

April 6, 2021

Mayor and City Council Members City of Angleton, Texas 121 S. Velasco Angleton, Texas 77515

Re: Letter of Recommendation SCADA Phase II Improvements City of Angleton HDR Job No. 10246545

Dear Mayor and City Council Members:

On March 16, 2021, seven (7) competitive sealed proposals were received for the above referenced project. The following is a summary of the bid evaluation:

1. <u>Bid Tabulation Sheet</u> – Seven (7) construction firms participated in the bidding process. Each bid was checked for mathematical errors and/or bid irregularities. Errors were found on three (3) of the bids which resulted in one (1) of these bids being deemed 'invalid' for not adhering to the project bidding requirements. Appropriate corrections to the errors were made to the remaining bid and included in the bid tabulation. The bid tabulation with corrected bids for the project are as follows:

Contractor	Total Bid
BL Technology, Inc.	\$178,987.00
Prime Controls	\$187,390.00
HPI Energy Services	\$201,220.94*
TraC-n-trol, Inc.	\$207,129.00
PLC Construction	\$210,000.00
W-Industries	\$223,689.00 ¹
Soap Engineering	\$229,995.06*

¹ Represents invalid bid due to incomplete pricing on bid proposal section

A copy of the bid tabulation is attached in Section 1.

- 2. <u>Selection Criteria</u> Selection of the firm was based on criteria as outline in *Section 2*. A weighting system was applied to each of the criteria in which bids were scored. Please see Section 2 of this report.
- 3. <u>References</u> BL Technology, Inc. provided references from previous projects that they have performed. Please see *Section 3* of this report.

hdrinc.com

^{*}Represents mathematical error corrected by engineer

- 4. <u>Reference Correspondence</u> Three (3) references were received by letter correspondence submitted or by telephone conversation in which they were asked to respond to a questionnaire. Generally, the references indicated that they were impressed with the work BL Technology, Inc. had performed and would use the again in the future. Please see Section 4 of this report.
- 5. <u>Availability of Staff and Resumes</u> Company resumes for the supervisory positions have been included in the report for referencing qualifications. Please see *Section 5* of this report.
- 6. <u>Distance From City</u> As a portion of the selection criteria of the bid submitted, the Contractor shall be a max allowable distance of 250 miles from the City. A description of the office and map depicting the distance has been provided. Please see *Section 6* of this report.

BL Technology, Inc. (BLTI) is a company with project experience and execution of SCADA (Supervisory Control and Data Acquisition) projects for municipalities to assist in monitoring and control of their water and wastewater systems. Additionally, BLTI is also the firm that installed Phase I SCADA Improvements and are currently providing technical support to the City of Angleton when required. Their installation and technical support staff have developed a solid working relationship with the City's Public Works and IT Staff. For the reasons detailed in this report, we recommend that the City of Angleton award SCADA Phase II Improvements for a total bid of one-hundred seventy-eight thousand nine-hundred eighty-seven dollars and zero cents (\$178,987.00) to BL Technology, Inc.

If you have any questions, please feel free to contact us, (713) 622-9264.

Sincerely,

HDR Engineering, Inc.

