

# Report Deliverables Samples

*Agency has been obfuscated*

## Pre-Award Analysis (Example 1)

Contract C2741 – Monroe County

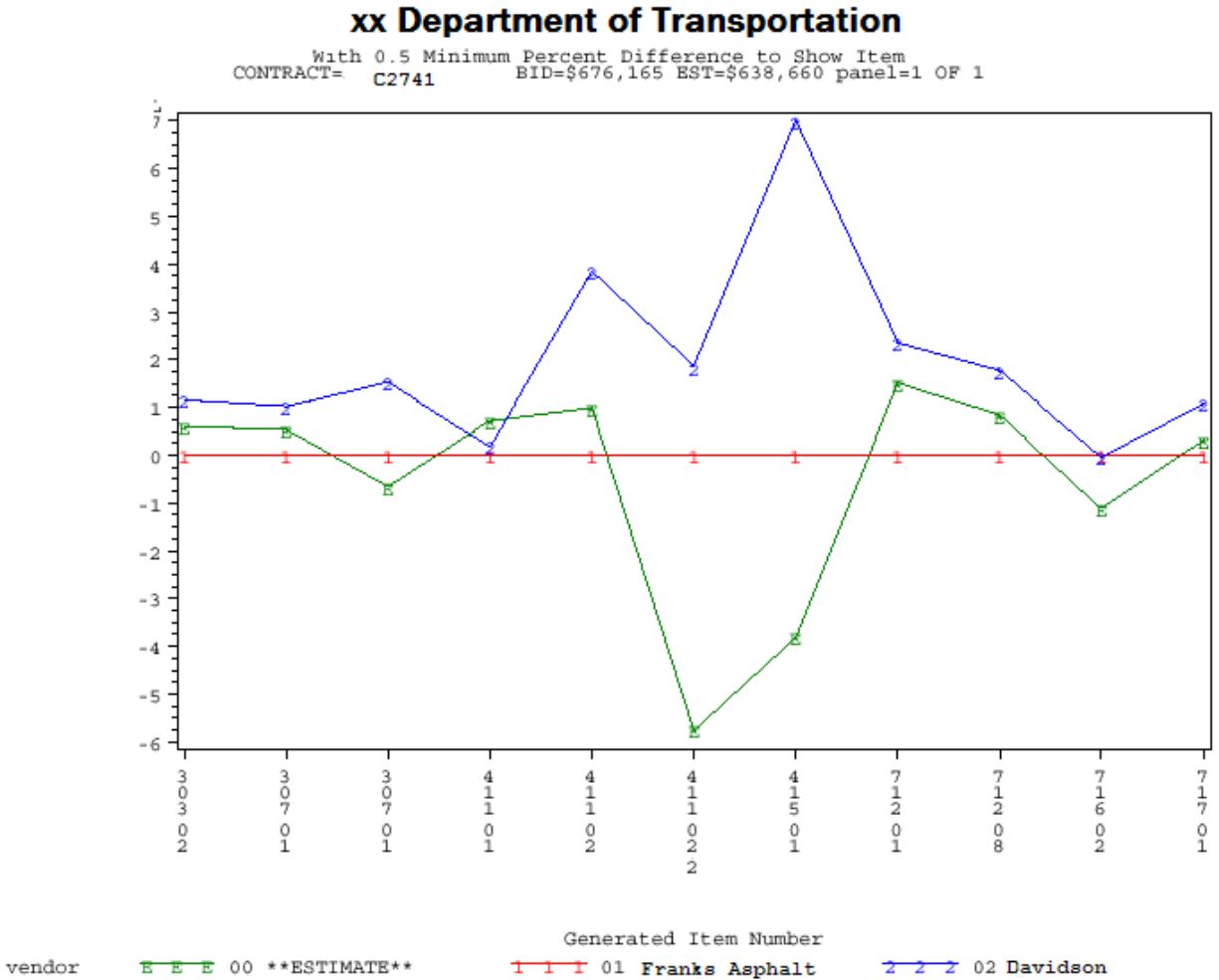
Bid Rank	Vendor Name	Total Amount	% Over Low Bid	% Over Estimate
E	Estimate	\$638,660.00	-5.5	0.0
1	Franks Asphalt	\$676,165.00	0.0	5.9
2	Davidson Construction Company	\$833,395.47	23.3	30.5

