

Diane

Lab Services Solicitation

Cost -

	AEL	Eurofins	FL Spec.	Pace	
Chloride	\$9	\$14	\$15	\$11.62	
Sulfate	\$15	\$24	\$21	\$16.62	
NO _x	\$15	\$14	\$15	\$11.62	
NH ₃	\$15	\$22	\$21	\$13.28	
TKN	\$18	\$29	\$23	\$14.92	
TP	\$15	\$24	\$28	\$14.94	
TOC	\$20	\$26	\$24	\$22	
TOX	\$60	\$160	\$186*	\$250	* no FL cert
	\$167	\$313	\$333	\$355	

Bicarb	\$11	\$12	\$12.50	\$12.45	
Ca	\$6.50	\$7	\$16	\$7.47	
Fe	\$6.50	\$7	\$16	\$7.47	
Mg	\$6.50	\$7	\$16	\$7.47	
K	\$6.50	\$7	\$16	\$7.47	
Na	\$6.50	\$7	\$16	\$7.47	
	\$43.50	\$47	\$92.50	\$49.80	

NH ₃	\$15	\$22	\$21	\$13.28	
TN	\$33	\$48	\$37.50	\$26.54	
TP	\$15	\$24	\$28	\$14.94	
TKN	\$18	\$29	\$23	\$14.92	
O ₂ G	\$35	\$58	\$60.50	\$46	
	\$116	\$181	\$170	\$115.68	

AEL

In business since 1994

NELAP - certified since 2001

7 labs in FL, including 1 in Ft Myers

Ft Myers lab can operate 7 days/wk including holidays

kits picked up by local courier, no 3rd party shipping

over 3M/year in work for 100+ cities / counties / state agency

LabOnline gives direct access to results, reports, & invoices

- * did not provide copy of biannual assessment
generic capacity info provided
- * only 7 people in Ft Myers lab
- * Lab Manager does not have college degree?
provided 5 refs, avg rating = 95.8
- * can provide entire category, but not all methods approved

lab report & COC meet DEP QA requirements

AEL = 95.8	3
Eurofins = 95.8	3
FL Spec = 96	4
Pdce = 97.3	5

Eurofins

in business since 1947/1957

can shift work from Orlando to Tampa or Pensacola as needed

approx. 141 employees in Orlando, another 100 (combined) in overflow labs
my EDL gives direct access to results, reports, etc.

provided 4 references, avg. rating = 95.8

- * numerous significant deficiencies in FDOT audit, including repeats
- * not able to provide entire category
generic capacity info provided
- * CDC only has preservation info, no bottle info?

FL Spectrum

in business since 1973

operates 4 labs in FL/GA, will be served by Ft. Laud lab

provides electronic & hard copies of all reports

* no online portal access?

* not able to provide entire category

no indication of subcontracting for micro samples

* numerous, significant deficiencies in FDOT audit

specific capacity info provided

staffed by 48 (FL) and 5 (GA) employees

samples picked-up/delivered by same day or overnight courier

staffed 5 days/week, sat/sun if requested

TAT = 5 to 7 business days

* CCRs not pre-filled w/ bottle & preservation info

reports results w/ U qualifier as "ND"

provided 3 references, avg. rating = 96

Pace

in business since 1978

incumbent since 2007

network of 50 labs & 48 service centers, all NELAC accredited

longer TAT for rads (4-6 weeks)

prices quoted only for Mon-Fri work, weekends quoted as needed

serviced by Ormond lab

over 180 team members available to fulfill scope

shipping via FedEx, paid by Pace

provided 3 references, avg. rating = 97.3

* can provide entire category

* did not provide copy of biannual assessment

lab report & CoC meet DEP QA requirements

AEL

category 3:

certs / scopes provided = 5

qualifications = 2

assessment = 0

staff / financial strength = 2

references = 3

category 4:

MDLs meet reqs = 5

entire category = 7

matrices = 5

Eurofins

category 3:

certs / scopes = 5

Qualifications = 5

assessment = 1

staff / financials = 5

references = 3

category 4:

MDLs meet reqs = 5

entire category = 10

matrices = 5

FL Spectrum

category 3:

certs / scopes = 5

Qualifications = 5

assessment = 2

staff / financials = 4

references = 4

category 4:

MDLs meet reqs = 5

entire category = 10

matrices = 5

Pace

category 3:

certs/scoops = 5

Qualifications = 5

assessment = 0

staff/financials = 5

references = 5

category 4:

MDs meet reqs = 5

entire category = 14

matrices = 5

Category A

Cost:

AEL = cheapest

Eurofins =

FL Spec = most exp.

