

Bidder Name and d/b/a:	THATCHER
Bidder FEIN:	

Item #	Topic	Requirement/Reference	Check as Completed	Word, PDF or Excel Format	Note Deficiencies/Comments	Clarifications Needed?	Passed? Y/N
1	Section N - Technical Proposal - Water Treatment Chemicals (PDF)	Section N - Technical Proposal - Appendix B, Section G. 4. Evaluation Process and Criteria; Appendix B, Section F 13.5 Technical Specifications	X	PDF			If complete, move to Technical review
1.5	Section N - Technical Proposal -Water Treatment Chemicals (PDF)	Supporting documentation for Section N - Technical Proposal, if any	X	PDF			If complete and Technical review passed, move to Financial Review
2	Section O - Wastewater Treatment Chemicals (Excel)	Section O - Cost Proposal - Appendix B, Section G, Cost Proposal; Appendix B, Section F, 13.8 Volume-Based Cooperative Discount Clause	X	PDF	Need excel doc	Yes	
3	Federal Contract Terms and Conditions	Appendix A, Section C - Federal Contract Terms and Conditions	X	PDF		No	
4	New Jersey Business Compliance - Attachment 1 - Ownership Disclosure Form	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Need signature for Part IV Certification	Yes	
5	New Jersey Business Compliance - Attachment 2 - Non-Collusion Affidavit	Appendix A, Section D, New Jersey Business Compliance	X	PDF		No	
6	New Jersey Business Compliance - Attachment 3 - Affirmative Action Affidavit	Appendix A, Section D, New Jersey Business Compliance	X	PDF		No	
7	New Jersey Business Compliance - Attachment 4 - Political Contributin Disclosure Form	Appendix A, Section D, New Jersey Business Compliance	X	PDF		No	
8	New Jersey Business Compliance - Attachment 5 - Stockholder Disclosure Certification	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Top portion of form needs to be completed	Yes	
9	New Jersey Business Compliance - Attachment 6 - Certification of Non-Involvement in Prohibited Activities in Iran	Appendix A, Section D, New Jersey Business Compliance			Not there	Yes	
10	New Jersey Business Compliance - Attachment 7 - New Jersey Business Registration Certificate	Appendix A, Section D, New Jersey Business Compliance			Not there	Yes	
11	New Jersey Business Compliance - Attachment 8 - Certification of Non-Involvement in Prohibited Activities in Russia or Belarus	Appendix A, Section D, New Jersey Business Compliance	X	PDF		No	
12	Other Required Information	Appendix B, Section G, 9. Other Required Information	X	PDF		No	
13	Insurance Documentation	Appendix B, Section F, 14. Insurance Requirements			Not present	Yes	Request COI/ supporting documentation for insurance requirements
14	Addenda, if applicable						

Bidder Name and d/b/a:	THATCHER
Bidder FEIN:	

Item #	Topic	Possible Points	Resulting Score	Evaluator's Notes/Comments
	1.0 Technical Compliance and Product Specifications	200	115	
1	List all proposed chemicals, including standard concentration and packaging options.			Bidder proposed a list of 12 chemicals. The RFP lists 22 chemicals.
2	Do all proposed chemicals meet AWWA, NSF/ANSI, or EPA standards? Provide supporting certifications.			Yes
3	Submit a sample Certificate of Analysis (COA) for three chemicals offered.			Yes
4	Submit a sample Safety Data Sheet (SDS) for three chemicals offered.			Yes
5	Are alternate formulations or concentrations available upon request? Provide details.			Yes clear recommendations given
6	Describe the quality control measures used in chemical manufacturing or repackaging.			Yes submitted detail attachment
7	Provide batch testing frequency and responsible lab (in-house or third-party).			In-house reviews chemical quality against specifications
8	Confirm that chemicals are free from adulterants and impurities. Describe your assurance process.			Confirmed with each product using the SPEC available
9	List shelf life for each proposed chemical and describe storage requirements.			Didn't list.
10	Can you offer closed-loop delivery systems for applicable chemicals?			Product dependent
	2.0 Distribution Capacity and Supply Chain	175	155	
1	Where is your company headquartered?			Salt Lake City, Utah
2	List all chemical distribution points and service areas your company operates in.			9 Distribution locations. Utah, CA, NY, AZ, NV (two locations), MT, FL, ND
3	Indicate which U.S. regions your company services directly (e.g., Northeast, Midwest, South, West).			Western, Intermountain, NE, SE
4	Provide a coverage map or written summary by state and region.			Provided map
5	List all regions where you can deliver under this contract.			Lower 48 states plus necessary freight charges as agreed upon.
6	Provide details of your national logistics and warehouse footprint.			Provided map
7	What is your average lead time for bulk, tote, and drum delivery?			5-10 days after receipt of order
8	Describe your emergency or backup supply chain procedures.			One primary contact, TCO, if potential shortfall of a product they will pivot to different supplier, will deploy additional transportation, in-house operations. Provide better emergency plan.
9	Identify your primary shipping carriers and their geographic coverage.			Communication between transportation team and dispatch team for mode of transportation, can utilize transportation brokers, regional and national LTL/FTL.
10	Provide examples of past on-time delivery performance over 12 months.			Provided 5 examples (5 municipalities and it's products)

		Possible Points	Resulting Score	Evaluator's Notes/Comments
3.0 Qualifications and Experience		125	115	
1	How many years has your company supplied water/wastewater treatment chemicals to public agencies?			Since 1967, most trusted names in chemicals, manufacturing and distribution.
2	List at least three current or former public utility clients with references.			Noted
3	Have you worked under national or cooperative contracts before? Provide examples.			Yes. Veolia, American Water, Bay Area Chemical Consortium, N. Bay Agency Chemical Pool, NW Irrigation Operators Herbicide Pool
4	Attach copies of applicable certifications, licenses, or accreditations.			Noted
5	Identify your contract manager and summarize their qualifications.			Bid Support Manager - Jayson since 2013
6	Describe your quality assurance and complaint resolution process.			Quality assurance is the responsibility of all operations. Account managers is first contacted. Enters issue(s) into company customer complaints application which begins the process of investigation. Communication between AM and customer at all levels of the investigation. Provide more detail.
7	Provide number of staff assigned to public sector accounts and their roles.			15
8	Have you had a contract terminated for cause in the past 5 years? Explain if yes.			no
9	Describe your capacity to scale service if awarded nationally.			Account manager at various locations. Have access to industry account managers. Will work with agency to get their needs met.
10	What distinguishes your firm from other chemical suppliers in this sector?			Custom formations, difficult deliveries, STRIVE - Safety Culture, Trusted Traditions, Reliable Quality, Values-driven, Engaging Partnerships. In-house transportation with national coverage (trailers and rail). Specialized trailers. Partners with national transportation companies.
		Possible Points	Resulting Score	Evaluator's Notes/Comments
4.0 Contract Implementation and Program Support		100	70	
1	Describe your standard onboarding and implementation process for new agencies.			Uses SaaS system called Bectran. Electronic setup of new customer and to understand their chemical needs. Used to submit orders, communications, etc.
2	Provide a proposed timeline for full contract implementation after award.			Within 2 weeks
3	Who will be responsible for coordinating agency onboarding and training?			Through Bid Support Manager. Jayson Stenquist
4	Do you have written onboarding materials or process guides for public agencies?			Yes
5	Explain how you manage concurrent implementation of multiple agencies.			Using online tools; Bectran, and utilizing Bid Support Manager to set up multiple accounts

6	Can your team provide cooperative usage and savings reports? Attach a sample.			Yes. Didn't provide reports as indicated in the RFP.	
7	Describe your ability to handle contract modifications or expanded scopes.			Changes through Bid Support Team and Bid Account Manager by email.	
8	How will agency support be structured post-award (account reps, escalation process)?			National contact is Rob Dubel and Bid Account Manager Jayson	
9	Provide examples of successful implementations of similar contracts.			Provided two examples: Bay Area Chemical Consortium (50 agencies) and N. Bay Area Chemical Pool (13 gencies)	
10	How do you manage agency education, outreach, or regular engagement under cooperative contracts?			Initial introductions by leading agency or representatives. Use local representative. Examine customer needs.	
		Possible Points		Resulting Score	Evaluator's Notes/Comments
5.0 Contract Risk and Miscellaneous		50		25	
1	Please describe your firm's approach to contract risk management. Include how your organization identifies, assesses, and mitigates risks throughout the life of a contract, especially for public sector clients.			Communication with customer to ensure account is set up correctly and product pricing is added correctly. Pricing/Contracts reviewed periodically.	
2	Provide a supply chain risk mitigation plan, including: • Tariff impact analysis, including pricing strategies for tariff adjustments. • Supply chain diversity, detailing multiple sourcing options to prevent disruptions. • Business continuity planning, including contingency measures for shortages or global supply chain issues. • Long-term pricing stability commitments, ensuring contract pricing remains competitive. Sustainability – What are the sustainability goals you have as an organization? How do you measure success? What has been the progress to your goals? How do you help your customers be more sustainable?			Create standard practices with customer. Leverage chemical purchases from a larger pool than using just one customer. TCO. Guarantees continuity and security of supply. Use multiple sources for supply of chemicals. Use historical information for future stock of inventory to determine forecasted usage. Uses demand system to replenish customer's onsite storage. It appears there is additional typed information but it got cut off. They also didn't mention anything about tariff's and sustainability.	
3	If requested, explain how you can meet local government preferences for community-based qualifications, such as local, veteran-owned, or small businesses, and matching contractors to the communities they serve. Are there additional costs to meeting these requirements and how should those costs be accounted for in the pricing?			NA	
4	Provide a detailed plan for adjusting pricing due to market conditions. The plan must be verifiable, auditable, and include a breakdown of calculations, formulas, cost components, indices, and methodology for adjustments. Specify the frequency of updates.			Will provide information from indexes or support price memo to validate increase. Varies by national market. Didn't indicate working with CoreTrust or Lead Agency.	
5	Explain how your organization ensures contract compliance across multiple clients or jurisdictions. Include specific tools, systems, or personnel used to monitor and ensure performance, timelines, reporting, and contractual obligations.			Contract is reviewed with major players (assuming they mean lead agency and CoreTrust). This will ensure the account/contract is set up correctly.	
6	Identify any subcontractors or third-party partners expected to be involved in fulfilling this contract. Provide details on how you vet, monitor, and hold these entities accountable to the terms of the awarded contract.			They didn't note any subcontractors or third parties. However, they stated the term of the contract will be discussed with direct suppliers to ensure the appropriate pricing is set up. All suppliers go through a vetting process.	
7	Provide details of and propose additional discounts for volume orders, special manufacturer's offers, special programs, minimum order quantity, free goods programs, total annual spend, etc.			Can be discussed further when volumes and other info is available.	
8	Does your firm offer any type of rebate program for governmental agencies that allows for cash back to the entity for using your agreement? If yes, please provide the details of your rebate plan.			No rebates at this time during the proposal submission.	
		Possible Points		Resulting Score	Evaluator's Notes/Comments
6.0 Marketing		50		15	

