



Village of Wellington  
Utilities  
12300 Forest Hill Boulevard  
Wellington, FL 33413

October 22, 2019

K&A Project No. 18-1216

Attention: Ms. Shannon LaRocque, P.E., Utility Director

Reference: Village of Wellington Neighborhood Utility Reinvestments 2018, Bid No. 201915  
Bid Analysis Summary and Recommendation

Dear Ms. LaRocque:

On October 7<sup>th</sup>, 2019, our office received the bid submittals for the three lowest bids for the subject project. The three lowest base bids received were:

- |  |                |
|--|----------------|
| • Lanzo Trenchless Technologies Inc. South         | \$1,823,105.00 |
| • Hinterland Group, Inc.                           | \$1,921,970.00 |
| • American Infrastructure Technologies Corporation | \$2,177,100.00 |

The Village of Wellington Purchasing Department has reviewed the bids submittal for completeness and have determined that all three low bidders have submitted all required documents for the bid submittal.

The Bid Packages submitted for the three lowest base bids have been reviewed and were deemed to be complete. The bidder qualifications were reviewed including resumes for key personnel, equipment lists, trenchless technologies, and other pertinent information provided by the bidders. References for relevant past projects were contacted and responses were documented. The three low Bidders received positive reviews by responsive references.

The results of our Bid Package review are summarized below for the three lowest base bids:

**Lanzo Trenchless Technologies, Inc. South (Lanzo):** Is a non-local contractor with their main office in Deerfield Beach, FL. Lanzo has submitted several projects and references to demonstrate that they meet the minimum experience criteria in the bid. All references that were responsive provided a positive review of their abilities and past work.

**Hinterland Group, Inc. (HG):** Is a local contractor with their corporate office in Riviera Beach. HG has submitted several projects and references to demonstrate that they meet the minimum experience criteria in the bid. All references that were responsive provided a positive review of their abilities and past work.

**American Infrastructure Technologies Corporation (AITC):** Is a non-local contractor with their main office located in Hanceville, Alabama. AITC provided five reference projects, however, did not list the linear footage of the CIPP main and lateral lining involved. All references that were responsive provided a positive review of their abilities and past work. Based upon the information received from AITC we are not able to verify that they meet the minimum experience criteria for the bid.

Based upon the requirements outlined in the bid documents and the Purchasing Departments review, we recommend awarding the bid to Lanzo Trenchless Technologies as they are the lowest qualified bidder.

Should you have any questions regarding our findings, please feel free to contact this office.

Sincerely,

KESHAVARZ & ASSOCIATES, INC.



Randy Wertepny, P.E.

Vice President of Engineering