**Davidson did not bid competitively on this contract.**

They had significant differences above the low bid and the EE on the following items:

Item Number	Item Desc.	Item Qty.	Franks' Item Price	Davidson's Item Pr.	EE's Item Pr.	BAMS/DSS Regr. Model Prediction Range		
						Lower Bound	RM Pr.	Upper Bound
41102	Asphalt Cement	439	\$270.00	\$329.00	\$285.20	\$222.02	\$275.29	\$341.33
411022	Aggregate (ACS) Grad	6,872	\$30.50	\$32.32	\$24.85	\$24.71	\$32.06	\$41.59
41501	Cold Planing Bit.	8,575	\$8.00	\$13.51	\$5.00	\$7.16	\$13.78	\$26.54
71201	Traffic Control	1	\$3,000.00	\$18,800.00	\$13,215.00	N/A	N/A	N/A

Davidson Construction is over the regression model price on items **41102** and **411022**. We have no modeled price for item **71201** because it is a lump sum item, however Davidson's price appears very high as compared to Franks and the EE. Similarly, although Davidson price on item **41501** is close to the regression model price, it is considerably higher than Franks and the EE.



## Pre-Award Analysis (Example 2)

Contract C1319 – Monroe County

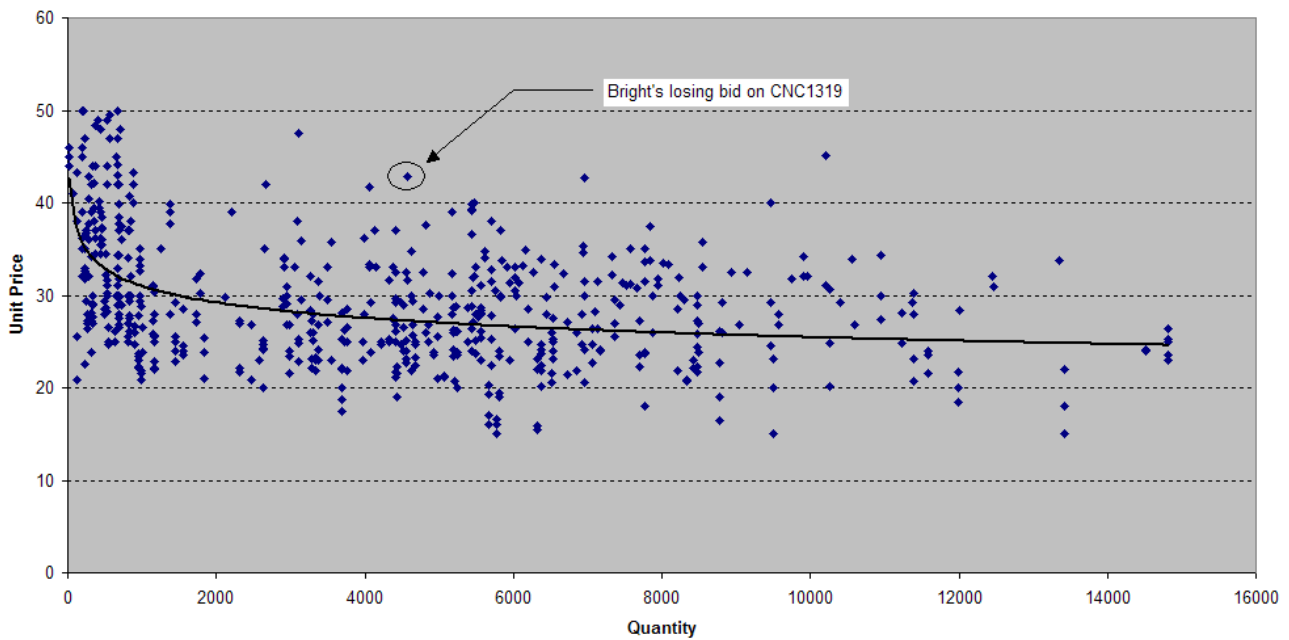
Bid Rank	Vendor Name	Total Amount	% Over Low Bid	% Over Estimate
E	Estimate	\$284,740.95	-13.7	0.0
1	Union Paving, LLC	\$329,901.50	0.0	15.9
2	Bright Asphalt Contractors, Inc.	\$378,759.50	14.8	33.0

Union and Bright asphalt plants are in the same location in Roberts Asphalt quarry and are sitting practically on the midpoint of this contract. Nevertheless, its asphalt price per ton is vastly different. Union's asphalt price per ton is **\$45.44** vs. Bright's price of **\$54.69**!