1	<p>Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement and supplier's go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:</p> <ul style="list-style-type: none"> • Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days • Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the CoreTrust team within first 90 days 		<p>Will implement marketing strategies as deemed necessary. Further direction will be needed. Will incorporate branding message on website and collateral. Sales team will be trained and promote contract with agencies they meet.</p>
2	<p>Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:</p> <ul style="list-style-type: none"> • Creation and distribution of a co-branded press release to trade publications • Announcement, contract details and contact information published on the Supplier's website within first 90 days • Design, publication and distribution of cobranded marketing materials within first 90 days • Commitment to attendance and participation with CoreTrust at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplierspecific trade shows, conferences and meetings throughout the term of the Master Agreement • Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by CoreTrust for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by CoreTrust. • Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement • Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.) • Dedicated CoreTrust internet web-based homepage on Supplier's website with: <ul style="list-style-type: none"> o CoreTrust standard logo; o Copy of original Request for Proposal; o Copy of contract and amendments between Principal Procurement Agency and Supplier; o Summary of Products and pricing; o Marketing Materials o Electronic link to CoreTrust website including the online registration page; o A dedicated toll-free number and email address for CoreTrust 		<p>Will make its Marketing Department aware of contract and will work with CoreTrust. They have a design team to help. Will use sales team to promote at conferences. Need to discuss with senior management for role out and final approval. They didn't show a 90-day plan.</p>
3	<p>Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through CoreTrust. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.</p>		<p>All current agreements will not be allowed to change. They will advise agency of this new contract and allow the agency to choose. Didn't include list of current coop contracts. Mentioned National IPA which now OMNIA.</p>
4	<p>Acknowledge Supplier agrees to provide its logo(s) to CoreTrust and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of CoreTrust logo will require permission for reproduction, as well</p>		<p>Noted will be discussed upon award</p>

5	<p>Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by CoreTrust. All sales materials are to use the CoreTrust logo. At a minimum, the Supplier's sales initiatives should communicate:</p> <ul style="list-style-type: none"> • Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency • Best government pricing • No cost to participate • Non-exclusive contract 		Noted will be discussed upon award
6	<p>Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:</p> <ul style="list-style-type: none"> • Key features of Master Agreement • Working knowledge of the solicitation process • Awareness of the range of Public Agencies that can utilize the Master Agreement through CoreTrust • Knowledge of benefits of the use of cooperative contracts 		Acknowledged. Went in some detail in sections above.
7	<p>Provide the name, title, email and phone number for the person(s), who will be responsible for:</p> <ul style="list-style-type: none"> • Executive Support • Marketing • Sales • Sales Support • Financial Reporting • Accounts Payable • Contracts 		Provided names
8	<p>Describe in detail how Supplier's sales force is structured, including contact information for the highest-level executive in charge of the sales team</p>		Industry Managers lead by Director of Industry Dev. and Account Manager can use as a resource. Account Managers and lead by Director of Account Management.
9	<p>Explain in detail how the sales teams will work with the CoreTrust team to implement, grow and service the national program.</p>		They mentioned having a meeting with agencies but not with CoreTrust.
10	<p>Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.</p>		Referenced the National IPA Account Manager (now OMNIA), Contract Specialist, and Industry Development Managers to ensure specs are met.
11	<p>State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.</p>		Choose not to release this info.
12	<p>Supplier must discuss their plan to market and increase government spend on this contract.</p>		Will implement marketing strategies, but they want more clarification direction. Will incorporate appropriate messaging and branding on website and provide collateral. Sales team will be trained.

Possible Point Total		Bidder's Score
700		495

Bidder Name and d/b/a:	WATERTECH
Bidder FEIN:	

Item #	Topic	Requirement/Reference	Check as Completed	Word, PDF or Excel Format	Note Deficiencies	Clarifications Needed?	Passed? Y/N
1	Section N - Technical Proposal - Water Treatment Chemicals (PDF)	Section N - Technical Proposal - Appendix B, Section G. 4. Evaluation Process and Criteria; Appendix B, Section F 13.5 Technical Specifications	X	PDF			If complete, move to Technical review
1.5	Section N - Technical Proposal -Water Treatment Chemicals (PDF)	Supporting documentation for Section N - Technical Proposal, if any	X	PDF			If complete and Technical review passed, move to Financial Review
2	Section O - Wastewater Treatment Chemicals (Excel)	Section O - Cost Proposal - Appendix B, Section G, Cost Proposal; Appendix B, Section F, 13.8 Volume-Based Cooperative Discount Clause	X	PDF	Need excel doc	Yes	
3	Federal Contract Terms and Conditions	Appendix A, Section C - Federal Contract Terms and Conditions	X	PDF			
4	New Jersey Business Compliance - Attachment 1 - Ownership Disclosure Form	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Need signature for Part IV Certification		
5	New Jersey Business Compliance - Attachment 2 - Non-Collusion Affidavit	Appendix A, Section D, New Jersey Business Compliance	X	PDF			
6	New Jersey Business Compliance - Attachment 3 - Affirmative Action Affidavit	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Not filled out or signed	Yes	
7	New Jersey Business Compliance - Attachment 4 - Political Contributin Disclosure Form	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Not filled out or signed	Yes	
8	New Jersey Business Compliance - Attachment 5 - Stockholder Disclosure Certification	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Not notarized	Yes	
9	New Jersey Business Compliance - Attachment 6 - Certification of Non-Involvement in Prohibited Activities in Iran	Appendix A, Section D, New Jersey Business Compliance	X	PDF			
10	New Jersey Business Compliance - Attachment 7 - New Jersey Business Registration Certificate	Appendix A, Section D, New Jersey Business Compliance			Don't see the certification	Yes	
11	New Jersey Business Compliance - Attachment 8 - Certification of Non-Involvement in Prohibited Activities in Russia or Belarus	Appendix A, Section D, New Jersey Business Compliance	X	PDF			
12	Other Required Information	Appendix B, Section G, 9. Other Required Information	X	PDF			
13	Insurance Documentation	Appendix B, Section F, 14. Insurance Requirements			Don't see Insurance documentation	Yes	
14	Addenda, if applicable						

Bidder Name and d/b/a:	WATERTECH
Bidder FEIN:	

Item #	Topic	Possible Points	Resulting Score	Evaluator's Notes/Comments
	1.0 Technical Compliance and Product Specifications	200	60	
1	List all proposed chemicals, including standard concentration and packaging options.			Bidder proposed a list of 10 chemicals. The RFP lists 22 chemicals.
2	Do all proposed chemicals meet AWWA, NSF/ANSI, or EPA standards? Provide supporting certifications.			Yes - NSF, EPA
3	Submit a sample Certificate of Analysis (COA) for three chemicals offered.			Yes but certifications clear and didn't appear to meet the min. spec.
4	Submit a sample Safety Data Sheet (SDS) for three chemicals offered.			Yes but some products don't appear to meet the specifications.
5	Are alternate formulations or concentrations available upon request? Provide details.			Yes, coagulants can be but jar test recommended, short answer given
6	Describe the quality control measures used in chemical manufacturing or repackaging.			Yes gave good detail. QC Checks
7	Provide batch testing frequency and responsible lab (in-house or third-party).			Yes provide detail, in-house labs tests
8	Confirm that chemicals are free from adulterants and impurities. Describe your assurance process.			Confirm with in-house controls and use only approved vendors
9	List shelf life for each proposed chemical and describe storage requirements.			yes one year storage, except Sodium Hypo is 6 months
10	Can you offer closed-loop delivery systems for applicable chemicals?			yes, provides some transportation for chemicals
	2.0 Distribution Capacity and Supply Chain	175	50	
1	Where is your company headquartered?			Fort Smith, AR
2	List all chemical distribution points and service areas your company operates in.			Nationwide, Distribution hubs in 7 states AR, OK, TX, MS, NC, WI, and CA, direct partners all over country
3	Indicate which U.S. regions your company services directly (e.g., Northeast, Midwest, South, West).			E. Coast, South, Midwest, W. Coast
4	Provide a coverage map or written summary by state and region.			They noted submitted see attached, but I can't locate
5	List all regions where you can deliver under this contract.			AR, OK, TX, Sourthern MO, West TN. Freight charges based on diesel index. Can they deliver nationwide?
6	Provide details of your national logistics and warehouse footprint.			45 tractor trailers, warehouses in AR, OK, TX, NC, WI, and CA. 3rd party carrier partner LTL
7	What is your average lead time for bulk, tote, and drum delivery?			5 days
8	Describe your emergency or backup supply chain procedures.			12 million lbs of inventory in multiple locations. Supply partners throughout US
9	Identify your primary shipping carriers and their geographic coverage.			Water Tech Transportation nationwide, Dana Transport nationwide, Country Pet Midwest, associated regional carriers. Can they deliver nationwide?
10	Provide examples of past on-time delivery performance over 12 months.			Provided examples of 2 products over 12 months at 99%