John Peterson, P.E., CFM

Project Manager

City of Angleton SCADA Phase II Improvements Bid Tabulation

			LO	OW BI	DDER										INVALI	D BID		
			BL 1	Technol	logy, Inc.	Prime Cont	trols, L.P.	HPI Ene	ergy Services		Trac-N-Tro	ol, Inc.	PLC Con	struction, Inc.	CSE W-Indu	ıstries, LLC	SOAP Engine	eering, LLC
ITEM	ITEM DESCRIPTION	UNI	TO LINIT DDI	`E TC	OTAL AMOUNT	UNIT PRICE TO	TAL AMOUNT	LINIT DDICE	TOTAL AMO	LINIT I	UNIT PRICE TO	TAL AMOUNT	LINIT DDICE	TOTAL AMOUNT	UNIT PRICE T	OTAL AMOUNT	UNIT PRICE TO	TAL AMOU
NO. ADA PHASE I ITEMS		T UN	II ONLI FRI		TAL AMOUNT	UNIT FRICE TO	TAL AMOUNT	UNIT FRICE	TOTAL AIVIO	JONI	DINIT FRICE TO	TAL AMOUNT	UNITERICE	TOTAL AWOUNT	UNIT PRICE T	OTAL AMOUNT	UNIT PRICE TO	TAL AMOUN
ADA I HASE I ITEMS																		
	Furnish and Install new PLC and associated components inside existing control panel at the WWTP																	
	(LCP-201). Furnish as install a new workstation with VTScada thin client software and develop																	
	complete and comprehensive graphics and I/O points on the workstation for total monitoring and																	
	control of all equipment and instruments that are wired to the control panel. Provide associated field																	
1	wiring and conduit and PLC programming, complete in place, the sum of:	EA 1	\$ 35,234.	00 \$	35,234.00	\$19,500.00 \$	19,500.00	\$ 41,141.68	\$ 41,14	41.68	\$ 26,184.00 \$	26,184.00	\$ 39,000.00	\$ 39,000.00	\$ 55,430.00 \$	55,430.00	\$26,517.26 \$	26,517.
	Furnish and install NEMA 4X 316 SS control panel and PLC and accessories at Lift Station No. 01																	
_	(LCP-202). Provide associated field wiring and conduit and PLC programming, complete in place, the																	
2	sum of:	EA 1	\$ 18,044.	00 \$	18,044.00	\$16,250.00 \$	16,250.00	\$ 20,835.69	\$ 20,83	35.69	\$ 22,530.00 \$	22,530.00	\$ 28,050.00	\$ 28,050.00	\$ 20,248.00 \$	20,248.00	\$29,702.52 \$	29,702.
	Furnish and install NEMA 4X 316 SS control panel and PLC and accessories at Lift Station No. 7																	
2	(LCP-203). Provide associated field wiring and conduit and PLC programming, complete in place, the sum of:	EA 1	\$ 18.044.	00 6	19.044.00	\$16.250.00 \$	16.250.00	\$ 20.835.69	¢ 20.02	2E 60 d	\$ 23.660.00 \$	22 660 00	\$ 28.050.00	¢ 20.050.00	\$ 20.105.00 \$	20 105 00	\$29.702.52 \$	29,702.
3	Furnish and install NEMA 4X 316 SS control panel and PLC and accessories at Lift Station No. 8	£A .	⊅ 10,044.	υυ ф	10,044.00	φ10,230.00 \$	10,250.00	φ 20,035.69	φ 20,83	30.08	φ <u>23,000.00</u> \$	23,000.00	φ 20,000.00	φ 20,050.00	φ 20,105.00 \$	20,105.00	φ∠9,/∪∠.5∠ \$	29,102.
	(LCP-204). Provide associated field wiring and conduit and PLC programming, complete in place, the																	
4	sum of:	EA 1	\$ 18.044.	00 \$	18 044 00	\$16,250.00 \$	16.250.00	\$ 20.835.69	\$ 20.83	35 69 \$	\$ 23,660.00 \$	23 660 00	\$ 28,050.00	\$ 28.050.00	\$ 20,105.00 \$	20,105.00	\$29,702.52 \$	29,702.
	Furnish and install NEMA 4X 316 SS control panel and PLC and accessories at Lift Station No. 27	22.1	ψ 10,0111	*	10,011100	ψ.ο,200.00 ψ	10,200.00	Ψ 20,000.00	Ψ 20,00	4	φ 20,000.00 φ	20,000.00	Ψ 20,000.00	Ψ 20,000.00	Ψ 20,100.00	20,100.00	Ψ20,1 02.02 Ψ	20,7 02.
	(LCP-205). Provide associated field wiring and conduit and PLC programming, complete in place, the																	
5	sum of:	EA 1	\$ 18,044.	00 \$	18,044.00	\$16,250.00 \$	16,250.00	\$ 20,835.69	\$ 20,83	35.69	\$ 23,660.00 \$	23,660.00	\$ 28,600.00	\$ 28,600.00	\$ 20,022.00 \$	20,022.00	\$29,702.52 \$	29,702.
	Furnish and install NEMA 4X 316 SS control panel and PLC and accessories at Lift Station No. 44																	
	(LCP-206). Provide associated field wiring and conduit and PLC programming, complete in place, the																	
6	sum of:	EA 1	\$ 18,044.	00 \$	18,044.00	\$16,250.00 \$	16,250.00	\$ 20,835.69	\$ 20,83	35.69	\$ 23,800.00 \$	23,800.00	\$ 29,050.00	\$ 29,050.00	\$ 20,439.00 \$	20,439.00	\$29,702.52 \$	29,702.
_	Update existing control panel and HMI workstation at Public Works Building (LCP-100). Provide	- ·			750.00	A 0 450 00 A	0.450.00					5 00 5 00				4 700 00	0.0754.00	0.754
/	associated software configuration and conduit and wiring if required, complete in place, the sum of:	EA 1	\$ 750.	00 \$	750.00	\$ 8,450.00 \$	8,450.00	\$ 2,311.28	\$ 2,31	11.28	\$ 5,335.00 \$	5,335.00	\$ 3,500.00	\$ 3,500.00	\$ 1,760.00 \$	1,760.00	\$ 2,754.00 \$	2,754.
	Configure and Update existing VTScada workstations each at Public Works Building and Police																	