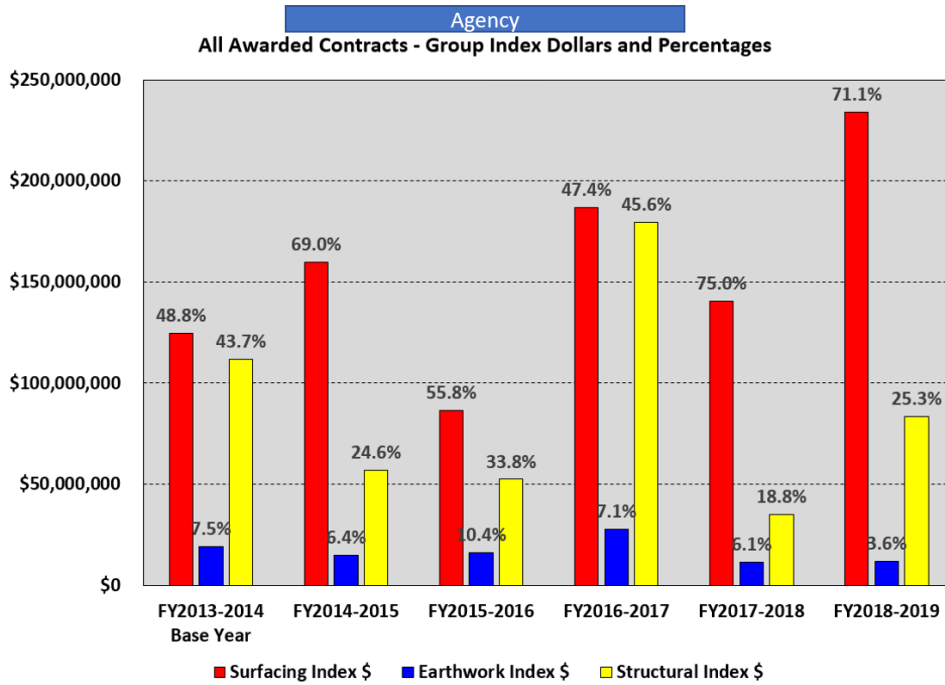


Plot of bids on item 4110102:

Item 4110102 (Aggregate (ACS) Grad) Spec Yr 00  
Statewide Jan. 1998 through Mar. 2004 -- Prices Not Adjusted for Inflation



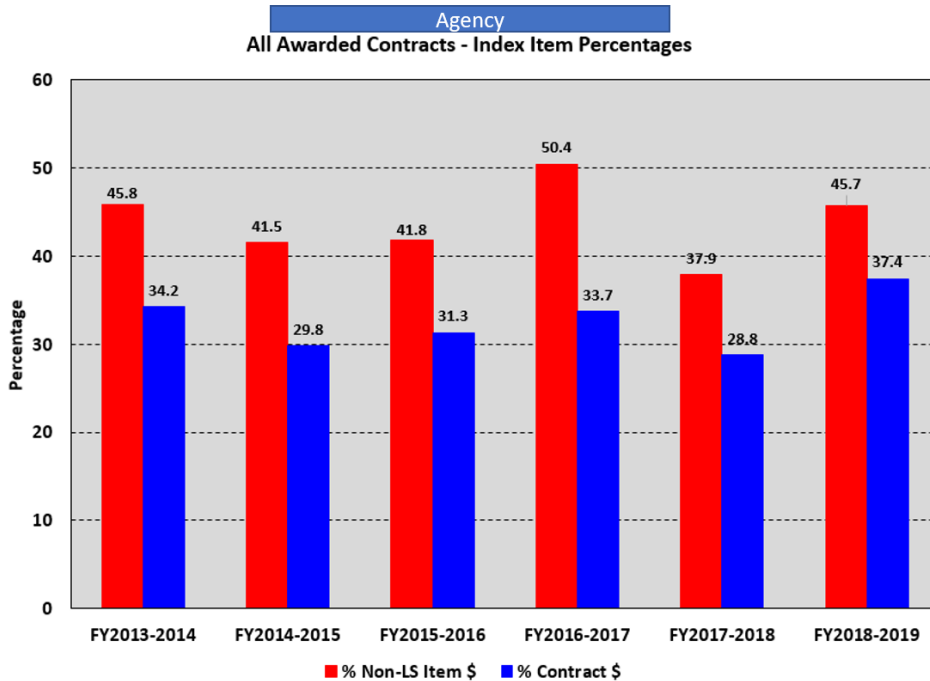
## Cost Index (Example 1)