		Possible Points		Resulting Score	Evaluator's Notes/Comments
3.0 Qualifications and Experience		125		35	
1	How many years has your company supplied water/wastewater treatment chemicals to public agencies?				20 plus years
2	List at least three current or former public utility clients with references.				Provided but appeared simplistic.
3	Have you worked under national or cooperative contracts before? Provide examples.				No
4	Attach copies of applicable certifications, licenses, or accreditations.				Provided. Yes but certifications clear and didn't appear to meet the min. spec.
5	Identify your contract manager and summarize their qualifications.				Greg Conrad 38 years of experience
6	Describe your quality assurance and complaint resolution process.				They noted submitted see attached, but I can't locate
7	Provide number of staff assigned to public sector accounts and their roles.				10 account managers, 2 district managers, 1 VP
8	Have you had a contract terminated for cause in the past 5 years? Explain if yes.				No
9	Describe your capacity to scale service if awarded nationally.				They noted submitted see attached, but I can't locate
10	What distinguishes your firm from other chemical suppliers in this sector?				Highly trained reps and ability to move fast in emergencies
		Possible Points		Resulting Score	Evaluator's Notes/Comments
4.0 Contract Implementation and Program Support		100		85	
1	Describe your standard onboarding and implementation process for new agencies.				Onboarding, implementation process, and training of new agencies. Kickoff meeting to go over all logistics such as ordering, pricing, communications, delivery, etc. Initial orders closely monitored, after 90 days program shifts to steady-state rhythm and reviews, looks for improvements to process.
2	Provide a proposed timeline for full contract implementation after award.				Noted "immediate"
3	Who will be responsible for coordinating agency onboarding and training?				Three local reps
4	Do you have written onboarding materials or process guides for public agencies?				yes, well written onboarding process. Step-by-step process.
5	Explain how you manage concurrent implementation of multiple agencies.				Capacity by sales team, operations, logistics, etc. Cross-functional reviews. Able to bring on multiple at once.
6	Can your team provide cooperative usage and savings reports? Attach a sample.				Didn't note anything
7	Describe your ability to handle contract modifications or expanded scopes.				Review from operations to legal occur before changes but this happens quickly. Changes are communicated to all stakeholders.
8	How will agency support be structured post-award (account reps, escalation process)?				Agency is given an account manager for all communications, processing, etc. backed by a district manager (executive level too if needed).

9	Provide examples of successful implementations of similar contracts.			Dozens of municipal drinking water and wastewater accounts. Mirrors this contract.	
10	How do you manage agency education, outreach, or regular engagement under cooperative contracts?			Onboarding and training for agency and in-house team. Agencies get scheduled check-ins. Communication on going.	
		Possible Points		Resulting Score	Evaluator's Notes/Comments
5.0 Contract Risk and Miscellaneous		50		45	
1	Please describe your firm's approach to contract risk management. Include how your organization identifies, assesses, and mitigates risks throughout the life of a contract, especially for public sector clients.				Risk mitigation built around early identification and continuous assessments. Look at supply chain stability and regulatory requirements. Pre-award review. Each risk is assigned to a team member. Mitigation relies on redundant supply options and packing procedures. Communication with agencies. Corrected action plan for emerging risks and cross-fuctional review.
2	Provide a supply chain risk mitigation plan, including: • Tariff impact analysis, including pricing strategies for tariff adjustments. • Supply chain diversity, detailing multiple sourcing options to prevent disruptions. • Business continuity planning, including contingency measures for shortages or global supply chain issues. • Long-term pricing stability commitments, ensuring contract pricing remains competitive. Sustainability – What are the sustainability goals you have as an organization? How do you measure success? What has been the progress to your goals? How do you help your customers be more sustainable?				Risk mitigation through a diversified supply chain. Has tariff awareness. Continues to plan accordingly. Partnership with Solugen (domestic biomanufacturing platform) to reduce exposure to tariffs. Tariffs modeled quaterly, long term partnerships help cushion volatility without passing along sudden spikes. Business continuity relies on redundant supply routes, domestic manufacturing and transportation. Sustainability to reduce carbon intensity across products, transportation and operations. Reduce fuel. Low carbon chemistries. Bio-based alternatives. Reduce waste. Efficiency logistics
3	If requested, explain how you can meet local government preferences for community-based qualifications, such as local, veteran-owned, or small businesses, and matching contractors to the communities they serve. Are there additional costs to meeting these requirements and how should those costs be accounted for in the pricing?				Use with delivery model. Use local for transportation. Can align new contracts. New partner may have incremental costs and shown line item.
4	Provide a detailed plan for adjusting pricing due to market conditions. The plan must be verifiable, auditable, and include a breakdown of calculations, formulas, cost components, indices, and methodology for adjustments. Specify the frequency of updates.				Increases linked to index. Raw materials follow supplier contracts. Freight based on diesel index. Pricing reviewed quarterly with agencies receiving index and calculations. Fully auditable.
5	Explain how your organization ensures contract compliance across multiple clients or jurisdictions. Include specific tools, systems, or personnel used to monitor and ensure performance, timelines, reporting, and contractual obligations.				Use account managers and district managers supported by a centralized contract management system. Tracks terms, reporting, KPI's. Operations uses tools to maintain delivery and documentation accuracy. Internal reviews conducted.
6	Identify any subcontractors or third-party partners expected to be involved in fulfilling this contract. Provide details on how you vet, monitor, and hold these entities accountable to the terms of the awarded contract.				Didn't indicate the subs but all internal and vetted third party carriers are used. Carriers required to meet standards and compliance. Monitor through GPS. Deviation will trigger corrective actions.
7	Provide details of and propose additional discounts for volume orders, special manufacturer's offers, special programs, minimum order quantity, free goods programs, total annual spend, etc.				Through tiering pricing model for volume/discount pricing. Offerings can include stepped discounts for truckload/multiloading, reduced rates for minimum orders, and consolidated orders.
8	Does your firm offer any type of rebate program for governmental agencies that allows for cash back to the entity for using your agreement? If yes, please provide the details of your rebate plan.				Annual spend rebates, free goods tied to specific product lines. Measurable benefits for consolidated purchasing and everything is auditable.
		Possible Points		Resulting Score	Evaluator's Notes/Comments
6.0 Marketing		50		50	

1	<p>Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement and supplier's go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:</p> <ul style="list-style-type: none"> • Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days • Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the CoreTrust team within first 90 days 		<p>Provided a detailed plan. Days 1-10, 10-30, 30-60, 60-90 days. Formal announcement to process to sales team training to collaboration with CoreTrust to launch.</p>
2	<p>Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:</p> <ul style="list-style-type: none"> • Creation and distribution of a co-branded press release to trade publications • Announcement, contract details and contact information published on the Supplier's website within first 90 days • Design, publication and distribution of cobranded marketing materials within first 90 days • Commitment to attendance and participation with CoreTrust at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplierspecific trade shows, conferences and meetings throughout the term of the Master Agreement • Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by CoreTrust for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by CoreTrust. • Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement • Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.) • Dedicated CoreTrust internet web-based homepage on Supplier's website with: <ul style="list-style-type: none"> o CoreTrust standard logo; o Copy of original Request for Proposal; o Copy of contract and amendments between Principal Procurement Agency and Supplier; o Summary of Products and pricing; o Marketing Materials o Electronic link to CoreTrust website including the online registration page; o A dedicated toll-free number and email address for CoreTrust 		<p>Provided a detailed plan. Days 1-10, 10-30, 30-60, 60-90 days. Formal announcement to marketing (sales team outreach), collateral, digital ads to publishing (outreach by email campaigns) to attending conferences.</p>
3	<p>Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through CoreTrust. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.</p>		<p>Will offer current agencies the option of this contract. Outline the potential benefits. No agency will move without approval.</p>
4	<p>Acknowledge Supplier agrees to provide its logo(s) to CoreTrust and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of CoreTrust logo will require permission for reproduction, as well</p>		<p>Yes agree</p>

5	<p>Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by CoreTrust. All sales materials are to use the CoreTrust logo. At a minimum, the Supplier's sales initiatives should communicate:</p> <ul style="list-style-type: none"> • Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency • Best government pricing • No cost to participate • Non-exclusive contract 		Will be proactive as detailed.
6	<p>Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:</p> <ul style="list-style-type: none"> • Key features of Master Agreement • Working knowledge of the solicitation process • Awareness of the range of Public Agencies that can utilize the Master Agreement through CoreTrust • Knowledge of benefits of the use of cooperative contracts 		Will be proactive as detailed.
7	<p>Provide the name, title, email and phone number for the person(s), who will be responsible for:</p> <ul style="list-style-type: none"> • Executive Support • Marketing • Sales • Sales Support • Financial Reporting • Accounts Payable • Contracts 		Provided
8	<p>Describe in detail how Supplier's sales force is structured, including contact information for the highest-level executive in charge of the sales team</p>		Tiered national model to support both public and private customers. Provided detail sales force structure and contact.
9	<p>Explain in detail how the sales teams will work with the CoreTrust team to implement, grow and service the national program.</p>		Coordinated national outreach. Executive support. District Managers will integrate CoreTrust regional plan. Use CoreTrust branded tools. Schedule regular joint meetings with CoreTrust.
10	<p>Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.</p>		Provided detailed plan. National program through a centralized system. New agencies will go through onboarding. Contract admin handled centrally.
11	<p>State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.</p>		Provided details.
12	<p>Supplier must discuss their plan to market and increase government spend on this contract.</p>		Coordinated national outreach. Executive support. District Managers will integrate CoreTrust regional plan. Use CoreTrust branded tools. Identify high-value regions. Develop prospective list. Continuous reporting, KPI's, etc. for life of the contract.