Pace =

Eurofins not able to provide entire category

FL Spectrum not able to provide entire category

Category G

Cost:

AEL = \$295 or \$400

Eurofins = \$285 or \$300

Pace = \$259 or \$289

MDLs:

AEL = 1, 2.5, 3, 25 ng/L

Eurofins = all \leq 1 ng/L

Pace = all \leq 2 ng/L

Category C

cost:

both very comparable

eurofins did not provide EDD example

Scott

Nice packet
Could not find biannual assessment local but small
data deliverable for PC not provided

Who is TM?
3) AEL Lab Man. - degree - all labs in FL

Eurofins - all degree
No internal audit
use 3 labs in FL
No Mgt review
No data integrity training

Spectrum - All degree
QA Director does not list yrs exp. and two Tech. Directors
Nice packet
not certified for all analysis
Audit findings numerous
No online reporting

Pace - All degree
Could not find biannual assessment
No prop fee if only metal
did not use provided spreadsheet for all info
TAT more lengthy for some analyses
data deliverable for PC not provided

MPL
Pace < AEL
Spec Pace < Euro < AEL
30 4
26
24

#3	Eurofins	Spec	Pace
AEL			
1) 3	3	3	3
2) 2	3	2	3
3) 1	3	2	3
4) 0	1	3	0
5) 2	3	3	4
6) 1	4	2	3
7) 2	3	3	3
(Total) 11	20	18	19

AEL

Criteria #1

NA

Criteria #2

20 pts total

Prices – overall least expensive; DBPs, SOCs, VOCs priced per method

Rush fee = 50% of test fee

Criteria #3

25 pts total

-5 for no recent audit

7 labs in FL

Performs over \$3,000,000/year worth of work for ~100 cities, counties, and State of Florida agencies. The great bulk of that work is testing and sampling of drinking water, wastewater, and monitoring wells.

Being local, both drinking water and wastewater sample kits and sample pickups will be completed by a courier from our Fort Myers laboratory. No outside 3rd party UPS or FedEx services will be used to deliver samples to AEL. For example, AEL has been working with the City of Marco Island since October of 2020.

Starting late 2022, AEL has also been awarded the Marco Island Utilities contract providing drinking water and wastewater analysis services similar to Collier County RFP requirements.

AEL personnel attends annual professional conferences to maintain knowledge of proposed federal, state and local regulations. AEL also daily monitors websites for solicitations and FDEP guidance documents to keep up with regulation changes.

References:

- Tampa Bay Water (\$40K) – all 10's
- Pinellas County (\$70K) – 9's for project costs, advice, project administration, communication; 8's for staying on schedule, professionalism/managing personnel, manage unexpected circumstances, overall satisfaction; 7 for quality of work
- St John's County Utility Lab (\$50K) – all 10's
- City of Jacksonville Beach (\$48K) – all 10's
- City of Atlantic Beach WWTP (18K) – all 9's and 10's

Higher MOL for PFAS

Org chart provided; a little sparse at Ft Myers branch. Ft Myers to take lead with Tampa and Jacksonville labs also assigned. Miami is full service lab that will serve as back-up if workload requires.

Not all Methods approved for WW

Short holds handled by Ft Myers office; Team members qualified; 27 years experience; 60% of analyses are for compliance work.

Criteria #4 30 pts total

Subcontract Lab – 10 parameters, radiological are the only tests subbed we routinely need, identified which labs are subs

MDLs good

Able to provide entire categories for Water and WW but not all methods approved for WW

Fort Myers laboratory can operate seven days a week including holidays and weekends to accommodate any contract requirements. Fort Myers laboratory will provide Project Management and sample analysis of any short-holding time microbiological and water chemistry parameters.

Criteria #5 10 pts total

Reports look good; easy to read; AEL can provide LabOnline to Collier County allowing direct web-based access to ongoing data results, final reports, and invoices.

Didn't submit audit report

Criteria #1

NA

Eurofins

*Isotopes - subbing out
and more expensive than
what they're paying now*

Criteria #2 *20 pts*

Lowest price for a handful of parameters; close to lowest price on a fair amount of parameters; DBPs, SOCs, VOCs priced per method.

Rush fees: 75% 2 days, 50% 3-4 days, 25% > 5 days

more expensive

Not qualified for PCR

Criteria #3 *25 pts*

Eurofins Orlando was established in 1947. We have 66 years of regional, national, and international experience in testing and sampling services. active member of the NELAC community, chairing several committees and participating in the development and implementation of the national standards

The majority of the staff have a bachelor's degree or higher in chemistry, biology, environmental science or another related field

key personnel are listed in the tables below with their title, educational experience and year started in the analytical industry.

Provided recent full NELAC audits

large inventory of instrumentation with built-in redundancy and significant capacity to handle large, high-volume projects.

Laboratory capacity, backlog, turnaround time, and work in progress are tracked on a continuous basis by all levels of management through our Laboratory Information Management System (LIMS).