	Headquarters. Configure and Update existing laptop with existing VTScada thin client. Add graphics																	
	and I/O points for each of the above described sites for complete control and monitoring of each site																	
	from the associated VTScada workstation. Develop SCADA graphic screens for the monitoring and																	
	control of each site/facility in association with the City and implement graphics suggestions provided																	
	by the City. Program and configure Historian and Alarm Notification software at each workstation to																	
	add all discrete and analog I/O points to the Historian and add trending for all analog points, and add																	
8	alarm notification points for designated alarms as desired by the City, complete in place, the sum of:	L.S.	\$ 19,050.	00 \$	19,050.00	\$28,500.00 \$	28,500.00	\$ 8,158.20	\$ 8,15	58.20	\$ 22,900.00 \$	22,900.00	\$ 2,500.00	\$ 2,500.00	\$ 7,250.00 \$	7,250.00	\$27,786.00 \$	27,786
	Install Owner furnished cellular modems at each above mentioned control panel and as described in																	
	the Contract Documents. Configure each cellular modem to communicate (two way, exchange) PLC																	
	data via Ethernet/IP to the Public Works Building SCADA computer for remote monitoring and		0 0740		0.740.00		0.500.00					4 405 00				4.550.00		
9	control, complete in place, the sum of: Configure communication of VTScada workstation in Public Works Bldg. with VTScada workstation	L.S.	\$ 6,710.	00 \$	6,710.00	\$ 6,500.00 \$	6,500.00	\$ 3,914.09	\$ 3,91	14.09	\$ 4,165.00 \$	4,165.00	\$ 2,000.00	\$ 2,000.00	\$ 4,550.00 \$	4,550.00	\$ 2,080.00 \$	2,080
	at Police Headquarters and also communication of each of those workstations with the laptop																	
10	VTScada thin client and Test all communication, complete in place, the sum of:	L.S.	\$ 4,350.	2 00	4 350 00	\$ 6,500.00 \$	6.500.00	\$ 1,379.97	\$ 137	79.97	\$ 2,400.00 \$	2 400 00	\$ 2,500.00	\$ 2500.00	\$ 2,280.00 \$	2 280 00	\$ 1,387.20 \$	1,387.
10	Perform Factory Acceptance Test (FAT), Site Acceptance Test (SAT) and startup for each site/facility	L.S. 1	Ψ 4,550.	Ψ	4,000.00	φ 0,500.00 φ	0,000.00	Ψ 1,573.57	ψ 1,57	75.57	Ψ 2,400.00 Ψ	2,400.00	Ψ 2,500.00	Ψ 2,300.00	Ψ 2,200.00 Ψ	2,200.00	ψ 1,307.20 ψ	1,507
11	and demonstrate to Owner/Engineer, complete in place, the sum of:	L.S.	\$ 5.000.	00 \$	5.000.00	\$ 7.500.00 \$	7.500.00	\$ 25.544.38	\$ 25.54	44.38	\$ 3.100.00 \$	3.100.00	\$ 6.000.00	\$ 6,000,00	\$ 35.980.00 \$	35.980.00	\$ 8.323.20 \$	8.323
			7 3,555	· ·	2,000.00	¥ 1,000.00	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	+ ==,= :==		, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, 5,:55:55	2,:22:22	y 5,000.00	* 5,555.55	V GOGGEOUSE V	22,222.22	¥ 5,5=5:=5 ¥	
	Provide field wiring and conduit as needed to bring required signals to each site's PLC control panel.																	
12	Identify and provide 120VAC power wiring and conduit for all panels, complete in place, the sum of:	L.S.	\$ 5,000.	00 \$	5,000.00	\$11,500.00 \$	11,500.00	\$ 3,396.60	\$ 3,39	96.60	\$ 15,960.00 \$	15,960.00	\$ 1,200.00	\$ 1,200.00	\$	-	\$ 3,150.00 \$	3,150.
	Conduct workshops with the Owner as described in Contract Documents, complete in place, the sum																	
13	of:	L.S.	\$ 4,573.			\$ 5,750.00 \$	5,750.00	\$ 2,352.04			\$ 3,000.00 \$	3,000.00	\$ 4,000.00	\$ 4,000.00		6,820.00		2,080.
14	Provide VTSCADA and PLC training to Owner's personnel, complete in place, the sum of:	L.S.	\$ 3,000.	00 \$	3,000.00	\$ 6,490.00 \$	6,490.00	\$ 6,491.96	\$ 6,49	91.96	\$ 2,400.00 \$	2,400.00	\$ 5,000.00	\$ 5,000.00	\$ 8,700.00 \$	8,700.00	\$ 3,468.00 \$	3,468
	Devices comprehensive site well-through and perform site investigation of each facility to abtain all																	
15	Perform comprehensive site walkthrough and perform site investigation of each facility to obtain all necessary information for Phase I sites for complete SCADA system, complete in place, the sum of:	10	\$ 5,100.	00 6	E 100 00	\$ 5,450.00 \$	5,450.00	\$ 2,352.29	¢ 225	52.29	\$ 4,375.00 \$	A 27E 00	\$ 2,500.00	\$ 2,500.00			\$ 6,936.00 \$	6.000
15		L.S.			,	φ 5,45U.UU \$		Ф 2,352.29			. ,		φ ∠,500.000	. ,	\$	-		6,936
	TOTAL SCADA PHASE I	BID ITEM	is:	\$	178,987.00	\$	187,390.00		\$ 201,22	20.94	\$	207,129.00		\$ 210,000.00	\$	223,689.00	\$	232,995
	MATHEMATICAL ERROR CORRECTED BY ENGINEER																	

