. ET5. Project Dedication - Adequate.

Offeror: SAIC

Proposed Subcontractors: _____

Max. # pts.	Avg. pts.
Possible	Received
25	20

Major Concerns; Explanation of Points Provided

ET2. Team Leadership - Met expectations. ET3. Gov't Experience - Light on government experience. ET4. Personnel Exp - Good LIMS implementation experience but little on assessment. ET5. Project Dedication - Well defined by hours and percentage. Main project manager appeared to plan to work off site. Secondary project manager appeared to have little LIMS experience.

Offeror: Woolpert

Proposed Subcontractors: LIMS Group, Great Northern and EMH&T

Max. # pts.	Avg. pts.
Possible	Received
25	11

Major Concerns; Explanation of Points Provided

ET2. Team Leadership - Project manager appears to have limited LIMS experience. ET3. Gov't Experience - Reasonable government experience. ET4. Personnel Exp - Sub provides LIMS experience lacking in firm. ET5. Project Dedication - Not documented, see page 8 of Woolpert proposal.

Offeror: _____

Proposed Subcontractors: _____

Max. # pts.	Avg. pts.
Possible	Received

Major Concerns; Explanation of Points Provided

Offeror: _____

Proposed Subcontractors: _____

Max. # pts.	Avg. pts.
Possible	Received

Major Concerns; Explanation of Points Provided

Experience of Firm

Criterion (from public notice): Experience of Firm

Offeror: _____

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
15	

Major Concerns; Explanation of Points Provided

EF2. Water / Wastewater Utilities Experience - How much experience does firm have providing LIMS consulting to government water / wastewater industry? **EF3. Laboratory Experience** - Has the firm been involved with LIMS/PIMS and to what degree?

Offeror: **Astrix**

Proposed Subcontractors: Inflection Technology, LLC

Max. # pts. Possible	Avg. pts. Received
15	8

Major Concerns; Explanation of Points Provided

EF2. Water / Wastewater Utilities Experience - Documented wastewater but no documented water experience. **EF3. Laboratory Experience** - No documented completed PIMS integration experience.

Offeror: **EMA**

Proposed Subcontractors: Inflection Technology, LLC

Max. # pts. Possible	Avg. pts. Received
15	7

Major Concerns; Explanation of Points Provided

EF2. Water / Wastewater Utilities Experience - Four documented projects: one questionable - one outdated - one unfinished. **EF3. Laboratory Experience** - No documented completed PIMS integration experience.

Offeror: **IPS**

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
15	15

Major Concerns; Explanation of Points Provided

EF2. Water / Wastewater Utilities Experience - Extensive specific water/wastewater/multi-lab experience. **EF3. Laboratory Experience** - The only respondent demonstrating PIMS/LIMS integration experience.

Offeror: **LAS**

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
15	8

Major Concerns; Explanation of Points Provided

EF2. Documented water but no documented wastewater experience. **EF3. Laboratory Experience** - No documented completed PIMS integration experience.

Experience of Firm

Criterion (from public notice): Experience of Firm

Offeror: MES

Proposed Subcontractors: Pierson Software

Max. # pts. Possible	Avg. pts. Received
15	3

Major Concerns; Explanation of Points Provided

EF2. Water / Wastewater Utilities Experience - Ill-defined demarcation between the firm and personal experience EF3. Laboratory Experience - No demonstrated LIMS/PIMS integration experience.

Offeror: SAIC

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
15	11

Major Concerns; Explanation of Points Provided

EF2. Water / Wastewater Utilities Experience - Light in similar project experience, only one utility listed. EF3. Laboratory Experience - No direct LIMS/PIMS integration experience.

Offeror: Woolpert

Proposed Subcontractors: LIMS Group, Great Northern and EMH&T

Max. # pts. Possible	Avg. pts. Received
15	9

Major Concerns; Explanation of Points Provided

EF2. Water / Wastewater Utilities Experience - Woolpert appears to have done implementations for water/wastewater facilities but do not document any instances of LIMS assessments. EF3. Laboratory Experience - Questionable experience in LIMS/PIMS integration.