Table with # staff, # samples, # equipment

If necessary, we can shift other samples to our Florida based laboratories. Eurofins Tampa and Eurofins Pensacola both hold FL DOH certification and have a combined 100 professional staff to support overflow work

Eurofins Environment Testing Southeast, LLC (EET Southeast) is a wholly owned subsidiary of Eurofins Scientific with over \$6.7 Billion in annual revenues, \$1.5 Billion adjusted EBITDA and \$1.1 Billion of Net Operating Cash Flow. Eurofins is an international group of laboratories headquartered in Brussels, providing testing and support services to the environmental, pharmaceutical, food, agriscience and consumer products industries and to governments.

Bottle kits can be processed very quickly, when possible, Eurofins requests that orders be placed 5 days in advance

MDLs are an issue

References:

- City of Orlando (\$106K) – all 10's and one 9 (ability to maintain schedule)
- City of Winter Park (\$128K) – 10's, 9's schedule, communication, manage risk/unexpected circumstances, overall comfort
- Orange County Utilities (\$ not given) – 10's, 9's schedule, quality, risks/unexpected, follow contract
- Lee County (\$40K) – 10's, 9's manage cost, quality, consultative advice, professionalism, overall comfort, 7 for maintaining schedule

Criteria #4

30pts

Orlando handles everything except rads, dioxin, acylaminde, epichlorohydrin – sent to other Eurofins labs, only test we routinely submit are rads; Subcontract lab – crypto and giardia only, nothing we routinely submit.

MDLs are good;

Criteria #5

10pts

Reports look good; easy to read; online 24/7 access to reports, COCs, sample receipts, EDDs, and invoices

Criteria #1

T2 Spectrum

NA

Criteria #2

20 p15

Highest cost across majority of parameters; rush fees: 24HR-100%; 48HR-75%; 72HR-50%

Criteria #3

25 p15

fifty (50) years of service; gross annual sales of the laboratory are 4.2 million and we operate four certified laboratories and a service center in Florida and Georgia; Ft. Lauderdale facility will be servicing Collier County; Samples are delivered to the main laboratory by same-day and overnight courier service; FSES is staffed by 48 employees in Florida and 5 employees in Garden City, GA; Automated analytical systems run 24 hours a day, seven days a week

provided NELAC audits

centers are staffed with field scientists with an average experience of 5-10 years in environmental field services

majority of our technical staff have a bachelor's degree or higher in Chemistry, Biology, Environmental Science or another related field

Proposal gives client service manager along with backup

Reports to include quality assurance will be submitted to Collier County within the time frame that has been requested.

Org chart and nice charts showing lab capacity.

References:

- Town of Davie Utilities (\$100K) – 9s and 8s (consultative advice, ability to manage risks/unexpected circumstances)
- Broward County Water & Wastewater – reference form not submitted
- Jacobs ~ City of Pembroke Pines – reference form not submitted
- City of Homestead (\$130K) – all 10s
- North Springs Improvement District (\$40K) – all 10s

Criteria #4

30 p15

Sub out rads, chlorite, bromate, asbestos, dioxin, acrylamide, crypto/giardia, and PFAS – EMSL, Benchmark, FRS, ALS-HOU, BCS sub labs

MDLs are good;

Should an emergency arise, our staff can be dispatched and be on site in the event of an emergency that would require special sampling or emergency pickups.

★ COCs don't meet DEP acceptance.

★ Not all methods are CWA approved.

Our sample custody and field services department's hours are Monday - Friday 8:00 a.m. to 6:00 p.m. and our Ft. Lauderdale Sample Custody is open on Saturday - 8:00 a.m. to 2:00p.m.

Our instrument capacity and staff coverage provide us the resources to meet our normal turnaround of five to seven (5-7) business days as well as express TAT as needed for in-house analyses.

Criteria #5 10pts

Reports look good; easy to read; I did not find info on online access to reports – anyone else find it?

Criteria #1

NA

Pace

Criteria #2 *20pts*

Regular prices comparable with Eurofins, slightly less for what we routinely send out; rush fees: Rush Turn Around Time (TAT) will be offered at the following markups for work performed Monday through Friday.