SELECTION CRITERIA

The following is the selection criteria and weighted values for each criteria which was used to review, grade, supply a weight to each criteria and select a firm:

		Weighting
1.	Bid proposed to complete project.	30%
2.	Distance from the City (max allowable 250 miles).	10%
3.	Availability of Technical Staff and field personnel.	20%
4.	Availability of staff during week, weekends, holidays and after storm events.	20%
5.	Recommendation from previous clients on similar projects as this (minimum 5	20%
	projects), including contact names, phone numbers and projects.	

Below is the scoring summary of the competitive sealed proposals based on the complete information provided by each Contractor and scored with the selection criteria weighting listed above:

Contractor	Total (out of 100)
BL Technology, Inc.	95
Prime Controls	93
HPI Energy Services	85.50
TraC-n-trol, Inc.	80.50
Soap Engineering	42
PLC Construction	35.50
W-Industries	9



DD-7 Alligator Bayou Pump Station

<u>Project Information</u> Project Owner: Jefferson County I & C Contract Value: \$333,294.00 Project Start Date: August 2019

Project Completion Date: February 2021

General Description of Work Performed

BLTI is providing and installing instrumentation like pressure transmitter, level gauges & transmitter. The scope also includes design of control system with Allen-Bradley PLC panel. It also includes programming, testing and training of SCADA system consisting RSLogix5000, Wonderware HMI, WIN-911 alarms, reporter & radio system.