Offeror: _____

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received

Major Concerns; Explanation of Points Provided

Offeror: _____

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received

Major Concerns; Explanation of Points Provided

Local Workforce Points

Criterion (from public notice): Local Workforce

Offeror: _____

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
10	

Major Concerns; Explanation of Points Provided

LW1. 90% in Columbus - At least 90% of the Team's project labor costs are assignable to employees paying City of Columbus income tax on the date the proposal is submitted (10)
LW2. 75% in Columbus - At least 75% of the Team's project labor costs are assignable to employees paying City of Columbus income tax on the date the proposal is submitted (8)
LW3. 90% inside Franklin County - At least 90% of the Team's labor will be performed in an office location within Franklin County but outside of the Columbus Corporate limits on the date the proposal is submitted (8)
LW4. 50% in Columbus - • At least 50% of the Team's project labor costs are assignable to employees paying City of Columbus income tax on the date the proposal is submitted (5)

Offeror: Astrix

Proposed Subcontractors: Inflection Technology, LLC

Max. # pts. Possible	Avg. pts. Received
10	5

Major Concerns; Explanation of Points Provided

50% of the Team's project labor costs are assignable to employees paying City of Columbus income tax on the date the proposal is submitted (5). See page 7 of the proposal.

Offeror: EMA

Proposed Subcontractors: Inflection Technology, LLC

Max. # pts. Possible	Avg. pts. Received
10	0

Major Concerns; Explanation of Points Provided

See page 25. Less than 50% of the team's project labor costs are assignable to employees paying City of Columbus income tax on the date the proposal was submitted.

Offeror: IPS

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
10	0

Major Concerns; Explanation of Points Provided

No local workforce, see page 16 of the IPS proposal.

Offeror: LAS

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
10	8

Major Concerns; Explanation of Points Provided

75% of the Team's project labor costs are assignable to employees paying City of Columbus income tax on the date the proposal is submitted - see page 8 of the proposal. One employee accounts for the 75%.

Local Workforce Points

Criterion (from public notice): Local Workforce

Offeror: MES

Proposed Subcontractors: Pierson Software

Max. # pts. Possible	Avg. pts. Received
10	0

Major Concerns; Explanation of Points Provided

No local workforce - see page 15.

Offeror: SAIC

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received
10	0

Major Concerns; Explanation of Points Provided

Prior to the short list and presentations SAIC had 8 local points. Information given in the presentation disclosed that SAIC did not have 50% local workforce at the time of proposal. See page 28 of SAIC proposal.

Offeror: Woolpert

Proposed Subcontractors: LIMS Group, Great Northern and EMH&T

Max. # pts. Possible	Avg. pts. Received
10	5

Major Concerns; Explanation of Points Provided

50% of the Team's project labor costs are assignable to employees paying City of Columbus income tax on the date the proposal is submitted. See page 2.

Offeror: _____

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received

Major Concerns; Explanation of Points Provided

Offeror: _____

Proposed Subcontractors: _____

Max. # pts. Possible	Avg. pts. Received

Major Concerns; Explanation of Points Provided

Local Workforce Location and Percentage

Identify the percentage of the team paying Columbus income tax on the date the proposal is submitted and the percentage of the team that is located within Franklin County, but outside Columbus corp. limit.

Offeror: **Astrix**

Team % - (Cols. Income Tax / Within Franklin Co.) 0 / 0

Provide office location of team members

1090 Kings Georges Post Road
Edison, NJ 08837

Subcontractor: **Inflection Technology, LLC**

Team % - (Cols. Income Tax / Within Franklin Co.) 100 / 0

Provide office location of team members

265 South 5th Street
Columbus, OH 43215

Local Workforce Location and Percentage

Identify the percentage of the team paying Columbus income tax on the date the proposal is submitted and the percentage of the team that is located within Franklin County, but outside Columbus corp. limit.