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## Cost Index (Example 2)

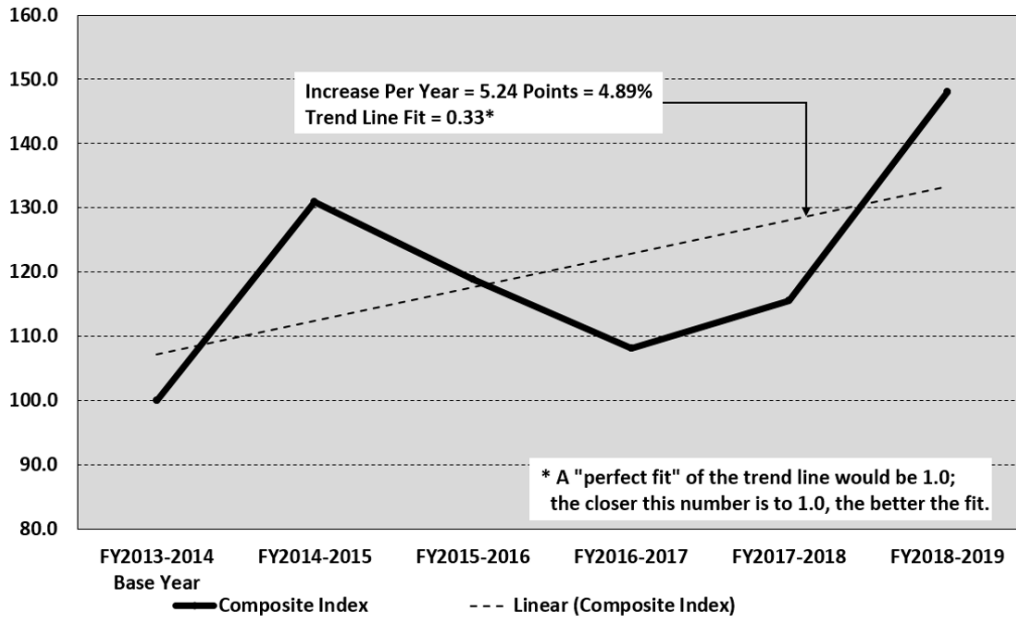
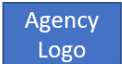
This is the percent of the index item dollars compared to non-LS item dollars and contract dollars.