<u>Kev Project Personnel</u> Project Manager: Siddhi Medhi

Lead Programmer: N/A

Field Installation Super: Alberto Rodriguez

Owner	Title / Position	Organization	Phone	E-Mail
Representative				
Billy Patterson		Jefferson County		
Designer	Title / Position	Organization	Phone	E-Mail
Jeff Kyler	Engineer	LJ Engineering	409-344-3073	jkengineeringinc@gmail.com
Construction	Title / Position	Organization	Phone	E-Mail
Manager		<u> </u>		
Justin Burns	Project Manager	Electrical	409-860-5211	jburns@esibmt.com
		Specialties, Inc		



Laguna Madre Water District Port Isabel WWTF Modifications

Project Information

Project Owner: Laguna Madre Water District Project Name: Port Isabel WWTF Modifications

I & C Contract Value: \$850,457 Project Start Date: October 2017

Project Completion Date: January 25, 2019

General Description of Work Performed

The main role of BLTI was to work as SCADA integrator. It included PLC panel installation, PLC programming, Server setup, fiber/ethernet communication, wiring PLC panels and testing, commissioning and startup activities. It also included supply and installation of magmeters, mass flowmeters, pressure gauges, switches, transmitters, DO analyzers etc.

The project scope included design of PLC panels with Allen Bradley ControlLogix L72 controller and programming using RSLogix 5000. Engineering and Operator workstations were also provided with FactoryTalk HMI programmed with FactoryTalk View Studio. Communication between two PLC panels, MCCs and vendor panels was achieved with Fiber network in Ring Topology. Workstations, primary server, backup server, NAS server and VFDs were communicated with Ethernet switches. WIN-911 software was used for mobile communication of alarms.

Key Project Personnel

Project Manager: Siddhi Medhi Lead Programmer: Hans Poures

Field Installation Super: Steve Brosnan

Reference Contact Information

Owner	Title / Position	Organization	Phone	E-Mail
Representative				
Charles Ortiz	District Engineer	Laguna Madre	956-943-2626	cortiz@lmwd.org
	<u></u>	Water District	Ext.130	
			· · ·	
Designer	Title / Position	Organization	Phone	E-Mail
Leon H. Allen	Senior Project	Senior Project Carollo 512-453-5383		LAllen@carollo.com
Leon H. Allen	Engineer	Engineers, Inc.	312-433-3383	
Construction Mgr.	Title / Position	Organization	Phone	E-Mail
Rich Austin	Owner	CSA	+1.713.686.8868	raustin@csaconstruction.com

Construction, Inc



City of Angleton SCADA Improvements Phase 1

Project Information

Project Owner:

City of Angleton

I&C Contract Value:

\$222,547

Project Start Date:

July 2016

Project Completion Date:

November 2018

General Description of Work Performed

BLTI provided prime consultant in providing project management services, electrical, instrumentation and controls design, and SCADA design and programming services to the City of Angleton (COA). The project was located at 6 different locations in Angleton, TX which included four (4) water plants and two (2) elevated storage tanks communicating over cellular network with the central station.

Scope of work included cellular path study, documentation of existing control panels and site conditions, CAD design, panel manufacturing, supply of process instrumentation, computer hardware and SCADA/PLC/HMI software, project management and engineering, field installation services, startup, and testing. BLTI is a Certified VTSCADA Solutions Provider and is a Recognized System Integrator with Rockwell Automation.

On this project, BLTI supplied software and hardware solutions comprising Allen Bradley MicroLogix PLC and PanelView HMI's. Additionally, the improvements included SCADA system upgrade to VTSCADA platform and report generation using Sytech XLReporter. The PLC upgrades were phased in a manner that allowed the plant operators to operate each plant locally during the transition time as the control equipment for that particular site was upgraded. The installed control system was then fully tested in factory and onsite followed by systematically bringing the site online to SCADA system prior to moving on to the next location.

Key Project Personnel

Project Manager:

Abhishek Pandey

Lead Programmer:

Hans Poures

Field Installation Super:

Steve Brosnan

Owner	Title / Position	Organization	Phone	E-Mail
Representative				
Jeff Sifford	Public Works	City of Angleton	979.849.0742	jsifford@angleton.tx.us
	Director		Ext. 5101	

Designer	Title / Position	Organization	Phone	E-Mail
Javier Vasquez	Project Manager	HDR Engineering	713.622.9264	Javier.Vasquez@hdrinc.com



BAWA SCADA Improvements

Project Information

Project Owner:

Baytown Area Water Authority

I & C Contract Value:

\$ 869,970

Project Start Date:

July 2016

Project Completion Date:

July 2017

General Description of Work Performed

Furnish, install and commission PLC equipment for 11(eleven) control panels for filters, chemical tanks and pumps. Furnish and install 2(two) Fluoride and 2(two) Ferric Chloride chemical control panels. Furnish and install UPS equipment, power supplies, power meters, level transmitters, and temperature transmitters. Provide and install workbench furniture and PLC for SCADA lab.