Offeror: EMA

Team % - (Cols. Income Tax / Within Franklin Co.) 0 / 0

Provide office location of team members

1970 Oakcrest Avenue
St. Paul, MN 55113-2624

Subcontractor: Inflection Technology, LLC

Team % - (Cols. Income Tax / Within Franklin Co.) 100 / 0

Provide office location of team members

265 South 5th Street
Columbus, OH 43215

Local Workforce Location and Percentage

Identify the percentage of the team paying Columbus income tax on the date the proposal is submitted and the percentage of the team that is located within Franklin County, but outside Columbus corp. limit.

Offeror: IPS

Team % - (Cols. Income Tax / Within Franklin Co.) 0 / 0

Provide office location of team members

8400 West 110th Street
Overland Park, KS 66210

Subcontractor: N/A

Team % - (Cols. Income Tax / Within Franklin Co.) _____

Provide office location of team members

Firm

Local Workforce Location and Percentage

Identify the percentage of the team paying Columbus income tax on the date the proposal is submitted and the percentage of the team that is located within Franklin County, but outside Columbus corp. limit.

Offeror: **MES**

Team % - (Cols. Income Tax / Within Franklin Co.) 0 / 0

Provide office location of team members

7305 West Boston Street
Chandler, AZ 85226

Subcontractor: **Pierson**

Team % - (Cols. Income Tax / Within Franklin Co.) 0 / 0

Provide office location of team members

2910 Rush Creek Court
Redding, CA 96002

Local Workforce Location and Percentage

Identify the percentage of the team paying Columbus income tax on the date the proposal is submitted and the percentage of the team that is located within Franklin County, but outside Columbus corp. limit.

Offeror: SAIC

Team % - (Cols. Income Tax / Within Franklin Co.) 0 / 0

Provide office location of team members

4700 Lakehurst Court
Columbus, OH 43016

8704 Phoenix Avenue Northeast
Albuquerque, NM 87112

7380 Sand Lake Road
Orlando, FL 32819

Subcontractor: N/A

Team % - (Cols. Income Tax / Within Franklin Co.) _____

Provide office location of team members

Firm

Local Workforce Location and Percentage

Identify the percentage of the team paying Columbus income tax on the date the proposal is submitted and the percentage of the team that is located within Franklin County, but outside Columbus corp. limit.

Offeror: Woolpert

Team % - (Cols. Income Tax / Within Franklin Co.) 0 / 0

Provide office location of team members

2235 Ridgewood Avenue
Grand Rapids, MI 49546

Subcontractor: The LIMS Group

Team % - (Cols. Income Tax / Within Franklin Co.) 0 / 0

Provide office location of team members

5665 Highway 9
Alpharetta, GA 30004

Subcontractor: EMH&T

Team % - (Cols. Income Tax / Within Franklin Co.) 100 / 0

Provide office location of team members

5500 New Albany Road
Columbus, OH 43054

Subcontractor: Great Northern

Team % - (Cols. Income Tax / Within Franklin Co.) 100 / 0

Provide office location of team members

445 Hutchinson Avenue
Columbus, OH 43235

MBE/FBE Participation

Describe what role, if any, an MBE/FBE will serve in performing the proposed work.

Offeror: Astrix

Proposed MBE/FBE: Inflection Technology, LLC

Describe role of MBE/FBE if applicable in the space below:

Inflection Technology will contribute during the requirements gathering and assessment of LIMS integration with other system, such as PIMS and GIS. It is anticipated that 50% of the team's project labor costs will be assignable to Inflection Technology employees.

Offeror: EMA

Proposed MBE/FBE: Inflection Technology, LLC

Describe role of MBE/FBE if applicable in the space below:

EMA's proposal does not make clear what portion of the proposed work will be done by Inflection Technology.

Offeror: IPS

Proposed MBE/FBE: N/A

Describe role of MBE/FBE if applicable in the space below:

Offeror: LAS

Proposed MBE/FBE: _____

Describe role of MBE/FBE if applicable in the space below:

LAS advises in their proposal that they are certified by the Federal Government as a woman-owned, small business enterprise.