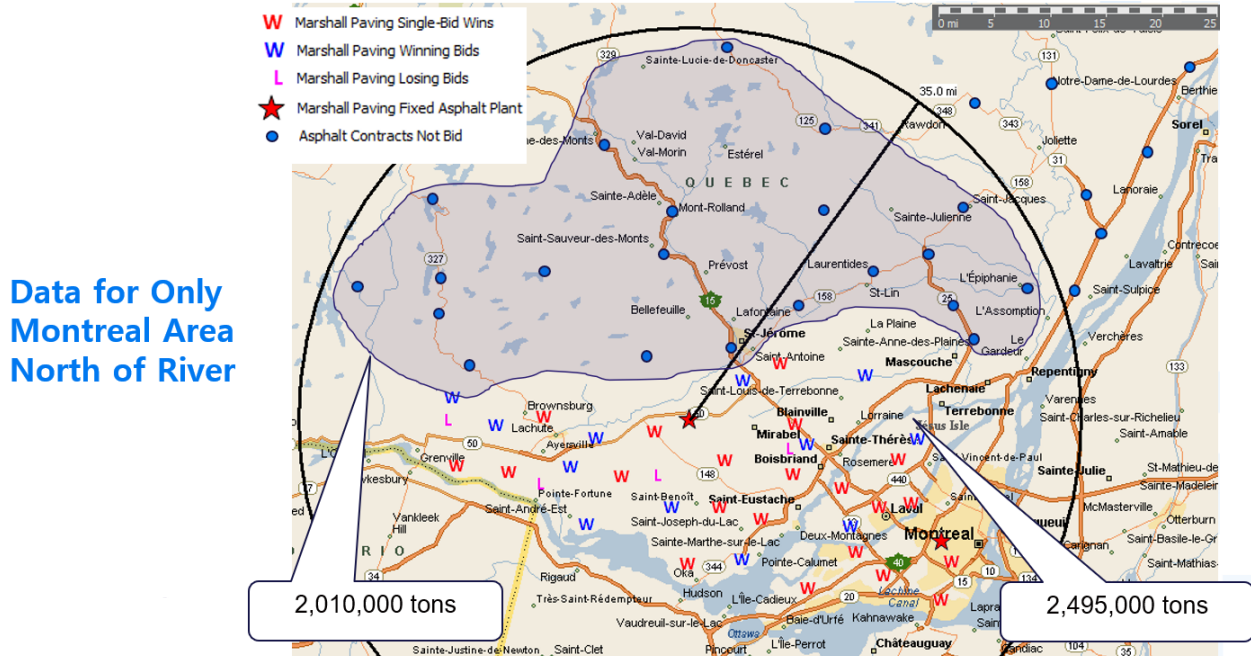
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# Cost Index (Example 3)

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All Awarded Contracts - FY Composite Index - Base Year = FY2013-FY2014  
(FY2013-FY2014 = 100)

