

PROPOSAL FOR TURN-KEY PAVEMENT MANAGEMENT SOLUTION PIGGYBACK: CORE TRUST, TOWN OF GREECE CONTRACT

Prepared By:

Pavement Management Group

Prepared For:

County of Hernando, FL

Date: 09/02/2025

DATA-DRIVEN DECISIONS TODAY, BETTER ROADWAYS TOMORROW™



I. Executive Summary

Managing roads and assets shouldn't be complicated. At Pavement Management Group (PMG), we simplify pavement management so you can focus on making smart, cost-effective decisions without dealing with complex software or expensive equipment.

This proposal outlines a complete pavement management solution for approximately all 500 centerline miles of roadways throughout your network, while capturing critical assets within each roadway section. Our goal is to extend the lifespan of your pavement network, optimizing current and future budgets, while providing clear, data-driven insights to provide the maximum benefit and impact.

Our systematic approach allows the County of Hernando, FL to build on their pavement management strategies year after year, ensuring long-term planning and continuous improvement.

Our National Cooperative Contract Agreement with the Town of Greece and through CoreTrust Public Sector makes the procurement process simple and cost effective.

Key Benefits:

- ✓ No complex systems to learn We handle the data collection and analysis, delivering easy-to-understand condition assessments, analytics, and recommendations.
- ✓ **No costly equipment or software** We do the work, so you don't need to invest in additional tools, software, third-party vendors, or consultants.
- ✓ No RFP/RFQ Solicitations Necessary Leverage our CoreTrust and Town of Greece Contract that was awarded to PMG on a National scale.
- ✓ **Industry-standard assessments** Al-powered insights, and experts we create a solution that maximizes every dollar, ensuring long-term savings and better roads for taxpayers.

To move forward, please sign and submit on the 'Project Pricing' page along with your Purchase Order Number for project execution and to schedule your project kickoff meeting. You may also execute digitally using the provided E-Signing feature included with our proposal.



II. Table of Contents

I. Executive Summary	2
II. Table of Contents	3
III. Introduction	4
IV. Scope of Services	5
A. Project Kickoff and Management	5
B. Pavement Network and Asset Inventory	5
C. Onsite Video Capture	6
D. Condition Assessment	7
E. Project Deliverables	9
V. RoadINsights™: Annual License, Features, and Support Services	11
A. RoadINsights™ Access and License: Key Features	11
B. Maintenance and Repair History	12
C. Treatment Qualification and Recommendations	12
D. Budget and Target Driven Scenarios	14
E. Special Consulting and Support Package	15
VI. Project Planning and Execution	16
VII. Invoicing and Terms	16
VIII. Project Pricing - Annual Services and Three Contract	17
Future Costs for Year 2 and 3 of the Contract Duration:	18



III. Introduction

Todd Crosby
Assistant County Engineer
County of Hernando, FL
1525 East Jefferson St.
Brooksville, FL, 34601

Dear Todd,

We are pleased to present our comprehensive pavement management proposal for the County of Hernando, FL., leveraging our current Core Trust and Town of Greece National Cooperative Piggybackable Contract opportunity. The goal is to accomplish a complete pavement and critical asset inventory and assessment over a three year contract period, performing services annually on approximately 500 centerline miles.

At Pavement Management Group (PMG), we understand your challenges in maintaining pavement infrastructure while balancing budget constraints and stakeholder expectations. Our goal is to make pavement management simple, data-driven, and cost-effective.

Our services include pavement condition assessments, critical roadway asset inventory, strategic maintenance recommendations, and tailored budget scenarios that help optimize resources and extend the lifespan of your roads.

Key Benefits:

- Extends the life of your roadways by up to 15 years
- Provides transparent, data-driven insights to maximize public funds
- Reduces long-term maintenance costs with strategic, proactive planning

On behalf of the PMG team, I would like to express our appreciation for the opportunity to support your long-term infrastructure planning and management needs. We look forward to working with you!

Respectfully,

James Golden

Chief Executive Officer

James Golden III



IV. Scope of Services

A. Project Kickoff and Management

Together, we initiate the project with an online kickoff meeting to ensure alignment on the project's scope, timeline, and deliverables. This meeting will establish a clear roadmap for smooth execution, define key milestones, and provide an opportunity to address any initial questions or concerns, ensuring all stakeholders are informed and aligned from the start.

To keep your team updated on project progress, PMG provides access to a dedicated project dashboard where you can:

- ✓ Monitor the status of each phase in real time.
- Track completed and upcoming milestones.
- ✓ View key deliverables and project timelines.
- ✓ Access relevant reports and documents in a centralized location.