MBE/FBE Participation

Describe what role, if any, an MBE/FBE will serve in performing the proposed work.

Offeror: **MES**

Proposed MBE/FBE: **N/A**

Describe role of MBE/FBE if applicable in the space below:

Offeror: **SAIC**

Proposed MBE/FBE: **N/A**

Describe role of MBE/FBE if applicable in the space below:

Offeror: **Woolpert**

Proposed MBE/FBE: **N/A**

Describe role of MBE/FBE if applicable in the space below:

Project Leadership

Project Leadership

Identify the project personnel committed to leadership of the project. Note specific competencies, experience, skills and prior or current city commitments.

Offeror: Astrix

Personnel Assigned to Project: Richard Albert and Robert Walla

Description of Project Leadership:

Mr. Albert and Mr. Walla both document many years of experience both in a lab environment and in the management, review, and implementation of laboratory information management systems. Both men appear to be involved in projects that are currently ongoing in the wastewater industry but neither appears to have any experience in the water industry or with PIMS.

Offeror: EMA

Personnel Assigned to Project: Craig Yokopenic and Jerry Olmstead

Description of Project Leadership:

Mr. Yokopenic and Mr. Olmstead both document many projects involving work in the water and wastewater industry. Mr. Yokopenic documented one project similar to the work we are planning. Mr. Olmstead does not document any projects of a similar nature.

Offeror: IPS

Personnel Assigned to Project: Cory Williams

Description of Project Leadership:

Mr. Williams documents many years of experience in the areas of water and wastewater lab work and documents many projects where he managed projects similar to the work the City of Columbus wishes to accomplish. In addition to extensive project management experience in the area of water and wastewater LIMS Mr. Williams has considerable experience in PIMS.

Offeror: LAS

Personnel Assigned to Project: Phillip Engler, PhD

Description of Project Leadership:

Dr. Engler documents a strong background in laboratory work and administration along with several projects involving the analysis of LIMS systems, two of which involve water labs. Dr. Engler does not appear to have any direct project work experience in the area of wastewater or PIMS.

Project Leadership

Project Leadership

Identify the project personnel committed to leadership of the project. Note specific competencies, experience, skills and prior or current city commitments.

Offeror: MES

Personnel Assigned to Project: Mike Tidwell

Description of Project Leadership:

Mr. Tidwell documents many years of IT project management in the area of public utilities work. He does not document any experience in the area of PIMS.

Offeror: SAIC

Personnel Assigned to Project: David Downing and David E. Korn

Description of Project Leadership:

Mr. Downing documents many years of experience in the area of LIMS use, system implementation, and LIMS development. Mr. Downing's experience includes the implementation of a LIMS within a multi-location military environment and recent implementation work in the water industry. Mr. Downing does not document any specific experience in the assessment of a LIMS within water or wastewater labs or in PIMS.

Offeror: Woolpert

Personnel Assigned to Project: Paul J. Klimas, GISP

Description of Project Leadership:

Mr. Klimas documents a strong background in project management in the area of public utilities but does not document any direct experience in the area of water or wastewater LIMS or PIMS.

Lims Consultant Project: Amalgamated Score Sheet (June, 2006)

Professional Quality								50
	PQ1. Approach	PQ2. Demonstrated Understanding	PQ3. Innovation	PQ4. Schedule	PQ5. Sensitivity to Cost	PQ6. Consideration of Relevant City Features	PQ7. Project Specific Criteria	
	<i>Is the approach realistic, meet the needs of the project and to what degree?</i>	<i>Evidence of understanding the scope of the work and to what degree?</i>	<i>Has the Offeror proposed an innovative approach or solution to meet the needs of the project and to what degree?</i>	<i>Schedule meets need, is realistic and to what degree?</i>	<i>Sensitivity to cost factors (efficiency, willingness to work from existing and reliable work product, allocation of appropriately-skilled personnel) and to what degree?</i>	<i>Does the Offeror (and the proposed personnel) have a successful history of completing similar projects and to what degree?</i>	<i>How much experinece has firm had producing an assessment resulting in the successful implementation of a functioning LIMS?</i>	
Max Point Value =	5	9	4	9	5	9	9	
Astrix	4	6	0	4	3	7	5	
EMA	4	6	0	7	5	6	6	
IPS	5	9	1	9	5	9	9	
LAS	4	7	0	7	3	7	8	
MES	2	6	0	6	2	5	2	
SAIC	4	8	0	9	4	6	8	
Woolpert	4	7	0	5	4	4	5	