Possible Point Total	Bidder's Score
700	325

Bidder Name and d/b/a:	THATCHER
Bidder FEIN:	

Item #	Topic	Requirement/Reference	Check as Completed	Word, PDF or Excel Format	Note Deficiencies	Clarifications Needed?	Passed? Y/N
1	Section N - Technical Proposal - Water Treatment Chemicals (PDF)	Section N - Technical Proposal - Appendix B, Section G. 4. Evaluation Process and Criteria; Appendix B, Section F 13.5 Technical Specifications	X	PDF	Starting on page 107 of 117		If complete, move to Technical review
1.5	Section N - Technical Proposal -Water Treatment Chemicals (PDF)	Supporting documentation for Section N - Technical Proposal, if any	X	PDF	Starting on page 116; see packet ""Thatcher - AR Bid and Product Specifications" pdf		If complete and Technical review passed, move to Financial Review
2	Section O - Wastewater Treatment Chemicals (Excel)	Section O - Cost Proposal - Appendix B, Section G, Cost Proposal; Appendix B, Section F, 13.8 Volume-Based Cooperative Discount Clause	X	Excel	Bidder provided upon request	No	
3	Federal Contract Terms and Conditions	Appendix A, Section C - Federal Contract Terms and Conditions	X	PDF	N/A	No	
4	New Jersey Business Compliance - Attachment 1 - Ownership Disclosure Form	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Clarification ok	No	
5	New Jersey Business Compliance - Attachment 2 - Non-Collusion Affidavit	Appendix A, Section D, New Jersey Business Compliance	X	PDF	N/A	No	
6	New Jersey Business Compliance - Attachment 3 - Affirmative Action Affidavit	Appendix A, Section D, New Jersey Business Compliance	X	PDF	N/A	No	
7	New Jersey Business Compliance - Attachment 4 - Political Contributin Disclosure Form	Appendix A, Section D, New Jersey Business Compliance	X	PDF	N/A	No	
8	New Jersey Business Compliance - Attachment 5 - Stockholder Disclosure Certification	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Clarification ok	No	
9	New Jersey Business Compliance - Attachment 6 - Certification of Non-Involvement in Prohibited Activities in Iran	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Clarification ok	No	
10	New Jersey Business Compliance - Attachment 7 - New Jersey Business Registration Certificate	Appendix A, Section D, New Jersey Business Compliance			Not present	Yes	
11	New Jersey Business Compliance - Attachment 8 - Certification of Non-Involvement in Prohibited Activities in Russia or Belarus	Appendix A, Section D, New Jersey Business Compliance	X	PDF	N/A	No	
12	Other Required Information	Appendix B, Section G, 9. Other Required Information	X	PDF	N/A	No	
13	Insurance Documentation	Appendix B, Section F, 14. Insurance Requirements	X	PDF	Clarification seems ok - have 2nd eyes on insurance	No	Request COI/ supporting documentation for insurance requirements to be met
14	Addenda, if applicable						

Bidder Name and d/b/a:	THATCHER
Bidder FEIN:	

Item #	Topic	Possible Points	Resulting Score	Evaluator's Notes/Comments
1.0 Technical Compliance and Product Specifications		200	175	
1	List all proposed chemicals, including standard concentration and packaging options.			Only 12 of the 22 chemicals listed
2	Do all proposed chemicals meet AWWA, NSF/ANSI, or EPA standards? Provide supporting certifications.			Provides ANSI certification
3	Submit a sample Certificate of Analysis (COA) for three chemicals offered.			Aluminum Sulfate Solution - certified by UL to meet ANSI 60 standard for drinking water; meets the minimum purity/composition specs Ferric Sulfate, 12% Iron - certified by UL to meet ANSI 60 standard for drinking water; appears to meet spec Sodium Bisulfite 38-40 - certified by UL to meet ANSI 60 for water quality; but Iron (ppm, max) is 4.5 and the spec is Iron ≤ 0.1 ppm - clarification needed - corrected certified UL provided in clarification
4	Submit a sample Safety Data Sheet (SDS) for three chemicals offered.			MSDS provided for Aluminum Sulfate; Ferric Sulfate, 12% Iron; Sodium Bisulfite
5	Are alternate formulations or concentrations available upon request? Provide details.			Ok.
6	Describe the quality control measures used in chemical manufacturing or repackaging.			Ok.
7	Provide batch testing frequency and responsible lab (in-house or third-party).			Ok.
8	Confirm that chemicals are free from adulterants and impurities. Describe your assurance process.			Bidder states "this would need to be confirmed with each product using the SPEC available, or one provided to ensure everything measures up" - CLARIFY Bidder response to clarification re: assurance process: <i>This would need to be confirmed with each product using the SPEC available, or one provided to ensure everything measures up.</i> <i>In addition, quality control measures include verification of raw materials, in-process checks, and final product testing conducted in accordance with internal testing procedures. Each bulk batch and package is assigned a unique lot number. Batch testing is performed on every bulk production lot to confirm product identity, purity, and conformity to specified requirements. Retention samples are maintained on final packaged material for traceability and post-distribution review if required. Testing is conducted by our in-house laboratory, all test results are reviewed and approved by Technical Services Chemists before products are released for distribution.</i>
9	List shelf life for each proposed chemical and describe storage requirements.			Not indicated in technical response - clarified in response
10	Can you offer closed-loop delivery systems for applicable chemicals?			Bidder states, "Product dependent"
2.0 Distribution Capacity and Supply Chain		175	155	
1	Where is your company headquartered?			Ok.
2	List all chemical distribution points and service areas your company operates in.			Lists 9 distribution points.
3	Indicate which U.S. regions your company services directly (e.g., Northeast, Midwest, South, West).			"Western, intermountain, northeast, southeast" listed
4	Provide a coverage map or written summary by state and region.			Map indicated at website, www.tchem/capabilities/ and website indicates "nationwide coverage"
5	List all regions where you can deliver under this contract.			"Full network of partners and distributors for coverage throughout U.S." indicated on website, above. Technical response also indicates they are willing to supply products to any US agencies (lower 48 states) that agree to pricing plus freight as agreed upon
6	Provide details of your national logistics and warehouse footprint.			See above

7	What is your average lead time for bulk, tote, and drum delivery?			5-10 day after receipt of order depending on product and location shipping	
8	Describe your emergency or backup supply chain procedures.			More of a general supply chain response, not-emergency or back-up measures . Provided additional information in clarifications. Not "procedures" but general information about risk and continuity	
9	Identify your primary shipping carriers and their geographic coverage.			Answer is technically sufficient	
10	Provide examples of past on-time delivery performance over 12 months.			Examples provided in CA and UT	
		Possible Points		Resulting Score	Evaluator's Notes/Comments
3.0 Qualifications and Experience		125		125	
1	How many years has your company supplied water/wastewater treatment chemicals to public agencies?				Since 1967
2	List at least three current or former public utility clients with references.				3 references provided with phone numbers - would request email as well in clarification - clarification met
3	Have you worked under national or cooperative contracts before? Provide examples.				5 examples provided
4	Attach copies of applicable certifications, licenses, or accreditations.				certificate of accreditation provided in "Thatcher - AR Bid and Product Specifications" pdf
5	Identify your contract manager and summarize their qualifications.				Ok.
6	Describe your quality assurance and complaint resolution process.				Sufficient response but more aligned with complaint resolution than QA - need more detail on QA - full clarification provided
7	Provide number of staff assigned to public sector accounts and their roles.				15 staff assigned
8	Have you had a contract terminated for cause in the past 5 years? Explain if yes.				Bidder answered no
9	Describe your capacity to scale service if awarded nationally.				Technically ok
10	What distinguishes your firm from other chemical suppliers in this sector?				Bidder describes the S.T.R.I.V.E core values and reputation for custom formulation, meeting "impossible delivery" or "cracking" supply-chain puzzles others can't solve
		Possible Points		Resulting Score	Evaluator's Notes/Comments
4.0 Contract Implementation and Program Support		100		75	
1	Describe your standard onboarding and implementation process for new agencies.				Sufficient response
2	Provide a proposed timeline for full contract implementation after award.				Within 2 weeks of implementation for each agency
3	Who will be responsible for coordinating agency onboarding and training?				Ok.
4	Do you have written onboarding materials or process guides for public agencies?				Ok.
5	Explain how you manage concurrent implementation of multiple agencies.				Ok.
6	Can your team provide cooperative usage and savings reports? Attach a sample.				No sample attached - shared with agencies upon request .
7	Describe your ability to handle contract modifications or expanded scopes.				ok - clear communication and upon mutual agreement
8	How will agency support be structured post-award (account reps, escalation process)?				ok
9	Provide examples of successful implementations of similar contracts.				implementation of 2 contracts provided - 1 with 50 agencies and 1 with 13 agencies
10	How do you manage agency education, outreach, or regular engagement under cooperative contracts?				ok
		Possible Points		Resulting Score	Evaluator's Notes/Comments
5.0 Contract Risk and Miscellaneous		50		25	
1	Please describe your firm's approach to contract risk management. Include how your organization identifies, assesses, and mitigates risks throughout the life of a contract, especially for public sector clients.				ok
2	Provide a supply chain risk mitigation plan, including: • Tariff impact analysis, including pricing strategies for tariff adjustments. • Supply chain diversity, detailing multiple sourcing options to prevent disruptions. • Business continuity planning, including contingency measures for shortages or global supply chain issues. • Long-term pricing stability commitments, ensuring contract pricing remains competitive. Sustainability – What are the sustainability goals you have as an organization? How do you measure success? What has been the progress to your goals? How do you help your customers be more sustainable?				General supply chain management response; does not address tariff impact or sustainability. Appears to cut off response. Clarify. - does not address tariff or sustainability in clarifications
3	If requested, explain how you can meet local government preferences for community-based qualifications, such as local, veteran-owned, or small businesses, and matching contractors to the communities they serve. Are there additional costs to meeting these requirements and how should those costs be accounted for in the pricing?				Bidder said N/A

4	Provide a detailed plan for adjusting pricing due to market conditions. The plan must be verifiable, auditable, and include a breakdown of calculations, formulas, cost components, indices, and methodology for adjustments. Specify the frequency of updates.				Not really a detailed plan but its fine
5	Explain how your organization ensures contract compliance across multiple clients or jurisdictions. Include specific tools, systems, or personnel used to monitor and ensure performance, timelines, reporting, and contractual obligations.				ok
6	Identify any subcontractors or third-party partners expected to be involved in fulfilling this contract. Provide details on how you vet, monitor, and hold these entities accountable to the terms of the awarded contract.				ok
7	Provide details of and propose additional discounts for volume orders, special manufacturer's offers, special programs, minimum order quantity, free goods programs, total annual spend, etc.				ok
8	Does your firm offer any type of rebate program for governmental agencies that allows for cash back to the entity for using your agreement? If yes, please provide the details of your rebate plan.				None of the suppliers are offering rebates at this time; n/a unless discussed and further details like volumes are known
		Possible Points		Resulting Score	Evaluator's Notes/Comments
6.0 Marketing		50		25	Provided a marketing plan in clarifications 2/20/2026. It is still fairly general but actually has a 90 day plan; list of deliverables; brief description of a long-term operating rhythm
1	Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement and supplier's go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to: <ul style="list-style-type: none"> • Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days • Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the CoreTrust team within first 90 days 				Not provided, to be discussed upon award?
2	Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to: <ul style="list-style-type: none"> • Creation and distribution of a co-branded press release to trade publications • Announcement, contract details and contact information published on the Supplier's website within first 90 days • Design, publication and distribution of cobranded marketing materials within first 90 days • Commitment to attendance and participation with CoreTrust at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplierspecific trade shows, conferences and meetings throughout the term of the Master Agreement • Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by CoreTrust for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by CoreTrust. • Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement • Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.) • Dedicated CoreTrust internet web-based homepage on Supplier's website with: <ul style="list-style-type: none"> o CoreTrust standard logo; o Copy of original Request for Proposal; o Copy of contract and amendments between Principal Procurement Agency and Supplier; o Summary of Products and pricing; o Marketing Materials o Electronic link to CoreTrust website including the online registration page; o A dedicated toll-free number and email address for CoreTrust 				Not provided, to be discussed upon award?

