



PROPOSAL



Volume 1: Qualifications & Technical Proposal Operation, Maintenance, Management and Repair Services of the Township of North Brunswick Municipal Water System

April 7, 2022

Contact Information:

Mr. Ryan Lemli, P.E. - Business Development Manager
Veolia Water North America Operating Services, LLC
461 From Road, Suite 400, Paramus, NJ 07652
Telephone: (201) 401-3774 – Email: ryan.lemli@veolia.com

The data on pages identified by with the legend/label "Company Confidential - Trade Secret and Proprietary Information – Veolia", contains information that is a trade secret and/or which, if disclosed, would cause substantial injury to the Respondent (Veolia Water North America Operating Services, LLC)'s competitive position. Veolia Water North America Operating Services, LLC (the Respondent) requests that such data be used only for the evaluation of the Proposal, and understands that disclosure will be limited only to the extent that the Township deems disclosure necessary according to law. If an Agreement is awarded to Veolia Water North America Operating Services, LLC (the Respondent), the Township will have the right to use or disclose the data as provided in the applicable agreement executed with the Respondent (Veolia Water North America Operating Services, LLC).

Master Table of Contents

Proposal

(Separate Volume 1 - Qualifications & Technical Proposal and Volume 2 - Cost Proposal, with Executed Original and five Hard Copies of each volume.)

Volume 1 – Qualifications and Technical Proposal

Cover – Volume 1

Transmittal Letter – Volume 1

- Attachment Certificate of Secretary (signature authority)

Title Page – Volume 1

Master Table of Contents – Volumes 1 and 2

Page No.

Executive Summary

Why Veolia	1.ES-1
Veolia in New Jersey.....	1.ES-2
Three Kinds of Support	1.ES-2
How We Deliver	1.ES-4
Another Key to Our Proposed Services to the Township.....	1.ES-4
Veolia Offers the Best Choice for the Township	1.ES-8
Our Value, Aligned with the Township’s Evaluation Criteria	1.ES-8

Section I – Respondent Information & Cover Letter

Proposal Form A-2 – Respondent Information and Cover Letter Form
- Attachment - Certificate of Secretary (signature authority)

Section II - 6.3.3 - General Information

A Committed Partner to the Township	1.2-1
1 – Company Information.....	1.2-2
2 – Parent Company	1.2-2
3 – Subcontractors	1.2-2
4 – Project Team Organization	1.2-2
- Figure 1.2-1 – Veolia Corporate Organization Chart	1.2-2

Section III – 6.3.4 – Administrative Information

Veolia’s Team will Combine the Deep Institutional Knowledge of Your Facilities with Our Unmatched Local New Jersey-Based Resources	1.3-1
- Figure 1.3-1 – O&M Team Organization Chart.....	1.3-1
1 – Project Organization.....	1.3-3
a. Project Organization Plan	1.3-3
Organization Structure	1.3-3
Project Management Team	1.3-3
Transition and Ongoing Support Team.....	1.3-3
Corporate Support Team	1.3-3
Supporting the Township’s Water Utility – No Matter What Need Arises	1.3-4
- Figure 1.3-2 – Water Operations and Resources in New Jersey	1.3-4

	<u>Page No.</u>
- Table 1.3-1 – Veolia’s Licensed Water Operators and Managers	1.3-5
- Table 1.3-2 – Veolia Transition and Support Team	1.3-6
b. Staffing Plan.....	1.3-8
Employee Training and Development.....	1.3-8
Performance Record.....	1.3-11
2 – Litigation Statement	1.3-11
3 – Ability to Bid.....	1.3-11
4 – No Default	1.3-11
5 – Regulatory Compliance.....	1.3-11
6 – No Public Construction Litigation	1.3-12
7 – Organization Structure	1.3-12
 Section IV – 6.3.5 – Financial Information	
Veolia Offers the Financial and Other Resources Needed to Deliver on our Commitments	1.4-1
Veolia is the O&M Services Leader in North America	1.4-2
1 – Performance Bond	1.4-2
2 – Financial Statements	1.4-2
- Figure 1.4-1 – Veolia’s Management Structure	1.4-2
3 – Quarterly and Annual Reports	1.4-3
4 – Material Changes.....	1.4-3
5 – Credit Ratings	1.4-4
6 – Financial Offering Statement	1.4-4
7 – Financial Commitments	1.4-4
8 – No Joint Venture or Partnership.....	1.4-4
 Section V – 6.3.6 – Technical Information Part 1 – Experience Profile	
Introduction	1.5.1-1
1 – Description of Overall Experience.....	1.5.1-2
Company Overview.....	1.5.1-2
Water Operations Experience.....	1.5.1-2
a) Reference Projects	1.5.1-3
b) Performance Record.....	1.5.1-9
<u>Attachment:</u> Table 1.5.1-1. Veolia’s Similar Water Operations/Projects in the U.S.	
 Section V – 6.3.6 – Technical Information Part 2 – Technical Approach	
Project Understanding and Commitment	1.5-2-1
Personnel and Resources.....	1.5-2-2
- Figure 1.5.2-1 – O&M Team Organization Chart.....	1.5-2-2
Vehicles and Equipment	1.5-2-5
O&M Plan and Approach	1.5-2-6
a. Plant and Systems Evaluations	1.5-2-6
b. Ensuring Regulatory Compliance	1.5-2-6

