



Department of Purchasing and Contracting

Maloof Administration Building, 1300 Commerce Drive, 2nd Floor, Decatur, Georgia 30030

TO: The Department of Watershed Management

FROM: Judi Moore, Purchasing & Contracting - Team A

SUBJECT: ITB No.2026-058 Application of Herbicides (Three (3) Multi-Year Contract)

DATE: June 9, 2026

It is requested that you do the following:

1. Please review the attached bids associated with the above referenced solicitation and provide your award recommendation. You are looking for the lowest, responsive and responsible bidder. Your review should ensure that you are confident that your recommended supplier(s) can in fact provide the goods and services required.
2. Please provide the following information in the space provided on page two:
 - a. Specific justification why in your professional opinion the recommended vendor should be awarded the contract.
 - b. Advise of any problems in connection with the selected vendor(s), if any exist.
 - c. If you find bidders who offer lower prices than your recommended supplier(s), then you must provide specific justification why they are either non-responsive* (did not follow the instructions found in the solicitation) or non-responsible** (not able to perform/deliver as minimally required according to the scope of work found in the solicitation).

**Note – The Department of Purchasing and Contracting is ultimately responsible in determining if a bidder is non-responsive, but input/feedback from the user department is always important to us.*

***Note – The user department and the Department of Purchasing and Contracting must mutually agree before determining if a bidder is non-responsible.*

3. Return completed required documents within ten **(10)** business days.

Should you have any questions, please email me at (jmoore@dekalbcountyga.gov) regarding, ITB No.2026-058 Application of Herbicides (Three (3) Multi-Year Contract).

User Department's Recommendation

Recommended Bidder(s): Opterra Solutions(\$210,000.00) , ProWay Turf,Inc (\$90,000.00) meets our approval.

Amount Spent on Previous Contract: \$100,000.00

Name of Fund: Enterprise (511)

Project Amount This Term: \$300,000.00

Written Justification:

The Department of Watershed Management (DWM) recommends Opterra Solutions and ProWay Turf,Inc as the recommend bidders based on the total from the bid tabulation form. The bidders are the lowest, responsive, responsible bidders according to the price quoted. This contract will be utilized by Pole Bridge Wastewater Plant for quarterly application of weed killer in order to produce a high quality yield of hay. This application will apply to about 300 acres of land to control various species of weeds that have invaded the hay fields. The combined selection of Opterra Solutions and ProWay Turf provides the best value to the County by leveraging the strengths of each firm. Opterra Solutions offers proven industrial scale vegetation management capabilities and compliance focused services, while ProWay Turf provides specialized expertise in turf health and agronomic management. Together, these firms provide a comprehensive approach that supports operational reliability, environment compliance, site safety, vegetation health, and long term cost effectiveness. Opterra Solutions will serve as the primary contractor due to its demonstrated experience in large scale vegetation management while ProWay Turf serves as the complementary contractor based on its strong expertise in turf grass management and, fertilization programs.

Please note that this is a multi-year contract and the amount of \$300,000.00 reflects the total for 3 years :

1st Year - Opterra Solutions \$70,000.00 and ProWay Turf Inc \$30,000.00
2nd Year - Opterra Solutions \$70,000.00 and ProWay Turf Inc \$30,000.00
3rd Year - Opterra Solutions \$70,000.00 and ProWay Turf Inc \$30,000.00

Reginald Wells - Director, DWM

Name, Title
Date

Reginald Wells

Digitally signed by Reginald Wells
Date: 2026.06.17 15:31:46 -04'00'

Department Director
Date