3	Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through CoreTrust. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.		ok
4	Acknowledge Supplier agrees to provide its logo(s) to CoreTrust and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of CoreTrust logo will require permission for reproduction, as well		Not provided, to be discussed upon award?
5	Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by CoreTrust. All sales materials are to use the CoreTrust logo. At a minimum, the Supplier's sales initiatives should communicate: <ul style="list-style-type: none"> • Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency • Best government pricing • No cost to participate • Non-exclusive contract 		Not provided, to be discussed upon award?
6	Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include: <ul style="list-style-type: none"> • Key features of Master Agreement • Working knowledge of the solicitation process • Awareness of the range of Public Agencies that can utilize the Master Agreement through CoreTrust • Knowledge of benefits of the use of cooperative contracts 		Bidder confirmed
7	Provide the name, title, email and phone number for the person(s), who will be responsible for: <ul style="list-style-type: none"> • Executive Support • Marketing • Sales • Sales Support • Financial Reporting • Accounts Payable • Contracts 		information provided, ok
8	Describe in detail how Supplier's sales force is structured, including contact information for the highest-level executive in charge of the sales team		ok
9	Explain in detail how the sales teams will work with the CoreTrust team to implement, grow and service the national program.		Not provided, to be discussed upon award?
10	Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.		Not provided, to be discussed upon award?
11	State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.		Chose not to disclose
12	Supplier must discuss their plan to market and increase government spend on this contract.		Not provided, to be discussed upon award?

Possible Point To	Bidder's Score
700	580

Bidder Name and d/b/a:	WATERTECH
Bidder FEIN:	

Item #	Topic	Requirement/Reference	Check as Completed	Word, PDF or Excel Format	Note Deficiencies/Comments	Clarifications	Passed? Y/N
1	Section N - Technical Proposal - Water Treatment Chemicals (PDF)	Section N - Technical Proposal - Appendix B, Section G. 4. Evaluation Process and Criteria; Appendix B, Section F 13.5 Technical Specifications	X	PDF			If complete, move to Technical review
1.5	Section N - Technical Proposal -Water Treatment Chemicals (PDF)	Supporting documentation for Section N - Technical Proposal, if any	X	PDF	Provided attachments		If complete and Technical review passed, move to Financial Review
2	Section O - Wastewater Treatment Chemicals (Excel)	Section O - Cost Proposal - Appendix B, Section G, Cost Proposal; Appendix B, Section F, 13.8 Volume-Based Cooperative Discount Clause	X	EXCEL	Provided attachment in correct format	Yes	
3	Federal Contract Terms and Conditions	Appendix A, Section C - Federal Contract Terms and Conditions	X	PDF	N/A		
4	New Jersey Business Compliance - Attachment 1 - Ownership Disclosure Form	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Signature for Part IV Certification	Yes	
5	New Jersey Business Compliance - Attachment 2 - Non-Collusion Affidavit	Appendix A, Section D, New Jersey Business Compliance	X	PDF	N/A		
6	New Jersey Business Compliance - Attachment 3 - Affirmative Action Affidavit	Appendix A, Section D, New Jersey Business Compliance		PDF	Not completed	Yes	
7	New Jersey Business Compliance - Attachment 4 - Political Contributin Disclosure Form	Appendix A, Section D, New Jersey Business Compliance		PDF	Not completed	Yes	
8	New Jersey Business Compliance - Attachment 5 - Stockholder Disclosure Certification	Appendix A, Section D, New Jersey Business Compliance	X	PDF	Not notarized	Yes	
9	New Jersey Business Compliance - Attachment 6 - Certification of Non-Involvement in Prohibited Activities in Iran	Appendix A, Section D, New Jersey Business Compliance	X	PDF	N/A		
10	New Jersey Business Compliance - Attachment 7 - New Jersey Business Registration Certificate	Appendix A, Section D, New Jersey Business Compliance			Not provided	Yes	
11	New Jersey Business Compliance - Attachment 8 - Certification of Non-Involvement in Prohibited Activities in Russia or Belarus	Appendix A, Section D, New Jersey Business Compliance	X	PDF	N/A		
12	Other Required Information	Appendix B, Section G, 9. Other Required Information	X	PDF	N/A		
13	Insurance Documentation	Appendix B, Section F, 14. Insurance Requirements			Not provided	Yes	
14	Addenda, if applicable						

Bidder Name and d/b/a:	WATERTECH
Bidder FEIN:	

Item #	Topic	Possible Points	Resulting Score	Evaluator's Notes/Comments
	1.0 Technical Compliance and Product Specifications	200	50	Not clear if they meet min quals re: certifications
1	List all proposed chemicals, including standard concentration and packaging options.			10 out of 22 chemicals proposed.
2	Do all proposed chemicals meet AWWA, NSF/ANSI, or EPA standards? Provide supporting certifications.			Did not provide supporting certifications re: all chemicals. Just said "yes - NSP/EPA" in Section N; response on 2/20/2026 refer to document PDF with a bunch of numbers. NSF listing provided. Cross checked. Activated carbon, aqua ammonia, calcium hypochlorite, chlorine gas, and sulfur dioxide not present
3	Submit a sample Certificate of Analysis (COA) for three chemicals offered.			Provided COAs for WTM-22 Ferric Chloride; WTM-ALS16 Aluminum Sulfate Solution; and WTM-12 Sodium Hypochlorite, 12.5% Solution Ferric Chloride - does not indicate if it is stabilized to prevent oxidization - Bidder states 2/20/2026 the stabilization spec is "odd" but there is no issue since the product is low in pH. - new COA 2/20/2026 NSP/ANSI/CAN 60 certified Aluminum Sulfate - does not meet spec gravity specification; "free acid?" - new COA 2/20/2026 NSP/ANSI/CAN 60 certified Sodium Hypochlorate - NSF/ANSI 60 certification indicated; does not indicate ppm iron - Bidder states 2/20/2026 they cross-referenced multiple suppliers and none check for iron content - ask Sean for a chem expert?
4	Submit a sample Safety Data Sheet (SDS) for three chemicals offered.			SDS documents provided
5	Are alternate formulations or concentrations available upon request? Provide details.			ok
6	Describe the quality control measures used in chemical manufacturing or repackaging.			QC measures described
7	Provide batch testing frequency and responsible lab (in-house or third-party).			Describes a hybrid structure for testing but not frequency
8	Confirm that chemicals are free from adulterants and impurities. Describe your assurance process.			Ok
9	List shelf life for each proposed chemical and describe storage requirements.			Ok
10	Can you offer closed-loop delivery systems for applicable chemicals?			Ok
	2.0 Distribution Capacity and Supply Chain	175	50	very poor response and not very assuring they can handle national capacity
1	Where is your company headquartered?			Ok
2	List all chemical distribution points and service areas your company operates in.			Did not list - provided some states and mentions supply partners 2/20/2026 - provided a map with no key.
3	Indicate which U.S. regions your company services directly (e.g., Northeast, Midwest, South, West).			ok
4	Provide a coverage map or written summary by state and region.			I did not see a map; clarification needed 2/20/2026 - provided a map with no key
5	List all regions where you can deliver under this contract.			Listed limited regions for delivery- this isn't national; response conflicts with #2 "nationwide" Bidder clarified: Water Tech has a transportation network and resources to deliver nationwide. The chemicals and pricing offered in this bid would restrict us to the regions specified ("AR, OK, TX, Southern MO, West TN") for the LRWA contract.
6	Provide details of your national logistics and warehouse footprint.			Fleet and 3rd party mentioned
7	What is your average lead time for bulk, tote, and drum delivery?			5 days
8	Describe your emergency or backup supply chain procedures.			Not sufficient response - Bidder supplied 17 page continuity plan
9	Identify your primary shipping carriers and their geographic coverage.			ok 2/20/2026 - provided a map with no key
10	Provide examples of past on-time delivery performance over 12 months.			provided 1 example, not very reassuring