	<u>Page No.</u>
c. Emergency & Contingency Plans	1.5-2-6
Computerized Maintenance Management System.....	1.5.2-7
- Table 1.5.2-1 – Benefits of our Next Generation CMMS.....	1.5.2-8
- Figure 1.5.2-2 – Veolia Asset Management System (VAMS)	1.5.2-9
Preliminary Operations Plan	1.5.2-8
a. Transition Plan.....	1.2.5-8
- Table 1.5.2-2 - Preliminary Transition Schedule	1.5.2-10
b. Elements of Operating Plan.....	1.5.2-11
c. Complaints & Emergencies.....	1.5.2-14
d. Use of In-house Labor, Subcontractors and Vendors	1.5.2-14
e. Equipment and Procurement.....	1.5.2-16
f. Operating Procedures for Health & Safety and Aesthetics.....	1.5.2-16
- Table 1.5.2-3 – Health & Safety Training Calendar.....	1.5.2-17
g. Reporting Systems and Sharing Information.....	1.5.2-19
h. Accounting and Financial Reporting	1.5.2-21
i. Transition of Material Supply Contracts	1.5.2-21
j. Plan for Addressing Scope of Work Issues.....	1.5.2-22
k. Copy of Veolia Employee Handbook	1.5.2-23
l. Sample Maintenance Program Documentation	1.5.2-24
m. Elements of Veolia’s Maintenance and Asset Management Program.....	1.5.2-24
- Figure 1.5.2-3 – Maintenance Tech of Tomorrow	1.5.2-24
- Figure 1.5.2-4 – CMTR Average Scores by Category	1.5.2-25
- Figure 1.5.2-5 – Efficiency and Vibration Monitoring Diagram	1.5.2-27
- Figure 1.5.2-6 – Predictive Maintenance Information Flow Diagram	1.5.2-28
Capital Input to the Township	1.5.2-29
n. Copy of Safety Manual	1.5.2-31
 Section VI – 6.3.7 – Supplemental Information	
Getting the Most Out of Your AMI and Meter Replacement Investment.....	1.6-1
Value Added Services for the Township’s Consideration	1.6-1
Assistance with Water Loss Reduction Strategies.....	1.6-1
Metering System Optimization	1.6-2
- Figure 1.6-1 – Water Meter Repair – Workflow Process	1.6-3
 Section VII – 6.3.8 – Proposal Forms	
Proposal Forms.....	1.7-1
 <u>Attachments:</u>	
• Proposal Form A-2 – Respondent Information/Cover Letter Form (copy)	
• Proposal Form A-3 – Disclosure of Ownership Form	
• Proposal Form A-5 – Form of Acknowledgement of Addenda	
• Proposal Form A-6 – Equipment Certification	

Appendix A – Resumes

O&M Team, Key Management and Support Team

Appendix B – Sample Project Documents

Part 1:

- Work Sample – Buffalo, New York – Water Operations – Monthly Report

Part 2:

- Veolia Employee Handbook – Table of Contents and Excerpts

Part 3:

- Work Sample – Brockton, Massachusetts – Site Maintenance Plan

Part 4:

- Veolia’s Corporate Safety Plan – Table of Contents and Excerpts

Appendix D – Insurance

Insurance Certificate - Sample

Appendix D – Corporate Certifications

Part 1:

- New Jersey Business Registration Certificate
- Veolia Water North America Operating Services, LLC (registered company in New Jersey)

Part 2:

- New Jersey - Public Works Contractor Registration Act
- Veolia Water North America Operating Services, LLC (registered company in New Jersey)

Appendix E – Performance Bond

Surety Letter (Consent of Surety)

Appendix F – Financial Statements

Part 1:

- 2021, 2020 and 2019 - Unaudited Consolidated Financial Statements for Veolia Water North America Operating Services, LLC

Part 2:

- 2020 and 2019 – Audited Financial Statements for Veolia North America, Inc.

Volume 2 – Cost Proposal
(Submitted under separate cover.)

- Cover – Volume 2
- Transmittal Letter – Volume 2
- Attachment Certificate of Secretary (signature authority)
- Title Page – Volume 2

Page No.

Section VIII – 6.3.9 – Cost Proposal

Introduction.....	V2-1
Cost Proposal.....	V2-1
Cost Form	V2-1
Cost Detail/Cost Items	V2-1
Personnel Costs.....	V2-1
- Table 2-1 – Cost Inclusion Matrix – Personnel Costs.....	V2-1
Routine Maintenance.....	V2-1
- Table 2-2 – Cost Inclusion Matrix – Routine Maintenance and Consumables.....	V2-1
Other Costs.....	V2-2
- Table 2-3 – Cost Inclusion Matrix – Materials/Supplies.....	V2-2
Office/IT Expenses.....	V2-2
- Table 2-4 – Cost Inclusion Matrix – Office/SCADA/IT	V2-2
Vehicle Expenses	V2-2
- Table 2-5 – Cost Inclusion Matrix – Vehicles	V2-2
Outside Services.....	V2-2
- Table 2-6 – Cost Inclusion Matrix – Outside Services.....	V2-2
Escalation.....	V2-2
Service Agreement.....	V2-2