



1551 Highway 88 West * Brick, New Jersey 08724-2399
732-458-7000 * FAX 732-458-8203
www.brickmua.com

**ASSESSMENT AND EVALUATION FOR LABORATORY ANALYTICAL SERVICES
FOR PER- AND POLYFLUORINATED SUBSTANCES (PFAS)**

A competitive contract (RFP) was advertised on February 28, 2024 for laboratory services for PFAS. Proposals from six vendors were sent and all were opened at 10:00am on March 20th. Proposals received were from Agra Environmental Service, Inc., The New Jersey Department of Health, EMSL Analytical, Inc., Eurofins Eaton Analytical, LLC, Garden State Laboratories, Inc. and Pace Analytical Services, LLC.

In accordance with the LPCL 40A:11-4.5 after assessment and evaluation of all six proposals the report is as follows.

The proposals were evaluated and ranked in seven different areas. Each proposal was scored and rated from 1-5 and multiplied by either 10, 20 or 30 as noted below. The proposals were evaluated by a panel of five people which included The Director of Water Quality, The Supervisor of Water Quality and 3 laboratory employees. The five evaluation sheets were then calculated and added together. The seven areas evaluated were:

- Was the proposal legally completed with responsive and responsible paperwork submitted, reporting limits and required certifications?
- Price x 30
- Sample delivery method x 20
- Resiliency (backup labs) x 20
- Turnaround time x 10
- Experience x 10
- Qualifications x 10

After the proposals were assessed and the evaluation was complete, this is how the vendors ranked:

- **Agra Environmental Service was ranked fourth with a score of 1370, they only use the EPA method 537.1 with a 2 week turn around, their total proposal price is \$125,000.00 per year**
- **The NJ DOH submission was rejected for content and price**
- **EMSL Analytical was ranked first with a score of 2220, uses both methods of 533 and 537.1 with a one week turn around, they use a courier, their total proposal price is \$87,500.00 per year.**
- **Eurofins Eaton Analytical was ranked third with a score of 2110, they use both 533 and 537.1 methods, they use fedex (a courier is preferred), their total proposal price is \$95,000.00 for the first year and \$130,000.00 for the second year**
- **Garden State Laboratories was ranked fifth with a score of 910, they use only the 533 method and are not certified at this time, their total proposal price is \$180,000.00.**
- **Pace Analytical Services was ranked second with a score of 2180, they use both 533 and 537.1 methods with a 2 week turn around from sample collection, they use a courier, their total price is \$99,500 per year**

The top two highest scores came from EMSL Analytical and Pace Analytical Services. We selected EMSL Analytical, Inc. (with Pace Analytical Services as a very close second), both labs have an extensive network of partner labs (resiliency), both are certified in the required methods (qualifications), both are using a courier service to pick up samples (sample delivery) which we feel is superior to fedex and both had lower prices. We selected EMSL Analytical, Inc. because their prices were slightly lower than Pace's prices.