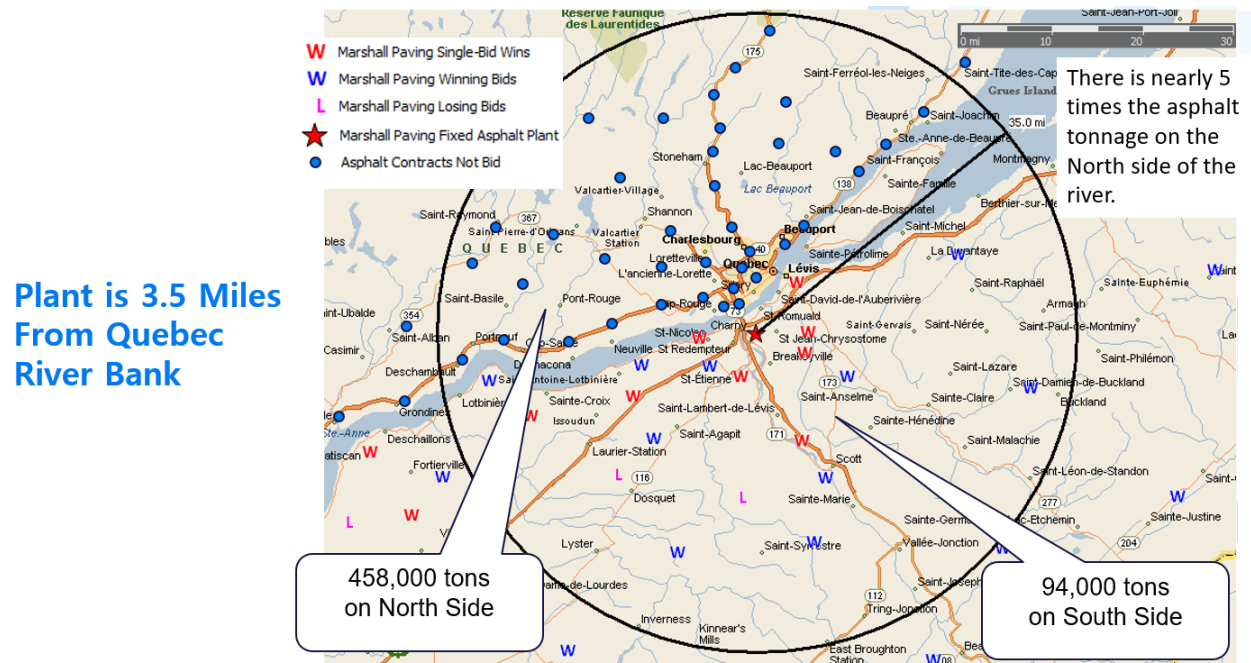


## Data Analysis (Example 1)



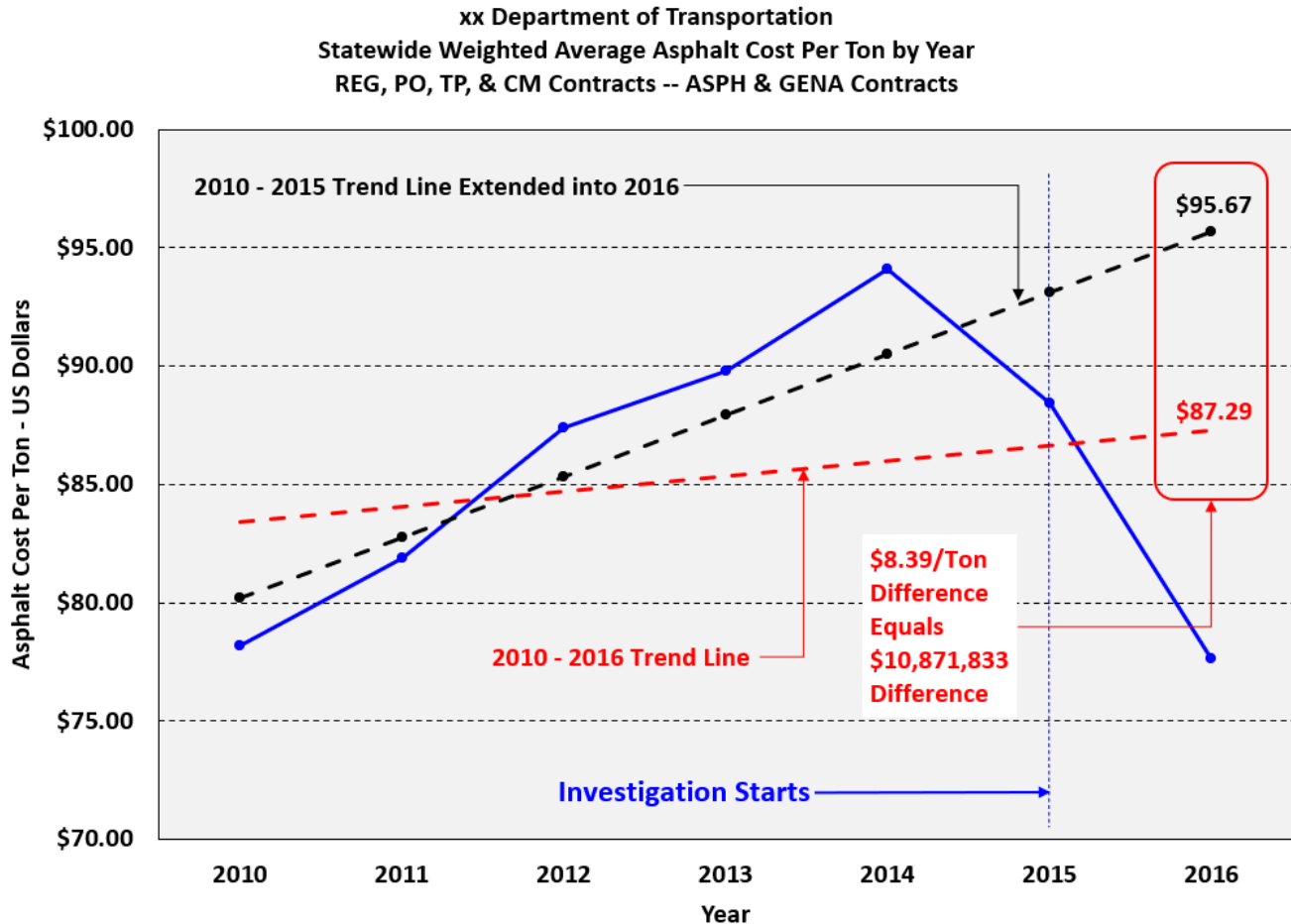
Marshall Paving does not bid contracts to the North with significant asphalt tonnage, well within a conservative 35-mile radius from its asphalt plant.

