



**Recommendation to the
Board of Directors
to Award
Airside Snow Removal and Ice Control
Services Contract
for
Washington Dulles International Airport
July 2012**

The Business Administration Committee approved and recommends 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.

Proposed Resolution

Selection of a Firm to Provide Airside Snow Removal and Ice Control Services at Washington Dulles International Airport

WHEREAS, The airside snow removal and ice control services contract for Washington Dulles has expired;

WHEREAS, The Business Administration Committee in February 2011 concurred in the pre-solicitation report for these services;

WHEREAS, An Evaluation Committee has reviewed the competing proposals and has recommended the award to Atlantic Contracting and Material Company of Upper Marlboro, Maryland; and

WHEREAS, The Business Administration Committee is satisfied with the results of the competitive procurement process, as presented at its June 20 meeting; now, therefore, be it

RESOLVED, That the President and Chief Executive Officer is authorized and directed to enter into a two-year contract, with three one-year extension options, with Atlantic Contracting, Inc., consistent with the terms presented to the Business Administration Committee at its June 20, 2012 meeting.

*Recommended by the Business Administration Committee on June 20 2012
For consideration by the Board of Directors on July 18, 2012*