



COMMISSION PACKAGE

ACTION REQUESTED:

Purpose of Commission Package: To request approval to award Contract No. 16520 for the Strategy and Innovation Office (SIO) Support Services Basic Ordering Agreement (BOA) to Arcadis-US, Inc., Hazen and Sawyer, P.C., and Johnson, Mirmiran & Thompson, Inc., for a three (3) year Base Term with a Not to Exceed (NTE) amount of \$1,200,000.00 and two, one-year Option Terms with a combined NTE amount of \$800,000.00. The total Contract amount to be approved is \$2,000,000.00.

Basis of Award: This solicitation is being awarded to the firms deemed as the most advantageous to WSSC Water, taking into consideration the evaluation factors set forth in the Request for Proposals.

PROJECT OVERVIEW:

Contract No. 16520 will provide support services in digital strategy, strategic analytics, and innovation and research. Tasks issued under this contract may include, but are not limited to, the following: development of strategic and business plans, digital strategy, evaluation of new technology, new product evaluation, benchmarking, business cases for new products or technology, innovation office organization and effectiveness, data analytics, and dashboard development.

Task orders will be individually competed and awarded to the firm deemed most advantageous to WSSC Water.

CONTRACT DATA:

CONTRACT NO. :	16520	CUMULATIVE CONTRACT AMOUNT:	\$2,000,000.00
CONTRACT TERM:	5 YRS.	CONTRACT TYPE:	PROFESSIONAL SERVICES
PROCUREMENT TYPE:	RFP	OPTION TERM:	2, ONE-YEAR OPTIONS
PROJECT LOCATION:	<input type="checkbox"/> MONTGOMERY COUNTY <input type="checkbox"/> PRINCE GEORGE'S COUNTY <input checked="" type="checkbox"/> BOTH	OSDI CONCURRENCE:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO

AWARDEE INFORMATION:

AWARDEE NO. 1:	ARCADIS-US, INC.
CONTRACT AMOUNT:	ALL TASKS WILL BE BID COMPETITIVELY
PAST PERFORMANCE:	<input checked="" type="checkbox"/> SATISFACTORY <input type="checkbox"/> NO PAST PERFORMANCE

MBE/SLBE REQUIREMENT: 20% SUBCONTRACTING

☒ AFRICAN AMERICAN ☒ ASIAN AMERICAN ☐ NATIVE AMERICAN
☐ HISPANIC AMERICAN ☐ WOMEN OWNED ☐ WSSC-SLBE APPROVED

SUBCONTRACTORS (OSDI APPROVED SUBCONTRACTING PLAN)	PROFFERED PERCENTAGE	CLASSIFICATION	SUMMARY OF SERVICES
PEER CONSULTANTS, P.C.	5.00%	MBE	Provide strategic analytics, innovation and research, staff

			augmentation, and other services as needed
WEBHAWKX, LLC.	8.00%	MBE	Provide support for digital strategy, strategic analytics, and staff augmentation services
EBA ENGINEERING, INC.	7.00%	MBE	Provide support for digital strategy, innovation and research, and staff augmentation services
AWARDEE NO. 2:	HAZEN AND SAWYER, P.C.		
CONTRACT AMOUNT:	ALL TASKS WILL BE BID COMPETITIVELY		
PAST PERFORMANCE:	<input checked="" type="checkbox"/> SATISFACTORY <input type="checkbox"/> NO PAST PERFORMANCE		
MBE/SLBE REQUIREMENT: 20% SUBCONTRACTING <input checked="" type="checkbox"/> AFRICAN AMERICAN <input checked="" type="checkbox"/> ASIAN AMERICAN <input type="checkbox"/> NATIVE AMERICAN <input type="checkbox"/> HISPANIC AMERICAN <input checked="" type="checkbox"/> WOMEN OWNED <input type="checkbox"/> WSSC-SLBE APPROVED			
SUBCONTRACTORS (OSDI APPROVED SUBCONTRACTING PLAN)	PROFFERED PERCENTAGE	CLASSIFICATION	SUMMARY OF SERVICES
TELECOMMUNICATIONS DEVELOPMENT CORP.	5.00%	MBE	Digital strategy, strategic analytics, innovation and research, and staff augmentation
NARASIMHAN CONSULTING SERVICES, INC.	5.00%	MBE	New water treatment processes, products and technologies
CELADON TECHNOLOGIES, LLC	7.00%	MBE	Analyze new water treatment processes, assistance with testing of new products
WEBHAWKX, LLC	3.00%	MBE	Electrical engineering studies for new products
AWARDEE NO. 3:	JOHNSON, MIRMIRAN & THOMPSON, INC.		
CONTRACT AMOUNT:	ALL TASKS WILL BE BID COMPETITIVELY		
PAST PERFORMANCE:	<input checked="" type="checkbox"/> SATISFACTORY <input type="checkbox"/> NO PAST PERFORMANCE		
MBE/SLBE REQUIREMENT: 25% SUBCONTRACTING <input checked="" type="checkbox"/> AFRICAN AMERICAN <input checked="" type="checkbox"/> ASIAN AMERICAN <input type="checkbox"/> NATIVE AMERICAN <input type="checkbox"/> HISPANIC AMERICAN <input checked="" type="checkbox"/> WOMEN OWNED <input type="checkbox"/> WSSC-SLBE APPROVED			
SUBCONTRACTORS (OSDI APPROVED SUBCONTRACTING PLAN)	PROFFERED PERCENTAGE	CLASSIFICATION	SUMMARY OF SERVICES
ENVIRON-CIVIL ENGINEERING, LTD.	5.00%	MBE	Provide innovation and research services
SERIGOR, INC.	20.00%	MBE	Provide innovation, research, and staff augmentation services