## Data Analysis (Example 2)



Marshall Paving does not bid contracts to the North with significant asphalt tonnage, well within a conservative 35-mile radius from its asphalt plant.

## Data Analysis (Example 3)



At our most recent Market Analysis seminar Infotech’s CEO, Dr. Jim McClave made two guarantees:

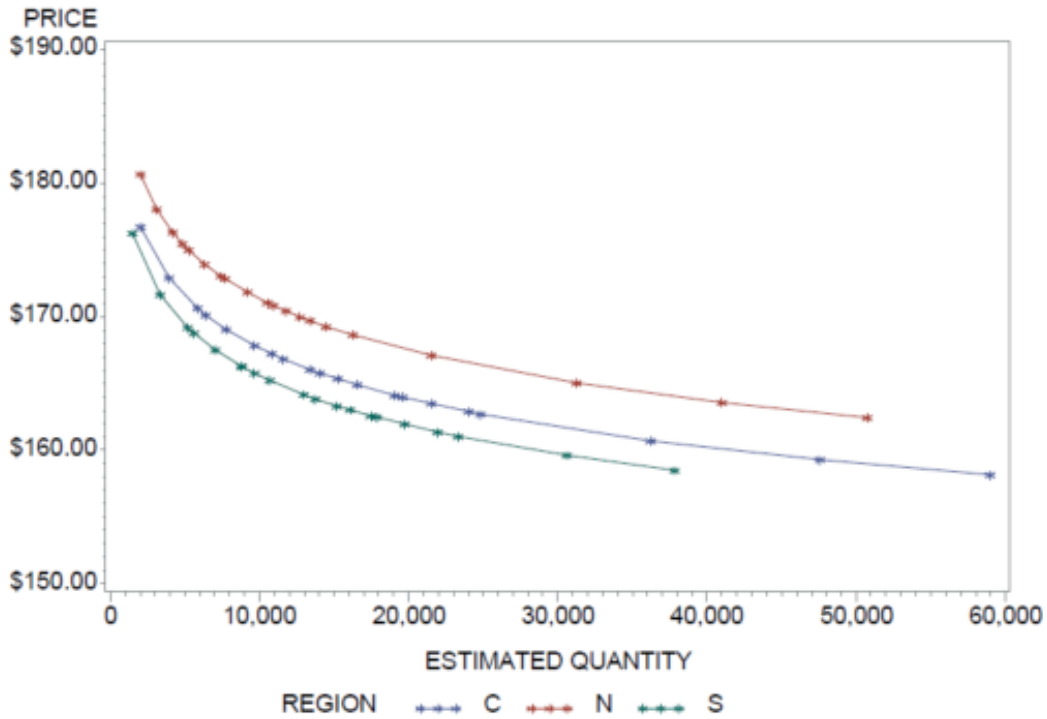
- Invest the resources to collect and organize historical data
- Invest the resources to analyze the historical data using tools like those we discussed during this presentation
- **Guarantee #1: The industry will learn that this analysis is being conducted**
- **Guarantee #2: Construction prices will decline.**

Since many agencies do not have staff or staff with experience in doing data analysis, the resources Dr. McClave refers to could be Infotech. The particular agency in the above actually received a settlement from the vendors for **101.35 million dollars**.

# BAMS/DSS Outsourcing (Example 1)

xx Department of Transportation  
Jul 2018 - Jun 2021

ITEM NUMBER=404006M DESCRIPTION=STONE MATRIX ASPHALT 12.5 MM S



*Shows different regression prices by region.*