	Experience of Team				Experience of Firm	
	ET2. Team Leadership	ET3. Gov't Experience	ET4. Personnel Exp	ET5. Project Dedication	EF2. Utilities Involvement: Water & Wastewater	EF3. Lab Experience
	<i>Does the proposed project manager have the appropriate education and training.</i>	<i>How much experience does the personnel proposed by the firm have with government utility water / wastewater?</i>	<i>How much experience does the personnel proposed by the firm have with projects of similar size, complexity, and coordination requirements?</i>	<i>Percent of time each team member will be dedicated to this project.</i>	<i>How much experience does firm have providing LIMS consulting to government water / wastewater industry?</i>	<i>Has the firm been involved with LIMS/PIMS and to what degree?</i>
Max Point Value =	5	5	5	10	5	10
Astrix	5	5	4	4	4	4
EMA	5	5	5	9	3	4
IPS	5	5	5	10	5	10
LAS	5	5	5	5	4	4
MES	0	2	0	7	3	0
SAIC	5	3	4	8	4	7
Woolpert	3	4	4	0	3	6

	Local Workforce [select only one] 10				Totals
	LW1. 90% in Columbus <i>Are at least 90% of the Team's project labor costs assignable to employees paying City of Columbus income tax on the date the proposal is submitted?</i>	LW2. 75% in Columbus <i>Are at least 75% of the Team's project labor costs assignable to employees paying City of Columbus income tax on the date the proposal is submitted?</i>	LW3. 90% inside Franklin County <i>Will at least 90% of the Team's labor be performed in an office location within Franklin County, but outside of the Columbus Corporate limits on the date the proposal is submitted?</i>	LW4. 50% in Columbus <i>Are at least 50% of the Team's project labor costs assignable to employees paying City of Columbus income tax on the date the proposal is submitted?</i>	
Max Point Value =	10	8	8	5	
Astrix			5		60
EMA			0		65
IPS			0		87
LAS			8		72
MES			0		35
SAIC			0		70
Woolpert			5		54

LIMS consultant Reference Responses:

Date of Interview: 06/22/06; 10:30
By: J. Carter, R. Rutherford, & L. Sullivan
City/Agency: Hopewell, VA
Interviewee/s: Ms. Genia Grandstaff

- 1) Did **IPS** meet your expectations with respect to:
 - a. Quality of deliverables
"Very good."
 - b. Meeting project deadlines
On time.
 - c. Responsiveness and/or follow-up with project issues
Sensitive to her issues, with a good amount of back and forth to get it right. Very responsive, and listened well to needs/considerations of the utility.
 - d. Adaptability to changes
Yes. Helped change scope to meet needs as they were discovered (this cost more however.) Sounds like the city need to have additional facilities/users reviewed for input.
- 2) Did **IPS** anticipate any project related issues that were not considered by your organization?
Yes. (None specified)
- 3) Were any changes in project scope resulting from poor performance or negligence by **IPS**?
No.
- 4) Were any changes in project schedule resulting from poor performance or negligence by **IPS**?
No.

5) Were any changes in project budget resulting from poor performance or negligence by **IPS**?

No. (but question 1d, the city made a change that cost more)

6) Were there significant changes to **IPS**'s project team throughout the project?

None noted.

7) Would you consider **IPS** for further IT related work with your organization?

"Yes! Yes!!"

8) Please describe the project they did for you and how you feel it went.

[See below. Notes]

Overall Notes:

Smaller one lab, one plant (wastewater; 50mgd) operation.