COMMITTEE REVIEW & APPROVAL
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DocuSigned by:



Jun 3, 2021 | 10:20 AM EDT

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Todd Allen**Chief Strategy and Innovation
Officer****Date**

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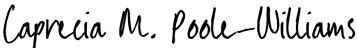


Jun 3, 2021 | 2:47 PM EDT

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Courtney J. Edmonds**OSDI Director****Date**

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Jun 3, 2021 | 2:55 PM EDT

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Caprecia M. Poole-Williams**Chief Procurement Officer****Date**

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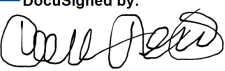


Jun 4, 2021 | 9:11 AM EDT

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Monica J. Johnson**Deputy GM for Strategy and
Partnerships****Date**

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Jun 6, 2021 | 12:02 AM EDT

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Carla A. Reid**General Manager/CEO****Date**

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- ☐ This is to certify that the Washington Suburban Sanitary Commission on this date voted to approve the above action.
- ☐ This is to certify that the Washington Suburban Sanitary Commission on this date voted to approve the above action with the following stipulations:
- _____
- _____

- ☐ This is to certify that the Washington Suburban Sanitary Commission on this date voted not to approve the above action.

COMMISSION

Date

List of Proponents

1. Allwyn Corporation
459 Herndon Parkway, Suite 13
Herndon, VA 20170
2. Arcadis U.S., Inc.
14900 Sweitzer Lane, Suite 201
Laurel, MD 20707
3. Black & Veatch Corporation
18310 Montgomery Village Avenue, Suite 750
Gaithersburg, MD 20879
4. Boost Labs, LLC.
6 Montgomery Village Avenue, Suite 550
Gaithersburg, MD 20879
5. CDM Smith, Inc.
10560 Arrowhead Drive, Suite 500
Fairfax, VA 22030
6. Cradle Systems, LLC
1875 K. Street NW, Suite 400
Washington, DC 20006
7. Cross Industry Solutions, Inc.
1013 Gold Mine Road
Brookville, MD 20833
8. Hazen and Sawyer, P.C.
1 South Street, Suite 1150
Baltimore, MD 21202
9. Johnson, Mirmiran & Thompson, Inc.
40 Wright Avenue
Hunt Valley, MD 21030
10. KCI Technologies, Inc.
936 Ridgebrook Road
Sparks, MD 21152
11. Kennedy/Jenks Consultants, Inc.
780 Lynnhaven Parkway, Suite 400
Virginia Beach, VA 23452

List of Proponents (Continued)

12. KPMG LLP
1801 K. Street, NW., #12000
Washington, DC 20036
13. Momentum, Inc.
2120 Market Street, Suite 100
Camp Hill, PA 17011
14. PROARC, Inc.
5430 Campbell Blvd., Suite 114
White Marsh, MD 21162
15. Radiant Innovative, Inc.
6701 Democracy Blvd, Suite 300
Bethesda, MD 20817
16. Raftelis Financial Consultants, Inc.
227 W. Trade Street, Suite 1400
Charlotte, NC 28202
17. Stantec Consulting Services, Inc.
6110 Frost Place
Laurel, MD 20707
18. Susan Fitzgerald & Associates, Inc.
2238 48th Street, NW
Washington, DC 20007
19. West Monroe Partners, LLC
311 West Monroe Street, 14th Floor
Chicago, IL 60606
20. Zovaya Corporation
16701 Melford Blvd., Suite 400
Bowie, MD 20715



Memorandum

May 21, 2021

To: Commissioners

Thru: Carla A. Reid
General Manager/CEO

Thru: Joseph F. Beach
Deputy General Manager for Administration

From: Courtney J. Edmonds, Director
Office of Supplier Diversity & Inclusion

Subject: (Revision No. 2) Review of Request for Award of Contract No. 16520 SIO Support Services BOA

The Office of Supplier Diversity & Inclusion ("OSDI") has reviewed the request for Award of Contract No. 16520 SIO Support Services BOA. In accordance with MBE Program Regulation (WSSC Water Code of Regulations Chapter 6.30) and SLBE Program Regulation (WSSC Water Code of Regulations Chapter 6.35), this solicitation was advertised with a 20.00% Minority Business Enterprise and Small Local Business Enterprise (MBE/SLBE) subcontracting requirement that can only be satisfied by WSSC Water-Approved SLBEs (SLBE only or SLBE-SDVs) and the following qualified and certified-MBE firms: African American, Asian American, Native American and Female/Women-Owned.

