



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #120721
Entitled

**Underground Infrastructure Inspection and
Rehabilitation Equipment with Related Services**

The following advertisement was placed October 19, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and October 20, 2021 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than December 7, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Advanced Pace Technologies, LLC dba Advanced Plumbing Technology	Jim Hawk Truck Trailers, Inc.
Aries Industries, Inc.	KOVAL WILLIAMSON
Berntsen International, Inc.	Lanzo Construction Co. FL
Best Equipment Company, Inc. (Envirosight, LLC)	RapidView LLC
ConstructConnect	Regina Construction Association
Construction Industry Center	SB Manufacturing, Inc. (Superior Broom, Inc.)
CUES, Inc.	Superior City Services, Ltd.
Deep Trekker	The Charles Machine Works, Inc.
DuCo, LLC (Rausch Electronics USA, LLC)	Trio-Vision, LLC
HBM Group, Inc.	UV Wizards
Hurco Technologies, Inc.	Visual Imaging Resources, LLC dba VIR Proteus

Infratech Solutions, LLC	Vortex Companies, LLC
Insight Vision Cameras (Alliance Technology, LLC)	Wachs Utility Products (Illinois Tool Works)
JF Acquisition, LLC	WinCan, LLC

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on December 7, 2021, at 4:31:22 pm CT. Proposals were received from the following:

Advanced Pace Technologies, LLC dba Advanced Plumbing Technology
Aries Industries, Inc.
CUES, Inc.
Envirosight, LLC
HBM Group, Inc.
Hurco Technologies, Inc.
Infratech Solutions, LLC
Insight Vision Cameras (Alliance Technology, LLC)
RapidView LLC
Rausch Electronics USA, LLC
SB Manufacturing, Inc. (Superior Broom, Inc.)
Visual Imaging Resources, LLC dba VIR Proteus
Wachs Utility Products (Illinois Tool Works)

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
Chris Robinson, CPSM, Procurement Manager
Brandon Town, CPSM, CPSD, Procurement Analyst
Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal responses from Advanced Pace Technologies, LLC, HBM Group and SB Manufacturing, Inc., fell outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Aries Industries, Inc. is providing their broad line of mainline pipeline inspection and rehabilitation equipment. They offer multiple software options to integrate their products with other manufacturer's products to assist in equipment standardization. Their direct sales and service staff is able to serve Sourcewell's United States and Canadian participating entities with service facilities in both countries. Aries is offering a considerable discount on all of their products.

Envirosight, LLC, offers an entire line of products for the inspection and repair of sewer and stormwater infrastructure. Their equipment is compatible with a variety of software packages and their software products are also compatible with multiple brands of hardware available in the industry. The Envirosight dealer network covers

the United States and Canada and to deliver sales and service to Sourcewell participating entities. They offer significant discounts across their product offering.

RapidView LLC is offering a wide line of sewer, water and industrial pipeline inspection and repair equipment, and ancillary accessories. With dealer coverage in all 50 states and multiple provinces, Rapidview offers sales and service to Sourcewell participating entities. They are offering a sizable discount on their technologically advanced equipment offering.

Rausch Electronics USA, LLC, has offered and grown their expansive line of inspection, flow testing and repair equipment for almost 40 years. Their dealer network covers the United States and Canada providing Sourcewell's participating entities with ample sales and service coverage. Their HD cameras offer operators improved infrastructure visibility. Rausch offer Sourcewell participating entities a solid discount on their full range of products.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #120721 to:

Aries Industries, Inc.	#120721-ARS
Envirosight, LLC	#120721-EVS
RapidView LLC	#120721-RVL
Rausch Electronics USA, LLC	#120721-RAU

The preceding recommendations were approved on January 7, 2022.

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Greg Grunig, Procurement Lead Analyst

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Chris Robinson, CPSM, Procurement Manager

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Brandon Town, CPSM, CPSD, Procurement Analyst

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Nick Scholer, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #120721 for Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer