

1. The following information is submitted comparing the previous bid with the current.

2015 Bid Pricing		Current ITB Pricing - 2019	
Peek Pavement Marking Pricing from 2015 Bid \$13,998.07	Wildcat Paving Pricing from 2015 Bid \$11,819.83	Peek Pavement Marking current ITB Bid Price \$31,574.50	Green Lovett Current ITB Bid Price \$19,503.05

\* Cost Analysis was done due to varied pricing that was submitted: (see additional analysis attached excel sheet)

2. **Agent recommendation:** Pricing submitted for pavement marking was based on the amount per linear foot and linear mile. Lo & Rob Green Lovett, LLC. pricing is the only bidder who is reasonable due to Blackjack Paving stated that their pricing was incorrect and Peek Pavement Marking over bid by 136%. Peek Pavement Marking, LLC stated that they bid higher this time because the 2015 bid in which they were awarded they bid too low and lost money due to those prices. Green Lovett utilized 2015 bid pricing and added an additional 35% to come up with their bid.
3. An additional cost analysis was done to include: Peek Pavement Marking & Wildcat Paving ITB 2015, City of Phoenix 2018 Solicitation IFB 20-005, Fulton County RFQ 18CT114794A, Ennis Flint (published price list May 2018) Peek Pavement Marking, LLC, Green Lovett, LLC pricing from: ITB 19-101097.
4. **Results of Cost Analysis:** Lines 7-15 were averaged between the bidders above and Peek Pavement Marking, LLC more than 50% higher on all the pricing Ro & Lo Green Lovett, LLC were in line with the market pricing. Line items 25-31 were averaged between the bidders above and Peek Pavement Marking, LLC more than 50% higher on all the pricing Ro & Lo Green Lovett, LLC were in line with the market pricing.
5. Additional searches with other municipalities, pricing was varied as well and not all line items were listed so a total line by line analysis could not be done.

- **Note:** The user department would like to retain Peek Pavement Marking even though they are not the lowest bidder due to their past proven work history with them and they would like to make sure that when a request is made that it will be done in a timely manner. Also, in the past there were multiple awards for this service.
- **Note:** My recommendation is not to re-bid due to the number of firms I reached out to for this bid and the lack of participation after I reached out to these firms. My recommendation is to award to the lowest, responsive and responsible bidder which is Lo & Rob Green Lovett, LLC.