MOVE TO DQ - this is a high risk qualification

move to DQ - bidder did not offer national products and pricing

		Possible Points	Resulting Score	Evaluator's Notes/Comments
3.0 Qualifications and Experience		125	30	
1	How many years has your company supplied water/wastewater treatment chemicals to public agencies?			20+ years
2	List at least three current or former public utility clients with references.			Listed cities but no reference contact information - clarification response supplies names and numbers
3	Have you worked under national or cooperative contracts before? Provide examples.			Said no
4	Attach copies of applicable certifications, licenses, or accreditations.			See notes above in 1.0 Technical Compliance, #2&3
5	Identify your contract manager and summarize their qualifications.			Identified individual with 38 years in industry
6	Describe your quality assurance and complaint resolution process.			I did not see this attached. Bidder clarified: <i>Finished goods undergo final QC checks, retention sampling, and documentation that ties each lot to its manufacturing data, chain of custody, and transportation method. Across the operation, digital systems track nonconformances, corrective actions, and change control while routine internal audits keep procedures aligned with regulatory and customer requirements. Transload sites, drivers, and service teams follow standardized handling, inspection, and reporting practices so the product that leaves our system is as consistent as the one produced.</i> These are not processes but rather a generalized statement.
7	Provide number of staff assigned to public sector accounts and their roles.			10 account managers, 2 DMs, 1 VP
8	Have you had a contract terminated for cause in the past 5 years? Explain if yes.			Said no
9	Describe your capacity to scale service if awarded nationally.			I did not see a map; clarification needed -- 2/20/2026 - provided a map with no key
10	What distinguishes your firm from other chemical suppliers in this sector?			Very generic, brief response.
		Possible Points	Resulting Score	Evaluator's Notes/Comments
4.0 Contract Implementation and Program Support		100	60	
1	Describe your standard onboarding and implementation process for new agencies.			ok
2	Provide a proposed timeline for full contract implementation after award.			just said "immediate"
3	Who will be responsible for coordinating agency onboarding and training?			said local reps
4	Do you have written onboarding materials or process guides for public agencies?			ok
5	Explain how you manage concurrent implementation of multiple agencies.			ok
6	Can your team provide cooperative usage and savings reports? Attach a sample.			ok - sample provided in clarification
7	Describe your ability to handle contract modifications or expanded scopes.			ok
8	How will agency support be structured post-award (account reps, escalation process)?			ok
9	Provide examples of successful implementations of similar contracts.			serves dozens of municipal accounts across country; not sure if this aligns with the scale we anticipate
10	How do you manage agency education, outreach, or regular engagement under cooperative contracts?			ok
		Possible Points	Resulting Score	Evaluator's Notes/Comments
5.0 Contract Risk and Miscellaneous		50	50	
1	Please describe your firm's approach to contract risk management. Include how your organization identifies, assesses, and mitigates risks throughout the life of a contract, especially for public sector clients.			ok
2	Provide a supply chain risk mitigation plan, including: • Tariff impact analysis, including pricing strategies for tariff adjustments. • Supply chain diversity, detailing multiple sourcing options to prevent disruptions. • Business continuity planning, including contingency measures for shortages or global supply chain issues. • Long-term pricing stability commitments, ensuring contract pricing remains competitive. Sustainability – What are the sustainability goals you have as an organization? How do you measure success? What has been the progress to your goals? How do you help your customers be more sustainable?			ok
3	If requested, explain how you can meet local government preferences for community-based qualifications, such as local, veteran-owned, or small businesses, and matching contractors to the communities they serve. Are there additional costs to meeting these requirements and how should those costs be accounted for in the pricing?			ok

4	Provide a detailed plan for adjusting pricing due to market conditions. The plan must be verifiable, auditable, and include a breakdown of calculations, formulas, cost components, indices, and methodology for adjustments. Specify the frequency of updates.			ok
5	Explain how your organization ensures contract compliance across multiple clients or jurisdictions. Include specific tools, systems, or personnel used to monitor and ensure performance, timelines, reporting, and contractual obligations.			ok
6	Identify any subcontractors or third-party partners expected to be involved in fulfilling this contract. Provide details on how you vet, monitor, and hold these entities accountable to the terms of the awarded contract.			ok
7	Provide details of and propose additional discounts for volume orders, special manufacturer's offers, special programs, minimum order quantity, free goods programs, total annual spend, etc.			ok
8	Does your firm offer any type of rebate program for governmental agencies that allows for cash back to the entity for using your agreement? If yes, please provide the details of your rebate plan.			ok
		Possible Points	Resulting Score	Evaluator's Notes/Comments
6.0 Marketing		50	50	
1	Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement and supplier's go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to: <ul style="list-style-type: none"> • Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days • Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the CoreTrust team within first 90 days 			Provided a breakdown days 1-90
2	Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to: <ul style="list-style-type: none"> • Creation and distribution of a co-branded press release to trade publications • Announcement, contract details and contact information published on the Supplier's website within first 90 days • Design, publication and distribution of cobranded marketing materials within first 90 days • Commitment to attendance and participation with CoreTrust at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplierspecific trade shows, conferences and meetings throughout the term of the Master Agreement • Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by CoreTrust for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by CoreTrust. • Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement • Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.) • Dedicated CoreTrust internet web-based homepage on Supplier's website with: <ul style="list-style-type: none"> o CoreTrust standard logo; o Copy of original Request for Proposal; o Copy of contract and amendments between Principal Procurement Agency and Supplier; o Summary of Products and pricing; o Marketing Materials o Electronic link to CoreTrust website including the online registration page; o A dedicated toll-free number and email address for CoreTrust 			Provided a breakdown days 1-90
3	Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through CoreTrust. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.			ok
4	Acknowledge Supplier agrees to provide its logo(s) to CoreTrust and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of CoreTrust logo will require permission for reproduction, as well			ok

5	<p>Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by CoreTrust. All sales materials are to use the CoreTrust logo. At a minimum, the Supplier's sales initiatives should communicate:</p> <ul style="list-style-type: none"> • Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency • Best government pricing • No cost to participate • Non-exclusive contract 		ok
6	<p>Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:</p> <ul style="list-style-type: none"> • Key features of Master Agreement • Working knowledge of the solicitation process • Awareness of the range of Public Agencies that can utilize the Master Agreement through CoreTrust • Knowledge of benefits of the use of cooperative contracts 		ok
7	<p>Provide the name, title, email and phone number for the person(s), who will be responsible for:</p> <ul style="list-style-type: none"> • Executive Support • Marketing • Sales • Sales Support • Financial Reporting • Accounts Payable • Contracts 		ok
8	<p>Describe in detail how Supplier's sales force is structured, including contact information for the highest-level executive in charge of the sales team</p>		ok
9	<p>Explain in detail how the sales teams will work with the CoreTrust team to implement, grow and service the national program.</p>		ok
10	<p>Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.</p>		ok
11	<p>State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.</p>		17 mil to date in fiscal year 2025 and liste top 10 agencies.
12	<p>Supplier must discuss their plan to market and increase government spend on this contract.</p>		ok

Possible Point Total	Bidder's Score
700	290

As a result of this solicitation, the Lead Agency reserves the right to award to multiple Contractors (Appendix B, Section F, 4. Type of Contract)

Lead Agency reserves the right to award contract(s) to multiple Respondents. The decision to award multiple contracts, award only one contract, or to make no awards rests solely with Lead Agency (Appendix B, Section G, 3. Representations, H)

Clarifications needed on the technical proposals.

Thatcher - primarily the marketing plan.

Risk management

Shelf life

WaterTech - primarily an issue on certification/all chemicals

distribution capacity at national scale in question

Bidder Name and d/b/a:	THATCHER
Bidder FEIN:	

Item #	Topic	Requirement/Reference	Check as Completed	Word, PDF or Excel Format	Note Deficiencies	Clarifications Needed?	Passed? Y/N
1	Section N - Technical Proposal - Water Treatment Chemicals (PDF)	Section N - Technical Proposal - Appendix B, Section G. 4. Evaluation Process and Criteria; Appendix B, Section F 13.5 Technical Specifications					If complete, move to Technical review
1.5	Section N - Technical Proposal -Water Treatment Chemicals (PDF)	Supporting documentation for Section N - Technical Proposal, if any					If complete and Technical review passed, move to Financial Review
2	Section O - Wastewater Treatment Chemicals (Excel)	Section O - Cost Proposal - Appendix B, Section G, Cost Proposal; Appendix B, Section F, 13.8 Volume-Based Cooperative Discount Clause					
3	Federal Contract Terms and Conditions	Appendix A, Section C - Federal Contract Terms and Conditions					
4	New Jersey Business Compliance - Attachment 1 - Ownership Disclosure Form	Appendix A, Section D, New Jersey Business Compliance					
5	New Jersey Business Compliance - Attachment 2 - Non-Collusion Affidavit	Appendix A, Section D, New Jersey Business Compliance					
6	New Jersey Business Compliance - Attachment 3 - Affirmative Action Affidavit	Appendix A, Section D, New Jersey Business Compliance					
7	New Jersey Business Compliance - Attachment 4 - Political Contributin Disclosure Form	Appendix A, Section D, New Jersey Business Compliance					
8	New Jersey Business Compliance - Attachment 5 - Stockholder Disclosure Certification	Appendix A, Section D, New Jersey Business Compliance					
9	New Jersey Business Compliance - Attachment 6 - Certification of Non-Involvement in Prohibited Activities in Iran	Appendix A, Section D, New Jersey Business Compliance					
10	New Jersey Business Compliance - Attachment 7 - New Jersey Business Registration Certificate	Appendix A, Section D, New Jersey Business Compliance					
11	New Jersey Business Compliance - Attachment 8 - Certification of Non-Involvement in Prohibited Activities in Russia or Belarus	Appendix A, Section D, New Jersey Business Compliance					
12	Other Required Information	Appendix B, Section G, 9. Other Required Information					
13	Insurance Documentation	Appendix B, Section F, 14. Insurance Requirements					
14	Addenda, if applicable						

Bidder Name and d/b/a:	WaterTech
Bidder FEIN:	