Ended up going with Perkin-Elmer LabWorks. Very happy with it now. It took 1-2 years to get it to where they now feel comfortable in it's use /reporting [note: similar to Cleveland's experience]

LIMS consultant Reference Responses:

Date of Interview: 06/22/06; 10:00
By: J. Carter, R. Rutherford, & L. Sullivan
City/Agency: Encina, CA.
Interviewee/s: Mr. Doug Campbell

- 1) Did **IPS** meet your expectations with respect to:
 - a. Quality of deliverables
Yes.
 - b. Meeting project deadlines
Yes, "on time, and ahead of time."
 - c. Responsiveness and/or follow-up with project issues
Yes. (assumed based on several amalgamated answers.)
 - d. Adaptability to changes
RFP changed to a degree during the project. This was due to the city, and it's changing needs. IPS went with this and improved upon it.
- 2) Did **IPS** anticipate any project related issues that were not considered by your organization?
Yes. The city was new to the concept of LIMS usage. IPS foresaw many issues which they had not prepared for.
- 3) Were any changes in project scope resulting from poor performance or negligence by **IPS**?
No. In fact IPS helped increase efficiency in obtaining the scope within the allotted time frame.
- 4) Were any changes in project schedule resulting from poor performance or negligence by **IPS**?
No.

- 5) Were any changes in project budget resulting from poor performance or negligence by **IPS**?

No. IPS helped to improve the budget by foreseeing actual LIMS deployment needs. Example: they corrected the LIMS provider's over estimation from 1000 hours to 500 for deployment. [Getting the project done in half the time, correctly, at no additional cost.]

- 6) Were there significant changes to **IPS**'s project team throughout the project?

None noted.

- 7) Would you consider **IPS** for further IT related work with your organization?

Yes. Unbiased and informative company.

- 8) Please describe the project they did for you and how you feel it went.

Very good overall impression of IPS.

Overall Notes:

Single lab, 30 mgd plant, wastewater. Some drinking water work for five dependant municipalities.

Went with Perkin-Elmer LabWorks product.

LIMS consultant Reference Responses:

Date of Interview: 06/23/06; 10:00
By: R. Rutherford & L. Sullivan
City/Agency: CDC
Interviewee/s: Mr. Emory Meeks; (404) 498-2410

- 1) Did **SAIC** meet your expectations with respect to:
 - a. Quality of deliverables
Yes
 - b. Meeting project deadlines
Yes. Good with planning and CDC deadlines.
 - c. Responsiveness and/or follow-up with project issues
Yes
 - d. Adaptability to changes
Yes
- 2) Did **SAIC** anticipate any project related issues that were not considered by your organization?
No comment. Mr. Meeks has had limited experience with SAIC regarding this point. He wanted it to be known that this should not reflect poorly on SAIC.
- 3) Were any changes in project scope resulting from poor performance or negligence by **SAIC**?
No.
- 4) Were any changes in project schedule resulting from poor performance or negligence by **SAIC**?
No.

5) Were any changes in project budget resulting from poor performance or negligence by **SAIC**?

No. They did a very good job of project budgeting.

6) Were there significant changes to **SAIC**'s project team throughout the project?

No. Solid team that stayed constant.

7) Would you consider **SAIC** for further IT related work with your organization?

Yes.

8) Please describe the project they did for you and how you feel it went.

SAIC currently has many projects with the CDC.

Overall Notes:

The CDC engaged SAIC to create a custom enterprise data warehouse for their 100 plus labs and dependencies. Each lab maintains its own variable LIMS. SAIC did not evaluate LIMS for the purpose of selecting a single COTS solution in this case, but rather programmed a portal interface that could contact all LIMS.