Key Benefit:

A transparent, structured approach that allows stakeholders to stay informed and engaged throughout the project lifecycle, ensuring smooth execution and efficient communication.

B. Pavement Network and Asset Inventory

During this stage, PMG will define, organize and update your pavement network inventory. Each pavement section represents a defined segment, designed to facilitate efficient maintenance, typically organized from intersection to intersection. This comprehensive database ensures accurate field data capture and condition assessment.

Within each roadway section, PMG will also include the inventory and location of the following assets, with visualization of the assets within your RoadInsights™ platform:

- Catch Basins and Inlets
- Striping/Markings
- Manholes
- Curb/ Curb and Gutter



What this Means for our Clients:

An accurate and complete inventory of all roadways and critical roadway assets within the network to support better management decisions, in conjunction with critical roadway assets. Integration with GIS provides seamless data visualization for inventory attributes, condition assessment, maintenance planning.

VIDEO LINK	ROAD NAME	SECTION	FROM	TO	LENGTH	WIDTH	AREA	RANK	SURFACE	LANES
WICKLOW LN 01	WICKLOW LN	01	DENEEN AVE	TARRYTON CT	425	24	10,200	RESIDENTIAL	ASPHALT	2
WICKLOW LN 02	WCKLOW LN	02	TARRYTON CT	FOX RUN PL	551	24	13,224	RESIDENTIAL	ASPHALT	2
WICKLOW LN 03	WICKLOW LN	03	FOX RUN PL	CUL-DE-SAC N	533	24	12,792	RESIDENTIAL	ASPHALT	2
WILLOW BROOK DR 01	WILLOW BROOK DR	01	WYANDOT WOODS BLVD	WYNDHAM PL	844	24	20,256	RESIDENTIAL	ASPHALT	2
WILLOW BROOK DR 02	WILLOW BROOK DR	02	WYNDHAM PL	WYANDOT WOODS BLVD	823	24	19,752	RESIDENTIAL	ASPHALT	2
WINDING BROOK LN 01	WINDING BROOK LN	01	BRITTON LN	HICKORY HILL CT	350	24	0,400	RESIDENTIAL	ASPY/ALT	2
WINDING BROOK LN 02	WINDING BROOK LN	02	HICKORY HILL CT	HIDDEN CREEK DR	373	24	8,952	RESIDENTIAL	ASPHALT	2
WINDING BROOK LN 03	WINDING BROOK LN	03	HIDDEN CREEK DR	BROOKHURST DR	497	24	11,928	RESIDENTIAL	ASPHALT	2
WINESAP LN 01	WINESAP LN	01	ANNE RD	APPLE RIDGE CT	214	23	4,922	RESIDENTIAL	ASPHALT	2
WINESAP LN 02	WINESAP LN	02	APPLE RIDGE CT	GRANNY SMITH LN	278	23	6,394	RESIDENTIAL	ASPHALT	2
WINESAP LN 03	WINESAP LN	03	GRANNY SMITH LN	MACINTOSH LN	311	23	7, 153	RESIDENTIAL	ASPHALT	2
WINESAP LN 04	WINESAP LN	04	MACINTOSH LN	APPLE KNOLL LN	314	23	7,222	RESIDENTIAL	ASPHALT	2
WINESAP LN 05	WINESAP LN	05	APPLE KNOLL LN	DEAD END N	189	23	4,347	RESIDENTIAL	ASPHALT	2
WINSTON LN 01	WINSTON LN	01	DOVERDALE DR	SANDS AVE N	872	23	20,056	RESIDENTIAL	ASPHALT	2
WM GROTH DR 01	WM GROTH DR	01	S MAIN ST	DAVIS DR	494	23	11,362	RESIDENTIAL	ASPHALT	2
WOODCREST DR 01	WOODCREST DR	01	HAMILTON MIDDLETOWN R	HAMILTON MIDDLETOWN RD	1,016	19	19,304	RESIDENTIAL	ASPHALT	2
WOODGATE CT 01	WOODGATE CT	01	CUL-DE-SAC W	HOLLYTREE DR	581	23	13,363	RESIDENTIAL	ASPHALT	2
WOODLAND CT 01	WOODLAND CT	01	CUL-DE-SAC W	OAKLAWN DR	500	24	12,000	RESIDENTIAL	ASPHALT	2
WOODSDALE DR 01	WOODSDALE DR	01	TAM-O-SHANTER WAY	RUSTIC CT	246	24	5,904	RESIDENTIAL	ASPHALT	2

Example of our Defined and Organized Pavement Network Inventory

C. Onsite Video Capture

PMG will conduct a high-definition video capture of all pavement sections after verifying the network inventory to support a data-driven pavement management approach. This footage is the foundation for **automated distress identification and condition assessment**, seamlessly integrated into our **RoadINsights**TM **platform** for easy access and analysis.