Item #	Topic	Possible Points	Resulting Score	Evaluator's Notes/Comments
1.0 Technical Compliance and Product Specifications		200	60	Score reduced by 55 points after clarification response. Vendor has not supplied the requested certs & documentation.
1	List all proposed chemicals, including standard concentration and packaging options.			Vendor lists 10 chemicals to be used (total of 22 requested in solicitation).
2	Do all proposed chemicals meet AWWA, NSF/ANSI, or EPA standards? Provide supporting certifications.			Proposal states chemicals meet NSF and/or EPA standards -no certifications provided.
3	Submit a sample Certificate of Analysis (COA) for three chemicals offered.			Response indicates provided as attachment. Not clear that proposed chemicals meet required specifications.
4	Submit a sample Safety Data Sheet (SDS) for three chemicals offered.			Response indicates provided as attachment. Not clear that proposed chemicals meet required specifications.
5	Are alternate formulations or concentrations available upon request? Provide details.			Yes - specific vendor recommendations.
6	Describe the quality control measures used in chemical manufacturing or repackaging.			Full QA process identified with digital tracking, sample retention, testing, and internal audit/quality assurance processes.
7	Provide batch testing frequency and responsible lab (in-house or third-party).			Batch testing identified with hybrid internal/external parties - no specific reference to frequency other than "routine"
8	Confirm that chemicals are free from adulterants and impurities. Describe your assurance process.			Closed quality chain from supplier. Sample retention, testing, and product traceability.
9	List shelf life for each proposed chemical and describe storage requirements.			One year for all except Sodium Hypo (six months)
10	Can you offer closed-loop delivery systems for applicable chemicals?			Yes - however proposal states for "some" chemicals listed - unclear which chemicals included/excluded.
2.0 Distribution Capacity and Supply Chain		175	60	Score reduced by 20 points after clarification response. Response to clarification #7 may disqualify bidder.
1	Where is your company headquartered?			Smith, Ar.
2	List all chemical distribution points and service areas your company operates in.			Nationwide distribution with hubs in seven different states.
3	Indicate which U.S. regions your company services directly (e.g., Northeast, Midwest, South, West).			All regions covered.
4	Provide a coverage map or written summary by state and region.			Stated submitted as attachment - attachment not included.
5	List all regions where you can deliver under this contract.			Limited distribution areas listed - appears only regional.
6	Provide details of your national logistics and warehouse footprint.			45 tractor trailers for distribution - warehouses in six states.
7	What is your average lead time for bulk, tote, and drum delivery?			5 days - appears reasonable.
8	Describe your emergency or backup supply chain procedures.			12 million lbs of inventory on hand at any time; extensive suppliers for further needs.
9	Identify your primary shipping carriers and their geographic coverage.			Two nationwide carriers (one in-house), one for midwest and assorted regional carriers (no specific names mentioned).
10	Provide examples of past on-time delivery performance over 12 months.			99% of deliveries in last 12 months identified as "on time" - however only two examples given here.
3.0 Qualifications and Experience		125	50	
1	How many years has your company supplied water/wastewater treatment chemicals to public agencies?			20 plus years
2	List at least three current or former public utility clients with references.			Eight clients identified (three requested).
3	Have you worked under national or cooperative contracts before? Provide examples.			No cooperative work.
4	Attach copies of applicable certifications, licenses, or accreditations.			Proposal state submitted as attachment - certifications not provided.
5	Identify your contract manager and summarize their qualifications.			Identified - 38 yrs experience in industry.
6	Describe your quality assurance and complaint resolution process.			Proposal states submitted as attachment - not included however.
7	Provide number of staff assigned to public sector accounts and their roles.			Thirteen staff identified including one VP.
8	Have you had a contract terminated for cause in the past 5 years? Explain if yes.			None.
9	Describe your capacity to scale service if awarded nationally.			Proposal states distribution map illustrates capacity for distribution - map not included with proposal.
10	What distinguishes your firm from other chemical suppliers in this sector?			Highly trained staff and emergency responsiveness.

		Possible Points	Resulting Score	Evaluator's Notes/Comments
4.0 Contract Implementation and Program Support		100	80	
1	Describe your standard onboarding and implementation process for new agencies.			Process identified - kickoff, phased training, continuous monitoring and KPI tracking after 90 day steady state.
2	Provide a proposed timeline for full contract implementation after award.			Immediate.
3	Who will be responsible for coordinating agency onboarding and training?			Two staff identified.
4	Do you have written onboarding materials or process guides for public agencies?			Yes - specific public sector materials.
5	Explain how you manage concurrent implementation of multiple agencies.			Full process identified - bi-weekly status meetings to guide implementation.
6	Can your team provide cooperative usage and savings reports? Attach a sample.			Left Blank.
7	Describe your ability to handle contract modifications or expanded scopes.			Full process identified.
8	How will agency support be structured post-award (account reps, escalation process)?			Single point of contact for each project - dedicated teams for operational support.
9	Provide examples of successful implementations of similar contracts.			Multiple municipal contracts identified with hundreds of private contracts.
10	How do you manage agency education, outreach, or regular engagement under cooperative contracts?			Full process identified.
5.0 Contract Risk and Miscellaneous		50	50	
1	Please describe your firm's approach to contract risk management. Include how your organization identifies, assesses, and mitigates risks throughout the life of a contract, especially for public sector clients.			Full process identified - specific approach for public sector clients.
2	Provide a supply chain risk mitigation plan, including: • Tariff impact analysis, including pricing strategies for tariff adjustments. • Supply chain diversity, detailing multiple sourcing options to prevent disruptions. • Business continuity planning, including contingency measures for shortages or global supply chain issues. • Long-term pricing stability commitments, ensuring contract pricing remains competitive. Sustainability – What are the sustainability goals you have as an organization? How do you measure success? What has been the progress to your goals? How do you help your customers be more sustainable?			Thorough - diversified suppliers and reliance on Solugen as domestic producer.
3	If requested, explain how you can meet local government preferences for community-based qualifications, such as local, veteran-owned, or small businesses, and matching contractors to the communities they serve. Are there additional costs to meeting these requirements and how should those costs be accounted for in the pricing?			Preferences can be met - local providers currently used to meet preferences.
4	Provide a detailed plan for adjusting pricing due to market conditions. The plan must be verifiable, auditable, and include a breakdown of calculations, formulas, cost components, indices, and methodology for adjustments. Specify the frequency of updates.			Supply costs indexed. Increased costs must be verified.
5	Explain how your organization ensures contract compliance across multiple clients or jurisdictions. Include specific tools, systems, or personnel used to monitor and ensure performance, timelines, reporting, and contractual obligations.			Answered here and referenced in previous related responses.
6	Identify any subcontractors or third-party partners expected to be involved in fulfilling this contract. Provide details on how you vet, monitor, and hold these entities accountable to the terms of the awarded contract.			Internal and external capacity identified. Structured vetting process, including performance monitoring, for subcontractors.
7	Provide details of and propose additional discounts for volume orders, special manufacturer's offers, special programs, minimum order quantity, free goods programs, total annual spend, etc.			Volume discounts identified and incentives for consolidated deliveries.
8	Does your firm offer any type of rebate program for governmental agencies that allows for cash back to the entity for using your agreement? If yes, please provide the details of your rebate plan.			Additional rewards identified and/or offered.
6.0 Marketing		50	50	

1	<p>Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement and supplier's go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:</p> <ul style="list-style-type: none"> • Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days • Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the CoreTrust team within first 90 days 		90 Day plan detailed - includes 10, 10-30, 30-60, and 60-90 day breakout.
2	<p>Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:</p> <ul style="list-style-type: none"> • Creation and distribution of a co-branded press release to trade publications • Announcement, contract details and contact information published on the Supplier's website within first 90 days • Design, publication and distribution of cobranded marketing materials within first 90 days • Commitment to attendance and participation with CoreTrust at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplierspecific trade shows, conferences and meetings throughout the term of the Master Agreement • Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by CoreTrust for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by CoreTrust. • Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement • Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.) • Dedicated CoreTrust internet web-based homepage on Supplier's website with: <ul style="list-style-type: none"> o CoreTrust standard logo; o Copy of original Request for Proposal; o Copy of contract and amendments between Principal Procurement Agency and Supplier; o Summary of Products and pricing; o Marketing Materials o Electronic link to CoreTrust website including the online registration page; o A dedicated toll-free number and email address for CoreTrust 		1-30, 30-60, and 60-90 day breakout detailed. Core Trust page on website included.
3	<p>Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through CoreTrust. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.</p>		Account reps drive process; public sector clients offered Core Trust program.
4	<p>Acknowledge Supplier agrees to provide its logo(s) to CoreTrust and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of CoreTrust logo will require permission for reproduction, as well</p>		Confirmed.
5	<p>Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by CoreTrust. All sales materials are to use the CoreTrust logo. At a minimum, the Supplier's sales initiatives should communicate:</p> <ul style="list-style-type: none"> • Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency • Best government pricing • No cost to participate • Non-exclusive contract 		Confirmed.

6	<p>Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:</p> <ul style="list-style-type: none"> • Key features of Master Agreement • Working knowledge of the solicitation process • Awareness of the range of Public Agencies that can utilize the Master Agreement through CoreTrust • Knowledge of benefits of the use of cooperative contracts 		Confirmed.
7	<p>Provide the name, title, email and phone number for the person(s), who will be responsible for:</p> <ul style="list-style-type: none"> • Executive Support • Marketing • Sales • Sales Support • Financial Reporting • Accounts Payable • Contracts 		Provided.
8	<p>Describe in detail how Supplier's sales force is structured, including contact information for the highest-level executive in charge of the sales team</p>		Answered here and in previous reponse(s). Exec staff identified.
9	<p>Explain in detail how the sales teams will work with the CoreTrust team to implement, grow and service the national program.</p>		Coordinated tiered national structure/model.
10	<p>Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.</p>		Coordinated tiered national structure/model.
11	<p>State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.</p>		\$17 million; 11 public clients identified.
12	<p>Supplier must discuss their plan to market and increase government spend on this contract.</p>		Identified - full process.

Possible Poin	Bidder's Score
700	350

Bidder Name and d/b/a:	WATERTECH
Bidder FEIN:	

Item #	Topic	Requirement/Reference	Check as Completed	Word, PDF or Excel Format	Note Deficiencies	Clarifications Needed?	Passed? Y/N
1	Section N - Technical Proposal - Water Treatment Chemicals (PDF)	Section N - Technical Proposal - Appendix B, Section G. 4. Evaluation Process and Criteria; Appendix B, Section F 13.5 Technical Specifications					If complete, move to Technical review
1.5	Section N - Technical Proposal -Water Treatment Chemicals (PDF)	Supporting documentation for Section N - Technical Proposal, if any					If complete and Technical review passed, move to Financial Review
2	Section O - Wastewater Treatment Chemicals (Excel)	Section O - Cost Proposal - Appendix B, Section G, Cost Proposal; Appendix B, Section F, 13.8 Volume-Based Cooperative Discount Clause					
3	Federal Contract Terms and Conditions	Appendix A, Section C - Federal Contract Terms and Conditions					
4	New Jersey Business Compliance - Attachment 1 - Ownership Disclosure Form	Appendix A, Section D, New Jersey Business Compliance					
5	New Jersey Business Compliance - Attachment 2 - Non-Collusion Affidavit	Appendix A, Section D, New Jersey Business Compliance					
6	New Jersey Business Compliance - Attachment 3 - Affirmative Action Affidavit	Appendix A, Section D, New Jersey Business Compliance					
7	New Jersey Business Compliance - Attachment 4 - Political Contributin Disclosure Form	Appendix A, Section D, New Jersey Business Compliance					
8	New Jersey Business Compliance - Attachment 5 - Stockholder Disclosure Certification	Appendix A, Section D, New Jersey Business Compliance					
9	New Jersey Business Compliance - Attachment 6 - Certification of Non-Involvement in Prohibited Activities in Iran	Appendix A, Section D, New Jersey Business Compliance					
10	New Jersey Business Compliance - Attachment 7 - New Jersey Business Registration Certificate	Appendix A, Section D, New Jersey Business Compliance					
11	New Jersey Business Compliance - Attachment 8 - Certification of Non-Involvement in Prohibited Activities in Russia or Belarus	Appendix A, Section D, New Jersey Business Compliance					
12	Other Required Information	Appendix B, Section G, 9. Other Required Information					
13	Insurance Documentation	Appendix B, Section F, 14. Insurance Requirements					
14	Addenda, if applicable						

