

ATTACHMENT A: VALUE ADDED PLAN

This template must be used. The Value Added Plan should identify any value added options or ideas that may benefit the States. The value added claims should be prioritized (identify the most important claims first). The Offeror may add or delete Value Added Claim table templates, but do not exceed the 2-page limit for this section. Do NOT include any identifying information in the Plan. Information listed under the "Documented Performance" line may describe where the Respondent has used the approach or solution previously, and what the results were in terms of verifiable metrics. Example (this example can be deleted to accommodate more claims)

ITEM CLAIM: URETEK USA provides a dedicated project manager to work with the client at every potential repair location.

HOW WOULD THIS ADD VALUE: URETEK treats every project as a custom project. Having a full understanding of the project improves the likelihood of success on the first mobilization. Our project managers work with state officials from initial project concept, through understanding construction methods and site history, through project design/approval and finally installation. The state will receive a proposal detailing the design/scope of the project and the estimated pounds and total price.

DOCUMENTED PERFORMANCE: Thousands of projects throughout the 48 contiguous states and Alaska we are actively working in.

COST IMPACT (%): None **SCHEDULE IMPACT (%):** None

ITEM CLAIM: Experienced Superintendents. Our superintendents have over 5+ years experience in polyurethane lifting, stabilizing, and ground modifications projects.

HOW WOULD THIS ADD VALUE: The projects will be worked safely, efficiently, and correctly.

DOCUMENTED PERFORMANCE: All of our projects

COST IMPACT (%): None **SCHEDULE IMPACT (%):** None

ITEM CLAIM: We have a minimum of a 4 man crew on roadway projects.

HOW WOULD THIS ADD VALUE: It allows for the project to be completed quicker than working a smaller crew.

DOCUMENTED PERFORMANCE: All the states where we do work for the DOT

COST IMPACT (%): None **SCHEDULE IMPACT (%):** 33% quicker than a three man crew

ITEM CLAIM: URETEK USA has an engineering department with a P. E. who has over 6 years experience in working on projects that need remediation.

HOW WOULD THIS ADD VALUE: The state will know that the project will be performed correctly.

DOCUMENTED PERFORMANCE: All projects that we perform are reviewed by our Engineering Department

COST IMPACT (%): None **SCHEDULE IMPACT (%):** None

ITEM CLAIM: URETEK also utilizes a Deep Injection process and we are able to stabilize weak soils to a depth of 30 feet.

HOW WOULD THIS ADD VALUE: The Deep Injection process allows us to solve the problem of weak soils at depth that is causing roadways, foundations, pipes, and other structures to fail.

DOCUMENTED PERFORMANCE: We have utilized Deep Injection in all the states where we have worked in the past 10 years.

COST IMPACT (%): **SCHEDULE IMPACT (%):** Deep Injection work is a bit slower than undersealing/void fill work due to the additional labor of using tubing to get the polymer to the desired depth(s).

When utilizing the Deep Injection Process the price of the polymer is: 0-4' @ \$5.10, 4'-9' @ \$5.95, 10'+ @ \$6.25

ITEM CLAIM: We have various hydro-insensitive polymers we use that include different densities and set times.

HOW WOULD THIS ADD VALUE: URETEK treats every project as a custom project. Understanding the project conditions and goals allows us to assign an appropriate polymer to ensure long term success. It allows us to successfully accomplish various project types in various soil conditions including highly saturated soils.

DOCUMENTED PERFORMANCE: We have used varying polymer formulations on projects in many states. We also have polymers that have met the stringent NYSDOT Panel Test for Hydro-Insensitivity. In addition, we use polymers that are water blown (not chemically blown) to prevent releasing CFC's.

COST IMPACT (%): **SCHEDULE IMPACT (%):** None

Price per pound does not change, but using a higher density polymer could change the material quantities somewhat.

ITEM CLAIM: URETEK also offers preliminary subgrade strength testing. URETEK utilizes hydraulically driven Dynamic Cone Penetrometer (DCP) systems capable of testing to minus 30' or farther.

HOW WOULD THIS ADD VALUE: Understanding the contributing soil conditions helps develop a successful project plan and scope. We would drill a 2" hole in each testing location. Testing generally takes about 30 minutes to 1 hour per test. Ideally DCP testing would be done prior to a full crew mobilization as part of the scoping/design phase, but this can also be done at the start of a full crew mobilization. In addition, URETEK offers a warranty on projects that have been designed and completed based off DCP testing results.

DOCUMENTED PERFORMANCE: DCP testing has been done on thousands of projects throughout the 48 contiguous states and Alaska.

COST IMPACT (%): **SCHEDULE IMPACT (%):** None

\$500 Per Test Plus Traffic Control Costs.

ITEM CLAIM: We can do our own Maintenance of Traffic (MOT)

HOW WOULD THIS ADD VALUE: No need for the state to provide traffic control services.

DOCUMENTED PERFORMANCE: TX, VA, GA, FL, LA, KY, among other states.

COST IMPACT (%): **SCHEDULE IMPACT (%):** None

\$200 per Hour MOT, \$175 per Day for Message Board, \$750 per day for a TMA

ITEM CLAIM: URETEK employs the largest equipment fleet and employee resources of any firm in this space. We have a fleet of 18 two-gun production rigs.

HOW WOULD THIS ADD VALUE: On large projects we are capable of bringing on two or more production rigs to cut down on the time of the job.

DOCUMENTED PERFORMANCE: Projects in PA, TX, VA, CA, NC, IA, KS, ND, NE, MI, etc.

COST IMPACT (%): **SCHEDULE IMPACT (%):** We can reduce project times by 70% or more versus competing firms.

50% to 66% reduced cost of MOT

URETEK 0-6339

Final Audit Report

2021-11-18

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