Our approach ensures accurate data collection with minimal disruption, helping municipalities and agencies make informed, cost-effective pavement management decisions.

Key Benefits:

- ✓ Efficient & Non-Disruptive Process A single PMG-operated vehicle will perform the capture, eliminating the need for traffic control and ensuring minimal public disruption.
- ✓ Safe & Compliant Execution The vehicle will operate at or below posted speed limits and conduct surveys during off-peak hours to minimize community impact.



✓ **Transparent Communication** - Before deployment, the project manager will provide details about the survey vehicle and driver for distribution to relevant stakeholders, ensuring a smooth and well-coordinated process.



Example of our High Definition Video Capture Output

D. Condition Assessment

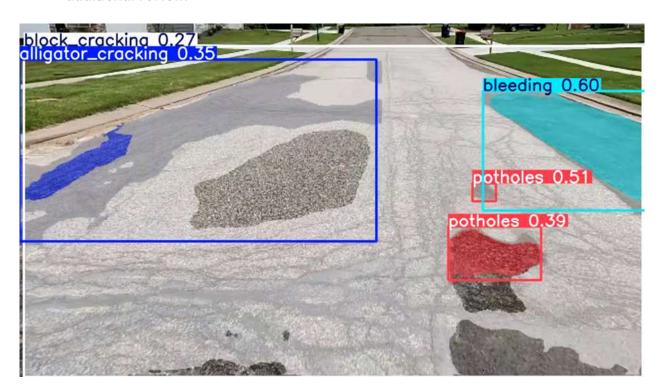
Key Benefits:

- ✓ Reliable PCI Calculation We use the ASTM D6433 methodology to determine the Pavement Condition Index (PCI), a standardized 0-100 scale indicating pavement health, allowing for accurate asset management.
- ✓ Technology + Human Expertise PMG's field experience and rigorous quality control processes ensure unmatched accuracy and compliance, unlike Al-only solutions.
- ✓ **Data-Driven Decision Making**—Our systematic assessment enables optimized maintenance planning, reduced unexpected repairs, extended pavement lifespan, and maximized municipal budget efficiency.

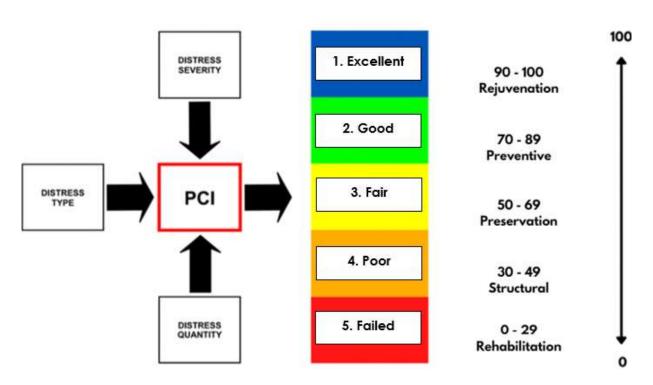
What this Means for our Clients:



A complete condition assessment of all pavement sections under your maintenance and repair responsibility with streaming video for transparency and additional review.



Example of our Automated ASTM Distress Recognition





Example of how Distress, PCI, and Condition come Together for Treatment Qualification

E. Project Deliverables

At PMG, we ensure a seamless transition by providing a structured project close-out process. Our goal is to equip your team with all the necessary information, tools, and support to manage your pavement network successfully.

Key Deliverables:

- 1. RoadINsights™ Web/GIS-Based Platform Your centralized dashboard featuring HD video streaming, detailed analytics, treatment recommendations, and interactive tools for managing your pavement network. All data is easily accessible for viewing and downloading
- **2. Dedicated Shared Google Drive** A secure, centralized location for all project files, reports, and videos, ensuring easy access for your team.
- **3. Final Project Report** Delivered in PDF format and through our online platform for easy reference, sharing, and review.
- **4. Final Inventory and Condition Data** Provided in multiple formats based on your needs:
 - Excel Spreadsheet Format
 - GIS Shapefile Format
 - Google Earth Accessible Format

Project Handover & Transition

PMG will conduct a formal close-out meeting to ensure a smooth project handover. During this session, we will present the finalized project report and deliverables and officially transfer project responsibility from our project team to your organization.