Key Project Personnel

Project Manager:

Doryne Nyataguza

Lead Programmer:

N/A

Field Installation Super:

Steve Brosnan

Owner Representative	Title / Position	Organization	Phone	E-Mail
Sterling Beaver	Superintendent	BAWA	832-926-2745	Sterling.Beaver@baytown.org
	1		7	1
Designer	Title / Position	Organization	Phone	E-Mail
Jon-Paul Dixon	Project Manager	Shrader Engineering	713-467-9961	jon-paul@shrader.net
Construction Manager	Title / Position	Organization	Phone	E-Mail
Johnny Brewer	Operator	BAWA	832-262-0425	Johnny.Brewer@baytown.org
Contractor	Title / Position	Organization	Phone	E-Mail
Doryne Nyataguza	Project Manager	BLTI	832-698-8000	dnyataguza@blti.com



NHCRWA SCADA Project No. 101B

Project Information

Project Owner: North Harris County Regional Water District

Project Name: NHCRWA SCADA Project No. 101B

I & C Contract Value \$3,137,657

Project Start Date: September 2011 Project Completion Date: December 2013

General Description of Work Performed

New SCADA system for two water plants and 56 remote sites. Turn-key project with award based on bid and proposal evaluation point system. This project included a Modicon M-340 at each of the remote sites, with Modicon Quantum PLC's at the main water plants. All remote sites communicate back to the Main Water Plants utilizing Digi cellular modems communicating with both Modbus and DNP-3 protocols. The head end HMI is Wonderware utilizing Kepware Wonderware historian for report generation

Key Project Personnel

Project Manager: Robert Lee

Field Installation Super. Christopher Knehr

Owner	Title / Position	Organization	Phone	E-Mail
Representative				
Showri Nandagiri, P.E.	Engineering Coordinator	NHCRWA	(281) 440-3924	

Designer	Title / Position	Organization	Phone	E-Mail
Sean McMillan, P.E.	P.M., Automation	CDM Smith	(713) 423-7316	mcmillanse@CDMSmith.com
	Team Leader			

Construction	Title / Position	Organization	Phone	E-Mail
Manager				
Doug Schmidt	Senior	AECOM	(713) 267-2792	douglas.schmidt@aecom.com
	Construction			
	Manager			

Contractor	Title / Position	Organization	Phone	E-Mail
Robert Lee	V.P.	BL Technology, Inc.	(832) 698-8000	rlee@bitechnology.com



Date: April 16, 2019

Dear Ms. Medhi,

I would like to take this opportunity to thank you for the great work that BLTI has performed for Laguna Madre Water District. BLTI recently worked on our SCADA project which included installation of PLC panels, integration of all systems with SCADA system to operate from HMI. They were consistent, professional, and responsive during the project. It was the first time SCADA has been used at Port Isabel Wastewater Treatment Facility, and the improvements in process control have been very beneficial to Operations.

The panels that BLTI provided from their panel shop are excellent. Also, BLTI's installation of the hardware during this project was a success. Their technicians are excellent at troubleshooting and repairing all instrumentation, control, communication and protection components of the SCADA system. Our Operators were trained by BLTI to work on SCADA system. They are very responsive to our requests for help and communicate effectively about problems and their solutions.

We appreciate their work and look forward to working with them again in the future.

Sincerely,

Charles F. Ortiz, P.E.

District Engineer
Laguna Madre Water District

Charles Orty

105 Port Road

Port Isabel, TX 78578

Email: cortiz@lmwd.org



BAYTOWN AREA WATER AUTHORITY

7425 Thompson Road, Baytown, Texas 77521-1056 (281) 420-5310 Fax (281) 596-7551

October 1, 2017

RE: BLTI

To Whom It May Concern:

Baytown Area Water Authority recently worked with BLTI on our recent SCADA upgrade project. The project consisted of reconfiguring existing cabinets, and replacing the existing PLC's and RIO's. BLTI performed the installation of our entire upgraded system. SCADA is a very vital piece of our operation and we only entrust a short list of companies to perform this type of work, BLTI is one of those companies. They were consistent, professional, and responsive during the project amidst several changes behind the scenes.

