



Report to the Business Administration Committee

Pre-Solicitation Terms for Federal Aviation Administration-Approved Solid Runway Deicer Supply Contract at Ronald Reagan Washington National and Washington Dulles International Airports

October 2015



PURPOSE

Staff requests the Business Administration Committee concur with the issuance of a Request for Proposals (RFP) for a full and open competitively-negotiated procurement using the Lowest Price Technically Acceptable (LPTA) method for the Solid Runway Deicer supply contract at Ronald Reagan Washington National (Reagan National) and Washington Dulles International (Dulles International) Airports. The contract will have a two-year base period estimated at \$4.4 million with three separately priced one-year option periods beyond the base term. The contract has an estimated total value of \$11.0 million for five years.

BACKGROUND

- Reagan National and Dulles International are subject to winter operational requirements as defined in the Federal Aviation Administration (FAA) Advisory Circular *150/5200-30C – Airport Winter Safety and Operation*, and are required to use an FAA-approved solid runway deicer. The deicer must meet all environmental regulations.
- The product is used to both “anti-ice” and “de-ice” aircraft movement areas and gate positions.
- The successful Offeror will be responsible for supplying deicer to both Airports that meets the FAA requirements for chemical composition.



Evaluation Criteria

Contract award will be made on the basis of the lowest evaluated price of proposals meeting or exceeding the “acceptability standards” for non-cost factors. The following evaluation criteria is in descending order of importance:

- Product Specification: FAA Advisory Circular *150/5200-30C – Airport Winter Safety and Operations*
- Past Performance
- Capacity to Perform

RECOMMENDATION

Staff requests the Business Administration Committee concur with the issuance of an RFP for full and open competitively-negotiated procurement using the Lowest Price Technically Acceptable method for the Solid Runway Deicer supply contract at Ronald Reagan Washington National and Washington Dulles International Airports. The award of this contract will require Committee and Board approval.



Ronald Reagan Washington National Airport



Dulles Corridor Metrorail Project



Dulles Toll Road



Washington Dulles International Airport



METROPOLITAN WASHINGTON
AIRPORTS AUTHORITY