This Solicitation was advertised in WSSC Water's Supplier Portal System and through the Commission's normal procurement process. An Evaluation Committee was established with defined evaluation criteria. One thousand ninety-eight (1,098) firms were notified, three hundred fifty-nine (359) firms downloaded the solicitation and twenty (20) proposals were received. One proposal was deemed non-responsive by the Procurement Office.

Arcadis-US, Inc., a majority-owned firm located in Laurel, Maryland, Johnson Mirmiran & Thompson, Inc., a majority-owned firm located in Hunt Valley, Maryland and Hazen and Sawyer, a majority-owned firm located in Baltimore, Maryland are the recommended awardees by the Procurement Office. The contract has a base term of three years with two (2) one-year option terms. The contract value for the base term is \$1,200,000.00.

Listed below is the OSDI determination of the most responsive and responsible proposers deemed by the Procurement Office:

Prime/Bidder	Responsive to OSDI Solicitation Requirements	Subcontractors	Proffered Percentage	Summary of Services	Plan Validated
Arcadis-US, Inc. Laurel, Maryland Contract Value: TBD Total MBE Subcontracting: 20.00%	Yes	PEER Consultants, P.C. (MDOT #03-231, African American Female/Women-Owned) Washington, DC	5.00% (MBE)	Strategic Analytics, Innovation and Research, Staff Augmentation and other services as need	Yes
		Webhawx, LLC (MDOT #14-401, Asian American) Laurel, Maryland	8.00% (MBE)	Support for Digital Strategy, Strategic Analytics, and Staff Augmentation Services	Yes
		EBA Engineering, Inc. (MDOT #82-088, Asian American) Laurel, Maryland	7.00% (MBE)	Support for Digital Strategy, Innovation and Research and staff Augmentation Services	Yes
Johnson, Mirmiran & Thompson, Inc. Hunt Valley, Maryland Contract Value: TBD Total MBE Subcontracting: 25.00%	Yes	Deloitte Consulting, LLP Rosslyn, Virginia	19.00% (Majority)	Digital Strategy, Strategic Analytics, Innovation and Research	Yes
		^Environ-Civil Engineering Ltd (MDOT #97-156, African American) Columbia, Maryland	5.00% (MBE)	Innovation and Research	Yes
		Serigor, Inc. (MDOT #11-486, Asian American Female/Women-Owned) Baltimore, Maryland	20.00% (MBE)	Innovation and Research, Staff Augmentation	Yes

Prime/Bidder	Responsive to OSDI Solicitation Requirements	Subcontractors	Proffered Percentage	Summary of Services	Plan Validated
Johnson, Mirmiran & Thompson, Inc. (cont.) Total Majority Subcontracting: 24.00%		Computer Aid, Inc. Allentown, Pennsylvania	5.00% (Majority)	Digital Strategy, Strategic Analytics, Innovation and research, Staff Augmentation	Yes
Hazen & Sawyer Baltimore, Maryland Contract Value: TBD Total MBE Subcontracting: 20.00% Total Majority Subcontracting: 25.00%	Yes	Telecommunications Development Corp. (MDOT #05-542, African American) Washington, DC	5.00% (MBE)	Digital Strategy Architectural, data warehousing and information management	Yes
		Narasimhan Consulting Services, Inc. (MDOT #04-041, Asian American) Catonsville, Maryland	5.00% (MBE)	New water treatment processes; Assistance with testing of new products	Yes
		^Celadon Technologies, LLC (MDOT #07-069, Asian American/Female Woman-Owned) Rockville, Maryland	7.00% (MBE)	Analyze new wastewater treatment processes, products and technologies.	Yes
		Webhawkx Technologies (MDOT #14-401, Asian American) Laurel, Maryland	3.00% (MBE)	Electrical Engineering studies for new products	Yes
		HR Advisors Group, LLC Herndon, Virginia	5.00% (Majority)	Provide organization and change management support	Yes
		Langan Engineering and Environmental Services, Inc. Arlington, Virginia	20.00% (Majority)	Digital Strategy Architectural, data warehousing and information management	Yes

[^]WSSC Water Approved SLBE Firm

All firms are registered in WSSC Water's Supplier Portal System.

The OSDI concurs with the Award of Contract No. 16520 SIO Support Services BOA to Arcadis-US, Inc., Johnson Mirmiran & Thompson, Inc. and Hazen & Sawyer.

Should you require any additional assistance, please contact the Office of Supplier Diversity & Inclusion at 301-206-8800.

CJE/ag/te

cc: Procurement Office