Client Success Management & Ongoing Support

Internally, project oversight will transition to your dedicated Client Success Manager, who will be responsible for:

- **1. Training** your team on using RoadINsights™ effectively.
- 2. Providing ongoing support and answering any questions.
- **3.** Ensuring you maximize the value of the RoadlNsights[™] platform to enhance decision-making and pavement maintenance strategies.



Key Benefits:

A structured transition process ensures that your team is fully prepared to utilize all available data and insights effectively, without complications.

- ✓ **Dedicated Client Success Manager** Each client is assigned a dedicated Client Success Manager who is the primary point of contact for training, onboarding, and ongoing support.
- ✓ Continuous Access to Expertise After the initial transition, your team can rely on PMG's expertise for system enhancements, strategy adjustments, and best practices.
- ✓ Hands-On Training & Knowledge Transfer We provide workshops, webinars, and one-on-one coaching to ensure municipal staff are fully equipped to use our platform and tools effectively.



Example of our RoadINsights Pavement Management Platform and Key Deliverable



V. RoadlNsights™: Annual License, Features, and Support Services

This proposal includes the annual licensing and service agreement for RoadINsights[™], PMG's advanced pavement management platform, and an update on the yearly maintenance and repair activities (if available).

As part of the RoadINsights[™] license, you receive **comprehensive access** to all collected data, streaming high-definition video, and analytical tools, enabling precise decision-making for pavement management. The platform provides a structured and intuitive interface for municipalities to review, analyze, and plan road maintenance strategies efficiently.

By incorporating your **annual maintenance and repair work history**, PMG ensures that your pavement management program remains an active, evolving tool that adapts to real-world maintenance efforts, helping you confidently make data-driven decisions.

Our annual special support services package ensures your pavement management initiatives receive the attention and support they deserve. It also empowers you to **communicate effectively and drive informed decision-making at every level.**

A. RoadlNsights[™] Access and License: Key Features

- ✓ Complete Data Access View and analyze all collected pavement condition data, including newly acquired videos, assessments, and historical records.
- ✓ **Detailed Measurements** Exact Lane widths, segment lengths, pavement types, and structural classifications are readily available for precise evaluations.
- Scenario Planning & Budget Forecasting Check your maintenance and rehabilitation strategies based on multiple budget scenarios and long-term network goals.
- ✓ Historical Data Comparison Track pavement condition performance over time, helping municipalities assess the impact of previous maintenance efforts.
- ✓ Custom Reporting & Data Export Download data in multiple formats, including Excel, GIS shapefiles, and PDF reports, for easy integration into municipal systems.



✓ Annual Work History Updates - Visualize your annual maintenance and repair projects within RoadlNsight™ by year and project type, with condition change management.

B. Maintenance and Repair History

Clients will receive a structured work history update template in a Microsoft Excel file format to record completed maintenance and repair activities, road conditions, and any changes. This data will be used to update your database, RoadlNsights™ platform, shapefiles, and reports annually, ensuring that the latest maintenance activities are reflected in the system.

PMG will perform a comprehensive update at the beginning of the year, incorporating all reported maintenance activities from the previous year.

Key Benefits:

- ✓ Enhanced Data Accuracy RoadINsights[™] remains current with the latest pavement conditions, ensuring reliable decision-making.
- ✓ **Simplified Record-Keeping** The structured template allows municipalities to log maintenance work without technical expertise.
- ✓ Long-Term Pavement Strategy Work history tracking helps refine future maintenance plans and budget forecasts based on pavement performance.
- ✓ **Time-Saving Updates** PMG ensures a professional, structured update process instead of manually managing data, saving municipal staff time and effort.

C. Treatment Qualification and Recommendations

PMG has developed a proprietary AI Treatment Recommendation Tool designed by in-house experts specializing in pavement treatment qualification to enhance this process. This tool analyzes each frame of high-definition video, identifying the type, severity, and extent of pavement distresses in real time. Using this detailed analysis, the AI calculates the most effective treatment recommendation category, ensuring that proposed maintenance and repair activities align with the industry's best practices and the client's specific goals and available treatments.

The AI Treatment Recommendation Tool classifies roadways into one of five maintenance and repair categories. It provides automated treatment recommendations based on distress severity, roadway classification, and cost-effectiveness.