Bidder Name and d/b/a:	THATCHER
Bidder FEIN:	

Item #	Topic	Possible Points	Resulting Score	Evaluator's Notes/Comments
1.0 Technical Compliance and Product Specifications		200	120	
1	List all proposed chemicals, including standard concentration and packaging options.			12 listed out of 22 detailed in the solicitation.
2	Do all proposed chemicals meet AWWA, NSF/ANSI, or EPA standards? Provide supporting certifications.			Yes - included in attachments
3	Submit a sample Certificate of Analysis (COA) for three chemicals offered.			Submitted as attachment.
4	Submit a sample Safety Data Sheet (SDS) for three chemicals offered.			Submitted as attachment.
5	Are alternate formulations or concentrations available upon request? Provide details.			Included - description somewhat vague.
6	Describe the quality control measures used in chemical manufacturing or repackaging.			Included - description somewhat vague.
7	Provide batch testing frequency and responsible lab (in-house or third-party).			Included - in-house only no outsourcing.
8	Confirm that chemicals are free from adulterants and impurities. Describe your assurance process.			Confirmed - no detailed QA process identified.
9	List shelf life for each proposed chemical and describe storage requirements.			BLANK.
10	Can you offer closed-loop delivery systems for applicable chemicals?			Says "product dependant".
2.0 Distribution Capacity and Supply Chain		175	105	
1	Where is your company headquartered?			Salt Lake City, UT
2	List all chemical distribution points and service areas your company operates in.			9 sites across US generally
3	Indicate which U.S. regions your company services directly (e.g., Northeast, Midwest, South, West).			Salt Lake City, UT
4	Provide a coverage map or written summary by state and region.			
5	List all regions where you can deliver under this contract.			Lists lower 48 states with freight pricing qualification.
6	Provide details of your national logistics and warehouse footprint.			Provided in attachment and references company website - don't like the website reference.
7	What is your average lead time for bulk, tote, and drum delivery?			5-10 days with qualifications.
8	Describe your emergency or backup supply chain procedures.			Standardized practices, single points of contact detailed. Reponse somewhat vague.
9	Identify your primary shipping carriers and their geographic coverage.			Primary carriers not identified; answer short on details.
10	Provide examples of past on-time delivery performance over 12 months.			5 examples given with chem breakdown; examples concentrated in CA & UT
3.0 Qualifications and Experience		125	87.5	
1	How many years has your company supplied water/wastewater treatment chemicals to public agencies?			Reference to business open since 1967 - 58 yrs. Unclear when public clients started.
2	List at least three current or former public utility clients with references.			Three listed.
3	Have you worked under national or cooperative contracts before? Provide examples.			5 coop engagements listed - unclear if coop engagements were large scale public engagements or private.
4	Attach copies of applicable certifications, licenses, or accreditations.			Submitted as attachment.
5	Identify your contract manager and summarize their qualifications.			Identified.
6	Describe your quality assurance and complaint resolution process.			Full process detailed.
7	Provide number of staff assigned to public sector accounts and their roles.			15 staff - various bid team members and account managers.
8	Have you had a contract terminated for cause in the past 5 years? Explain if yes.			None
9	Describe your capacity to scale service if awarded nationally.			Does not affirmatively state ability to scale - vague language.
10	What distinguishes your firm from other chemical suppliers in this sector?			Full answer given - somewhat more of a sales or marketing pitch.
4.0 Contract Implementation and Program Support		100	60	
1	Describe your standard onboarding and implementation process for new agencies.			Process identified - again response was somewhat vague.
2	Provide a proposed timeline for full contract implementation after award.			Generally two weeks for implementation in most cases.
3	Who will be responsible for coordinating agency onboarding and training?			One employee for onboarding/training - Bid Support Manager.
4	Do you have written onboarding materials or process guides for public agencies?			Materials available - no distinction for public/private agencies.
5	Explain how you manage concurrent implementation of multiple agencies.			Utilize technology and staff resources - no real specifics included.
6	Can your team provide cooperative usage and savings reports? Attach a sample.			Reports can be available - does not appear sample is attached.

7	Describe your ability to handle contract modifications or expanded scopes.			Answer is vague and non-specific.
8	How will agency support be structured post-award (account reps, escalation process)?			Three staff identified including one national manager.
9	Provide examples of successful implementations of similar contracts.			Two implementations identified that include 63 agencies.
10	How do you manage agency education, outreach, or regular engagement under cooperative contracts?			Regular meetings and customer interactions; focus on local contact to begin process.
		Possible Points	Resulting Score	Evaluator's Notes/Comments
5.0 Contract Risk and Miscellaneous		50	20	
1	Please describe your firm's approach to contract risk management. Include how your organization identifies, assesses, and mitigates risks throughout the life of a contract, especially for public sector clients.			Initial contract review conducted with periodic follow-up (6 months to 1 yr).
2	Provide a supply chain risk mitigation plan, including: • Tariff impact analysis, including pricing strategies for tariff adjustments. • Supply chain diversity, detailing multiple sourcing options to prevent disruptions. • Business continuity planning, including contingency measures for shortages or global supply chain issues. • Long-term pricing stability commitments, ensuring contract pricing remains competitive. Sustainability – What are the sustainability goals you have as an organization? How do you measure success? What has been the progress to your goals? How do you help your customers be more sustainable?			Substantive process identified; no real response on sustainability. Appears response incomplete or cut off page.
3	If requested, explain how you can meet local government preferences for community-based qualifications, such as local, veteran-owned, or small businesses, and matching contractors to the communities they serve. Are there additional costs to meeting these requirements and how should those costs be accounted for in the pricing?			Bidder did not provide response here.
4	Provide a detailed plan for adjusting pricing due to market conditions. The plan must be verifiable, auditable, and include a breakdown of calculations, formulas, cost components, indices, and methodology for adjustments. Specify the frequency of updates.			No substantive response included. Vague language not meeting the specificity requested.
5	Explain how your organization ensures contract compliance across multiple clients or jurisdictions. Include specific tools, systems, or personnel used to monitor and ensure performance, timelines, reporting, and contractual obligations.			Similar response given as first bullet in this section.
6	Identify any subcontractors or third-party partners expected to be involved in fulfilling this contract. Provide details on how you vet, monitor, and hold these entities accountable to the terms of the awarded contract.			No subs identified; some details listed for vet/monitor/accountability.
7	Provide details of and propose additional discounts for volume orders, special manufacturer's offers, special programs, minimum order quantity, free goods programs, total annual spend, etc.			Response indicates this can be discussed upon award.
8	Does your firm offer any type of rebate program for governmental agencies that allows for cash back to the entity for using your agreement? If yes, please provide the details of your rebate plan.			No governmental rebates/cash back identified at time of bid submission - potential with suppliers in the future.
		Possible Points	Resulting Score	Evaluator's Notes/Comments
6.0 Marketing		50	15	
1	Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement and supplier's go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to: • Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days • Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the CoreTrust team within first 90 days			Bidder willing to provide website space for advertising; requests further direction upon award. No breakout of activities to meet 90 day plan request.

2	<p>Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:</p> <ul style="list-style-type: none"> • Creation and distribution of a co-branded press release to trade publications • Announcement, contract details and contact information published on the Supplier's website within first 90 days • Design, publication and distribution of cobranded marketing materials within first 90 days • Commitment to attendance and participation with CoreTrust at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplierspecific trade shows, conferences and meetings throughout the term of the Master Agreement • Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by CoreTrust for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by CoreTrust. • Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement • Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.) • Dedicated CoreTrust internet web-based homepage on Supplier's website with: <ul style="list-style-type: none"> o CoreTrust standard logo; o Copy of original Request for Proposal; o Copy of contract and amendments between Principal Procurement Agency and Supplier; o Summary of Products and pricing; o Marketing Materials o Electronic link to CoreTrust website including the online registration page; o A dedicated toll-free number and email address for CoreTrust 		Bidder willing to provide; requests further direction upon award. No breakout of activities. Again, response somewhat vague.
3	Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through CoreTrust. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.		Bidder indicates current contracts could not be transferred.
4	Acknowledge Supplier agrees to provide its logo(s) to CoreTrust and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of CoreTrust logo will require permission for reproduction, as well		No acknowledgment; discussed upon award.
5	<p>Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by CoreTrust. All sales materials are to use the CoreTrust logo. At a minimum, the Supplier's sales initiatives should communicate:</p> <ul style="list-style-type: none"> • Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency • Best government pricing • No cost to participate • Non-exclusive contract 		No acknowledgment; discussed upon award.
6	<p>Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:</p> <ul style="list-style-type: none"> • Key features of Master Agreement • Working knowledge of the solicitation process • Awareness of the range of Public Agencies that can utilize the Master Agreement through CoreTrust • Knowledge of benefits of the use of cooperative contracts 		Affirmative response.
7	Provide the name, title, email and phone number for the person(s), who will be responsible for: • Executive Support • Marketing • Sales • Sales Support • Financial Reporting • Accounts Payable • Contracts		Relevant staff identified.

8	Describe in detail how Supplier's sales force is structured, including contact information for the highest-level executive in charge of the sales team		Vague response - no highest level exec contact info included.
9	Explain in detail how the sales teams will work with the CoreTrust team to implement, grow and service the national program.		Staff made available as time allows.
10	Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.		Detailed response not included.
11	State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.		
12	Supplier must discuss their plan to market and increase government spend on this contract.		

Possible Poin	Bidder's Score
700	407.5