



**Recommendation Paper to the
Business Administration Committee
to Award
Airside Snow Removal and
Ice Control Services
for
Washington Dulles International Airport

June 2012**



The Business Administration Committee approve and recommend that the Board of Directors award the Airside Snow Removal and Ice Control Services Contract to Atlantic Contracting and Material Company, effective November 1, 2012.



- In February 2011, a pre-solicitation paper outlining this contract solicitation was presented to, and approved by, the Business Administration Committee.
- The solicitation was canceled in January 2012 prior to award because of higher pricing and desire to re-evaluate scope of work to encourage greater competition.



- On April 13, 2012, a new RFP was advertised for competition.
- The Evaluation Criteria remained the same. The contract scope was changed. The provision for contractors to supply snow melters was removed from the contract scope.
- The Airports Authority determined it would be more cost effective to purchase its own snow melters under a separate RFP.

- This contract requires the contractor to remove snow from the Concourse B ramp area, Concourse Z ramp area, and area adjacent to Taxiways C, D, and F. Snow removal will be accomplished by both hauling to approved locations and utilizing Airports Authority provided snow melters.
- The contractor is also responsible for providing anti-icing and deicing services in all of the above-referenced areas. The anti-icing and deicing materials will be provided by the Airports Authority.

- Three proposals were received and evaluated. Atlantic Contracting and Material Company received the highest technical and pricing scores.
- The term for this contract consists of a two year base period with three one-year option periods. The total amount for the five-year period is \$10,189,125.
- Local Disadvantaged Business Enterprise (LDBE) participation requirement is 100 percent.