



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #012524  
Entitled

**Water Service Line Inventory and Management Systems with Related Services**

The following advertisement was placed December 7, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), December 8, 2023 in Oregon's *Daily Journal of Commerce*, and December 7 and December 14, 2023 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Water Service Line Inventory and Management Systems 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 January 25, 2024, 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:

102129517 Sask, Ltd.	Haren Companies
Ab	Jacobs
Abernethy Schwartz Partners, LLC DBA BlueConduit	Jewel of the South, Inc.
AECOM Canada, Ltd.	Providence Construction & Development Company
Air Systems, Inc.	PWXPress
Arcadis U.S., Inc.	Regina Construction Association
Black & Veatch	Trinnex, Inc.
Construction Reporter	TruePani, Inc.
Duke's Root Control, Inc.	Voda, Inc.
eRepublic, Inc.	Winsupply Anniston AL CO
Global Environmental Consulting	WithersRavenel, Inc.

Greener Day Solutions, LLC
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Haren Companies
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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 January 25, 2024 at 4:30 pm CT. Proposals were received from the following:

Abernethy Schwartz Partners, LLC DBA BlueConduit  
Duke's Root Control, Inc.  
Global Environmental Consulting  
Trinnex, Inc.  
TruePani, Inc.  
Voda, Inc.  
WithersRavenel, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Manager  
Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst  
Craig West, Procurement Analyst  
Nicole Lueth, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Abernethy Schwartz Partners, LLC DBA BlueConduit provides a robust catalog of solutions to support needs for water service line inventory, replacement management, and compliance. Their sales force and strategic partners cover all of the United States and Canada. BlueConduit utilizes a machine learning approach and predictive modeling to identify lead service lines and prioritize replacements. They are offering a favorable range of discounts from their catalog pricing to Sourcewell participating entities.

Global Environmental Consulting currently offers more than ten software applications designed to assist water management agencies in efficiently administering EPA-mandated compliance programs. Their direct sales team will provide support to Sourcewell participating entities throughout the United States and Canada. Global's software solutions interface with the EPA's Safe Drinking Water Information System to assist in effective program management. They are offering solid discounts off MSRP to Sourcewell participating entities.

Trinnex, Inc. provides internal education, technical assistance, water service line inventory development, replacement planning tools, databases and reporting, and community outreach and communication support solutions. Their internal sales team can currently support Sourcewell participating entities across the United States with plans to expand soon into Canada. Trinnex's leadCAST Predict utilizes predictive modeling and artificial intelligence to save time and cost in determining water service line material. They are providing competitive discounts off list price.

TruePani, Inc. offers a full line of solutions to support water service line inventory and management. Their direct sales model can cover Sourcewell participating entities throughout the United States. TruePani, Inc. is a certified

Woman-owned and Disadvantaged Business Enterprise (DBE). They are offering deep discounts off their standard rates to Sourcewell participating entities.


Voda, Inc. is a Software as a Solution (Saas) provider of solutions to support water service line inventory and management. Their sales force and authorized partner network will provide coverage to all of the United States and Canada. Voda, Inc.'s products include a purpose built, proprietary AI engine to enhance their accuracy. They are providing strong price breaks in their pricing proposal to Sourcewell participating entities.

WithersRavenel, Inc. is a full-service provider of water service line inventory and management solutions. Their direct sales force can provide their full suite of solutions to Sourcewell participating entities in the United States and GIS, Data Management, and Asset Management Services in Canada. WithersRavenel, Inc. utilizes "fit for purpose" technology and client-specific dashboards as part of their solutions. They are offering competitive discounts off their standard pricing.

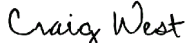
For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #012524 to:

- |  |             |
|--|-------------|
| Abernethy Schwartz Partners, LLC DBA BlueConduit | #012524-ABN |
| Global Environmental Consulting                  | #012524-GEC |
| Trinnex, Inc.                                    | #012524-TRX |
| TruePani, Inc.                                   | #012524-TRP |
| Voda, Inc.                                       | #012524-VDA |
| WithersRavenel, Inc.                             | #012524-WHR |

The preceding recommendations were approved on March 25, 2024.

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 James Voelker, CPCM, CFCM, Procurement Manager

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 Nicole Lueth, Procurement Analyst

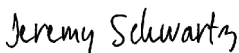
### STATEMENT OF COMPLIANCE

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 #012524 for Water Service Line Inventory and Management Systems 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.

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Procurement Officer