All unit costs associated with our recommendations are sourced directly from the client, and current/past/future estimated project costs. This ensures that resources are applied efficiently, extending pavement life while reducing long-term maintenance costs.

Five-Tiered Treatment Approach

1. Rejuvenation (PCI: 90-100)

- Targets high-performing roads to extend lifespan before deterioration begins.
- Includes surface treatments and sealants to prevent early-stage oxidation and wear.

2. Preventive Maintenance (PCI: 70-89)

- Addresses minor defects before they escalate, preserving the road's structural integrity.
- Treatments include crack sealing, minor patching, and protective surface coatings.

3. Preservation (PCI: 50-69)

- Applied to pavements with moderate distress, requiring preventative overlays and resurfacing solutions.
- Helps maintain usability, slow deterioration, and defer costly structural repairs.

4. Structural Maintenance (PCI: 30-50)

- Targets roads with severe distresses requiring substantial intervention.
- Involves full-depth patching, structural overlays, and partial reconstruction to restore integrity.

5. Rehabilitation (PCI: 0-29)

- Reserved for roads with extensive damage, requiring complete reconstruction or major base/subbase repairs.
- Includes full pavement removal, replacement, and foundational reinforcement.

The qualified treatment recommendations are seamlessly integrated into your RoadINsights™ experience, allowing you to analyze and prioritize treatments from a map-driven and project planning perspective.

This approach streamlines decision-making, enhances budget efficiency, and ensures that every dollar spent on roadway maintenance is applied to the right treatment, at the right time, for the right pavement section.



D. Budget and Target Driven Scenarios

PMG develops targeted, data-driven budget scenarios to help clients align pavement maintenance needs with financial realities. Our approach ensures that available resources are allocated efficiently, maximizing the longevity and performance of roadway networks while meeting budgetary constraints and long-term infrastructure goals.

Customized Budget Planning for Maximum Impact

PMG prioritizes cost-effective strategies to help clients make the most of their available funds. Our analysis balances existing pavement conditions, maintenance priorities, and budget limitations to provide clear, actionable financial planning scenarios that support well-informed decision-making.

Core Budget Scenarios We Develop:

- 1. Annual Funding to Maintain Current Network PCI
 - Determines the minimum yearly investment required to prevent further roadway deterioration and maintain the existing Pavement Condition Index (PCI).
 - Ensures municipalities can sustain current road quality without unexpected funding gaps.
- 2. Annual Funding to Improve Network PCI
 - Identifies the budget necessary to improve the overall PCI to a higher target level over a specified timeframe.
 - Helps municipalities strategically invest in network-wide improvements while minimizing long-term rehabilitation costs.
- 3. Scenario-Based Funding Models (Customized for Client Needs)
 - Deferred Maintenance Impact Assessment Projects how reducing funding levels affects roadway conditions over time.
 - Optimized Multi-Year Planning Develops phased investment strategies to align with budget cycles and capital improvement plans.
 - Cost-Benefit Analysis of Treatment Strategies Compares short-term fixes vs. long-term rehabilitation to maximize return on investment.

Key Benefits:



- ✓ PMG's budget scenarios provide a clear, data-backed financial outlook, allowing municipalities to:
- Prioritize Projects Efficiently Allocate resources based on critical needs and long-term benefits.
- Communicate Roadway Needs Effectively Share transparent, justifiable budget plans with residents, government officials, and decision-makers.
- ✓ Maximize Pavement Lifespan Ensure that every funding decision optimizes roadway durability and minimizes future costs.

E. Special Consulting and Support Package

PMG completes our turn-key solution with our **Special Support Package**, providing enhanced strategic oversight and executive-level communication tools. This package is designed to provide in-depth insights and ensure key stakeholders remain informed and engaged in the pavement management process.

What's Included?

- ✓ **Annual Program Review** A comprehensive remote session conducted by our executive team to evaluate the progress of your pavement management program. This ensures your strategy remains on track and aligns with your long-term goals.
- ✓ **Annual Council/Board Presentation** A detailed presentation delivered remotely to municipal leaders explaining project progress, key challenges, and plans. This allows stakeholders to fully understand your pavement initiatives' impact and direction.
- ✓ Onsite Presentation (Optional) If desired, PMG can conduct an in-person presentation for your council or board, and for an additional fee. This provides a unique opportunity for more direct engagement, in-depth discussions, and customized strategy planning.

Key Benefits:

- ✓ **Stronger Stakeholder Alignment** Keep government officials, council members, and public stakeholders informed, reducing uncertainty and increasing program support.
- ✓ Enhanced Decision-Making Data-driven reviews and presentations ensure leadership has the necessary insights to make informed infrastructure investment decisions.