BAWA representatives traveled to BLTI to witness the testing of the hardware prior to installation. BLTI representatives coordinated closely with the Authority's Instrumentation Tech and consulting firm during the SCADA system upgrades to help minimize shutdowns of the system and ensure operational efficiency. Like any project issues arise but as previously mentioned BLTI was responsive and worked closely with us to resolve any issues. BLTI's installation of the hardware during this project was a success.

We appreciate their work and look forward to working with them again in the future.

Regards,

Sterling Beaver
Baytown Area Water Auth.
Plant Superintendent
Office: 281-420-5310 X8201

Sterling.beaver@baytown.org

REFERENCE: NHCRWA

TELEPHONE NO.: 281-440-3924 CONTACT: Showri Nandagiri, P.E.

PROJECT: NHCRWA SCADA Project No. 101B

COST: \$3,317,657.00

QUESTIONS

1. How did <u>BL Technology. Inc.</u> perform on the project? (On a scale of 1-10)

ANSWER: 9

2. Were you satisfied with their performance?

ANSWER: Yes

3. How would you rate the quality of their work? (On a scale of 1-10)

ANSWER: 9

4. How would you rate their ability to coordinate the work with neighboring property owners? (Scale of 1-10)

ANSWER: 10

5. Did they have any problems with the job? If so, what was the nature of the problem?

ANSWER: None

6. Were there many change orders on the project? If so, what were the reasons? Were they reasonable?

ANSWER: No

7. Were they able to complete the project within the time allotted? If not, what was the reason?

ANSWER: Yes

8. How would you rate their ability to cooperate with a client? (On a scale of 1-10)

ANSWER: 10.

9. Would you like to have them perform a job for you again?

ANSWER: Yes

Key Personnel

In addition to the key personnel listed below, BLTI has the following staff ready to assist:

- Engineering Staff 5
- Project Managers- 3
- Programmers 3
- Field Technicians 13

Robert E. Lee II – Mr. Lee is Vice president of Sales and has 20 years of experience. His contact information is:

Email: <u>blee@blti.com</u>
Work: 832-698-8035
Cell: 281-932-3463

Khanh Phan – Mr. Phan is the Director of Engineering & Operations and possesses over 20 years of experience. His contact information is:

Email: kphan@blti.com
Work: 832-698-8029
Cell: 791-534-3532

Jianming Zhou – Mr. Zhou is the Software Engineer and has 6 years of experience. His contact information is:

Email: jzhou@blti.com Work: 832-698-8028

Abhishek Pandey - Mr. Pandey will act as the Project Manager and has 9 years of experience. His contact information is:

Email: <u>apandey@blti.com</u>
Work: 832-698-8034
Cell: 832-470-4773

Steve Brosnan – Mr. Brosnan will act as the Lead Field Technician and has over 20 years of experience. His contact information is:

Email: <u>sbrosnan@blti.com</u>
Work: 832-698-8000
Cell: 832-799-0835

Availability of Staff

BLTI and its key personnel, are available and ready to commence services once a successful negotiation of a contract has concluded. We will be able to complete the services within the period specified in the contract.

Our Key Personnel are available 24/7. Whether it's during the week, weekends, holidays, or after storm events, we have a dedicated staff ready to assist with our customer's needs.

Our main phone line becomes an after-hours call services that will reach out to our list of on-call dedicated personnel 24-hours, 7 days a week. At any time one of these personnel received a call that will require them to be at a job site, they are ready and equipped with the tools they will need and drive to the job site immediately. Said personnel will also stay nearby in a hotel if the work that needs to be completed will need attention more than a day.

Our Location

BLTI is located at 1730 S. Cherry St., Tomball, TX, 77375; just Northwest of Houston, Texas and 77 miles from the City of Angleton. We are confident that we are able to perform work in the City of Angleton with quality, dependability, and punctuality.