LIMS consultant Reference Responses:

Date of Interview: 06/22/06; 11:00
By: J. Carter, R. Rutherford, & L. Sullivan
City/Agency: Seattle, WA
Interviewee/s: Mr. Scott Carpenter

- 1) Did **SAIC** meet your expectations with respect to:
 - a. Quality of deliverables
Yes.
 - b. Meeting project deadlines
Overall good. Mr. Carpenter thought a few things took more time that originally allowed/expected ("85% on time")
 - c. Responsiveness and/or follow-up with project issues
"Very responsive" Dave Downing has a very good understanding of labs and LIMS. (LIMS guru)
 - d. Adaptability to changes
Yes. A strength of Mr. Downing is his adaptability.
- 2) Did **SAIC** anticipate any project related issues that were not considered by your organization?
Not applicable (see Overall notes)
- 3) Were any changes in project scope resulting from poor performance or negligence by **SAIC**?
Not applicable (see Overall notes)
- 4) Were any changes in project schedule resulting from poor performance or negligence by **SAIC**?
Not applicable (see Overall notes)

- 5) Were any changes in project budget resulting from poor performance or negligence by **SAIC**?

Not applicable (see Overall notes)

- 6) Were there significant changes to **SAIC**'s project team throughout the project?

Not applicable (see Overall notes)

- 7) Would you consider **SAIC** for further IT related work with your organization?

Yes. Based solely on Mr. Downing's work.

- 8) Please describe the project they did for you and how you feel it went.

Very happy with the results. (90% pleased with new product capabilities over last LIMS)

Overall Notes:

SAIC was hired by StarLIMS (a lims provider) to handle the installation of the product. Thus SAIC did not evaluate several COTS', or assess the Seattle before recommending the current solution. The city did not have direct management of SAIC, other than through StarLIMS, the company they had the contract with.

However, Mr. Carpenter was very pleased with Mr. Downing's work and highly recommends him. Additionally, he mentioned a possible Achilles heel of the oft recommended LabWorks product in the way of a rigid schema (limits to reporting with varchar fields as one example) that is good for sample management, but bad for data warehousing/regulating reporting beyond an intermediate size.

Seattle had intimate knowledge of this due to their need to replace Perkin-Elmers LabWorks with StarLIMS (hence the contract.) Mr. Carpenter was hired several years ago to manage the LabWorks system and fix it. As Seattle's needs grew for data management, the system needed to be replaced

LabWorks best employed in mid to small labs according to Seattle because of rigid structure (good for low maint uses.) As a note Seattle's served population, distribution, and water plants (two) are similar in scope to Columbus.



City of Columbus
Mayor Michael B. Coleman

Department of Public Utilities
Cheryl Roberto, Director

June 27, 2006

Mr. Michael Zachowski
Vice President
Astrix Software Technology, Inc.
Suite 604
1090 Kings Georges Post Road
Edison, NJ 08837

Re: Development of a Requirements Specification and Recommendation for
Acquisition of a Laboratory Information Management System (LIMS) and
Creation of a LIMS RFP / Solicitation SA002003

Dear Mr. Zachowski:

We have completed our initial review and evaluation of the subject professional service proposals. The evaluation criteria were as specified in the proposal documents, and the selection was in accordance with Chapter 329 and Title 39 of the Columbus City Codes, 1959. Two firms have been identified, to the exclusion of all others, as the highest qualified offerors with which to hold additional discussions and with whom we will continue the selection process.

We appreciate the effort you have put into this submittal and look forward to receiving proposals from your firm for future projects planned by the Division of Operational Support. If you have any questions regarding this information, please contact John H. Carter at 614-645-0482.

Very truly yours,


for Cheryl Roberto
Director

CR/JHC:njs

pc: David E. Hupp, Administrator, Division of Operational Support
John H. Carter/SA002003

Utilities complex	910 Dublin Road	Columbus, Ohio 43215
Directors Office	614\645-6141 FAX: 614\645-8019	TDD: 614\645-6454
Sewerage and Drainage Division	614\645-7175 FAX: 614\645-3801	TDD: 614\645-6338
Water Division	614\645-7020 FAX: 614\645-8177	TDD: 614\645-7188
Electricity Division	3500 Indianola Avenue	Columbus, Ohio 43214
	614\645-8371 FAX: 614\645-7830	TDD: 614\645-6454

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City of Columbus
Mayor Michael B. Coleman