- ✓ Increased Transparency You build public trust and demonstrate fiscal responsibility by showcasing your pavement management program's results and future roadmap.
- ✓ Flexible Engagement Options Choose between virtual or in-person presentations based on your municipality's needs and preferences.

VI. Project Planning and Execution

Upon contract execution, we will schedule our project kickoff call. During the kickoff call, we will review the project scope of work and timeline, discuss potential events or municipal activities that may impact scheduling, and align expectations with all stakeholders.

PMG anticipates full completion within 90-120 days for a project of this size. During the project kickoff meeting, a complete timeline will be established and presented by the Project Manager.

Our team utilizes an advanced project planning system to ensure structured, efficient, and transparent project execution. This platform enables seamless collaboration and provides real-time insights into project progress, ensuring they are always informed.

Key Benefits:

- ✓ Clear Project Timelines: Each project is meticulously mapped out with defined milestones, deadlines, and dependencies, ensuring smooth execution and accountability.
- ✓ 24/7 Client Access: Clients have round-the-clock access to a summarized dashboard that provides real-time updates on completed tasks, upcoming work, and any schedule adjustments, allowing them to always stay informed.
- ✓ Automated Alerts & Proactive Communication: Any schedule modifications, such as weather-related delays or shifting priorities, are immediately recorded, and clients receive timely notifications. In case of any issues, we proactively reach out to provide a clear update on the situation and our proposed resolution.

VII. Invoicing and Terms

PMG will issue invoices monthly, and based against project task percentage as outlined within our "Project Pricing" section below to ensure transparency and alignment with project milestones. PMG's standard payment terms are NET 30, and we sincerely appreciate prompt and timely payments, which are essential to maintaining project momentum and operational efficiency. Any outstanding balance not received within the agreed-upon terms will incur a 1.5% late payment fee.



VIII. Project Pricing - Annual Services and Three Contract

The following cost tables have been provided to provide our full scope of services, including RoadlNsights[™] annual licensing services and support for the current project year (2025, FY 2026), as well as future year pricing over the desired three year contract term. All quoted pricing is against our CoreTrust and Town of Greece Contract pricing structure for transparency.

2025 Scope Of Services: \$265/Mile - 500 Miles	Task %	Price
A. Project Kickoff and Management	20%	\$25,500.00
-Invoiced After Project Kickoff Meeting		
B. Pavement Network Inventory	-	-
C. Onsite Video Capture	40%	\$51,000.00
-Invoiced After Inventory & Video Capture		
D. Condition Assessment	-	-
E. Project Deliverables	40%	\$51,000.00
- Invoiced After Deliverables Sent		
Subtotal:		\$127,500.00
RoadlNsights™ License & Services: Annual	NA	\$5,000.00
- Invoiced After Review Meeting with Client Success		
Total Price:		\$132,500.00

To move forward, please provide your PO, Signature and date, returning to James Golden to schedule your project kickoff call.

Purchase Order Number:
Authorized Signature:
Date:



Future Costs for Year 2, 2026 FY 27

Scope Of Services: \$275/Mile - 500 Miles	Task %	Price
A. Project Kickoff and Management	20%	\$26,500.00
-Invoiced After Project Kickoff Meeting		
B. Pavement Network Inventory	_	-
C. Onsite Video Capture	40%	\$53,000.00
-Invoiced After Inventory & Video Capture		
D. Condition Assessment	-	-
E. Project Deliverables	40%	\$53,000.00
- Invoiced After Deliverables Sent		
Subtotal:	\$132,500.00	
RoadINsights™ License & Services: Annual	NA	\$5,000.00
- Invoiced After Review Meeting with Client Success		
Total Price:		\$137,500.00



Future Costs for Year 3, 2027 FY 28

Scope Of Services: \$290/Mile - 500 Miles	Task %	Price
A. Project Kickoff and Management	20%	\$28,000.00
-Invoiced After Project Kickoff Meeting		
B. Pavement Network Inventory	-	-
C. Onsite Video Capture	40%	\$56,000.00
-Invoiced After Inventory & Video Capture		
D. Condition Assessment	-	-
E. Project Deliverables	40%	\$56,000.00
- Invoiced After Deliverables Sent		
Subtotal:	\$140,000.00	
RoadINsights™ License & Services: Annual	NA	\$5,000.00
- Invoiced After Review Meeting with Client Success		
Total Price:		\$145,000.00