- 1 Day = 3X
- 2 Day = 2.5X
- 3 Day = 2X
- 4 Day = 1.5X
- 5 Day = 1.25X

Samples for water and or solids that have only one metal will receive a \$10.00 prep fee. 2 or more metals will not receive this prep fee. – no one else is charging this fee; it more than doubles the cost of one metal analyses

Criteria #3 *25pts*

-5 no recent audit

established in 1978

privately held, full service sampling and analytical services firm operating a network of 50 environmental laboratories and 48 service centers nationwide, plus 8 Life Sciences laboratories

operation began operating on a 24 hour a day schedule Monday through Friday, and 12 hour a day schedule on Saturday and Sunday

Pace has the staff and capacity in place with our more than 180 professionals to handle this contract with Collier County

Martha Montero to continue as PM

References:

- City of Oldsmar (\$106K) – all 10's
- Brevard County Solid Waste (\$80K) – all 10s
- Lake County Water Resource Lab (\$ varies) – 10s, 9s, 8 for managing risk/unexpected circumstances

Pace Florida provides comprehensive environmental laboratory services from its Ormond Beach and Pompano Beach, Florida locations

Criteria #4 *30*

Subcontract Lab – asbestos, acrylamide, epichlorohydrin, giardia/crypto, HPC omitted. Sub labs – EMSL, Eurofins South Bend, BCS

MDLs good

Able to provide entire categories for Water and WW

The pricing in this document is for normal business hours Monday through Friday 8 am -5 pm. Weekends and holidays will be quoted at the time of need.

Criteria #5

Produces ADaPT EDDs, a requirement for PC but not water or wastewater.

Reports look good; easy to read; PacePort – 24/7 access to reports.

★ Rad Chem will be 4-6 weeks for turnaround time. This test is run at the end of each month. Check with your Pace Project Manager for this schedule. – this has been a major issue with the current contract and prevents our monthly injection well reports from being submitted on time (for Drinking Water)

★ Turnaround times for the work that is sent out may take up to a week more to have final data. Most of the work on this RFP is done in house. – potential issue for compliance related reporting for Water and Wastewater.

The Use Test will take up 4 to 6 weeks to complete. – why so long?

Acrylamide and epichlorohydrin is a sub out to Eurofins and may take 3-4 weeks

★ Pace, – for PC, only lab to specifically mention ADaPT, also submitted WIN report

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	Locations in Florida	Some Costs	Cost Other Groups	Shipping/delivery/meeting Goals	Cost/Sub	Contacts	LIMS	Accreditation	Hours of Op	Misc/Plususes	Personnel Experience/Training
Advanced Environmental Laboratories	Tampa, Tallahassee, Gainesville, Altamonte, Miramar, Miami, Fort Myers, Jacksonville	\$10 per separate metal, \$6.50 per on Total metals per method 200,7,200,8; NO2, NO3, \$9 other 300,0, \$55-70 DBP\$20 -Ur \$40 (sub KNL) - Gross Alpha \$75-80 Rad226,228; /58 -18 gen tests; Student's T (FWMyers)	ARRIVED? - \$375 PFA \$1000 \$70-135 SOG; 6.5 metals (slope)-\$10-45 gen tests; CATG PFA	local pref - Ft Myers courier (City of Marco already used)	MIDCIS for CATG	Todd Romero - Dir of Client Services; Josh Sneed - PM; Vivian Abare - QA	Labonline	Y - DW 887804, Prim, Sec	7 days	competitive rates, project capabilities, logistical strengths, and strong customer service	general training, Onboarding etc
Eurofins	Orlando, Pensacola	\$14 -NO2, NO3,300,0; \$7 metals; \$65 - 115 gross alp, rads; \$12-32 gen tests \$69 \$89 -HAA, \$52-THM	collegiate - cost X \$1000 PFA5 DPO slightly below not on PFA 2000 close CATG PFA	Costs - St. Louis Edison DPO		David Camacho - PMSupv	LIMS	Y-DW - UCMR, Prim, Sec	Orlando	Orlando - audit findings-12; Pensacola	Good
Florida Spectrum Environmental Services, Inc	FL:Lauderdale	PFA5 - sub \$500 \$15 - NO2,NO3; \$16 - metals;\$60,50 THM, \$144,5 HAA&DBP, \$15-28 gen	-			Maria Castellanos, alt Bobby Supan - Client Services	LIMS DMLive	Y-DW - UCMR, Prim, Sec	special sampling	audit findings - 19	
Pace Analytical Services, Inc	Ormond Beach, Pompano Beach, Tampa, Oldsmar, Miami, Jacksonville	\$11.62 NO2, NO3\$7.47 metals; \$76.36 -HAA, \$38.18 - THM, \$37.95 Gross alpha, Rads; \$11.62-22 gen tests; \$259 -PFA5	CATG have packing tabs in case of issues	\$10 weekly Rads. Use test - 4-6 week turnaround		Mike Valder - Client Services, Martha Montero - PM Collier, Tom Wilder - Sr QA; Christina Baschke - Pompano Ops Manager	EDDS, LIMS, PacePort	Ormond Beach, FL; 887683-34 - Rads - Greensburg, PA	Pricing for 8 - 5 M-F; operates 24 hr M-F; 12 hr Sat, Sun	NO audit?	could have been more

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