Department of Public Utilities
Cheryl Roberto, Director

June 27, 2006

Mr. Craig Yokopenic
Executive Vice President
EMA, Inc.
Suite 100
1970 Oakcrest Avenue
St. Paul, Minnesota 55113-2624

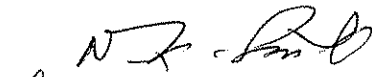
Re: Development of a Requirements Specification and Recommendation for
Acquisition of a Laboratory Information Management System (LIMS) and
Creation of a LIMS RFP / Solicitation SA002003

Dear Mr. Yokopenic:

We have completed our initial review and evaluation of the subject professional service proposals. The evaluation criteria were as specified in the proposal documents, and the selection was in accordance with Chapter 329 and Title 39 of the Columbus City Codes, 1959. Two firms have been identified, to the exclusion of all others, as the highest qualified offerors with which to hold additional discussions and with whom we will continue the selection process.

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Very truly yours,


for Cheryl Roberto
Director

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City of Columbus
Mayor Michael B. Coleman

Department of Public Utilities
Cheryl Roberto, Director

June 27, 2006

Mr. Philip Engler, PhD
Project Manager
Laboratory Automation Solutions, Inc.
613 Rustic Trail
Beavercreek, Ohio 45431

Re: Development of a Requirements Specification and Recommendation for
Acquisition of a Laboratory Information Management System (LIMS) and
Creation of a LIMS RFP/Solicitation SA002003

Dear Mr. Engler:

We have completed our initial review and evaluation of the subject professional service proposals. The evaluation criteria were as specified in the proposal documents, and the selection was in accordance with Chapter 329 and Title 39 of the Columbus City Codes, 1959. Two firms have been identified, to the exclusion of all others, as the highest qualified offerors with which to hold additional discussions and with whom we will continue the selection process.

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Very truly yours,

for Cheryl Roberto
Director

CR/JHC:njs

pc: David E. Hupp, Administrator, Division of Operational Support
John H. Carter/SA002003

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City of Columbus
Mayor Michael B. Coleman

Department of Public Utilities

Cheryl Roberto, Director

June 27, 2006

Mr. Mike Tidwell
Project Manager
McBride Engineering Solutions, Inc.
7305 West Boston Street
Chandler, Arizona 85226

Re: Development of a Requirements Specification and Recommendation for Acquisition of a Laboratory Information Management System (LIMS) and Creation of a LIMS RFP/Solicitation SA002003

Dear Mr. Tidwell:

We have completed our initial review and evaluation of the subject professional service proposals. The evaluation criteria were as specified in the proposal documents, and the selection was in accordance with Chapter 329 and Title 39 of the Columbus City Codes, 1959. Two firms have been identified, to the exclusion of all others, as the highest qualified offerors with which to hold additional discussions and with whom we will continue the selection process.

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Very truly yours,

for Cheryl Roberto
Director

CR/JHC:njs

pc: David E. Hupp, Administrator, Division of Operational Support
John H. Carter/SA002003

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City of Columbus
Mayor Michael B. Coleman

Department of Public Utilities

Cheryl Roberto, Director

June 27, 2006

Mr. Paul Klimas, GISP
Project Director
Woolpert
209 East Monument Avenue
Dayton, Ohio 45402-1261

Re: Development of a Requirements Specification and Recommendation for
Acquisition of a Laboratory Information Management System (LIMS) and
Creation of a LIMS RFP/Solicitation SA002003

Dear Mr. Klimas:

We have completed our initial review and evaluation of the subject professional service proposals. The evaluation criteria were as specified in the proposal documents, and the selection was in accordance with Chapter 329 and Title 39 of the Columbus City Codes, 1959. Two firms have been identified, to the exclusion of all others, as the highest qualified offerors with which to hold additional discussions and with whom we will continue the selection process.

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Very truly yours,


Cheryl Roberto
Director

CR/JHC:njs

pc: David E. Hupp, Administrator, Division of Operational Support
John H. Carter/SA002003

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