[redacted]







Solicitation #25-016

Beaufort County School District

Solid Waste Collection, Disposal, and Recycling Services

Tuesday, December 17th @ 4PM

SUBMIT TO:

Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

OFFEROR:

[redacted]

CONTACT:

[redacted]

Beaufort County School District

Solicitation Number:	25-016
Date Printed	November 15, 2024
Date Issued:	December 3, 2024
Procurement Officer:	Kaylee Yinger, NIGP-CPP, CPPB
Phone:	843-322-2349
Email:	Kaylee.Yinger@beaufort.k12.sc.us

Best Value Bid (BVB)

DESCRIPTION:	**Solid Waste Collection, Disposal, and Recycling Services**
SUBMIT OFFER BY (Opening Date & Time):	**December 17, 2024, at 4:00 PM EST.**
QUESTIONS MUST BE RECEIVED BY:	**December 10, 2024, at 4:00 PM EST.**
NUMBER OF COPIES TO BE SUBMITTED:	**One (1) Original Signed; Six (6) Signed Copies and One (1) Redacted Version on USB**

Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on the package exterior.

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

PHYSICAL ADDRESS:
Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

AWARDS & AMENDMENTS:
Award will be posted at the Physical Address stated above on or after December 17, 2024. The award, this solicitation, and any amendments will be posted at the following web address: https://www.beaufortschools.net/community/working-with-the-district/finance.

You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, you agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR: (Full legal name of business submitting the offer) [redacted]

ENTITY TYPE: LLC

AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

[redacted]

PRINTED NAME

Director of Sales

TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.

PAGE TWO

(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business):	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent):
[redacted]	[redacted]
PHONE NUMBER: [redacted]	
EMAIL ADDRESS: [redacted]	

PAYMENT ADDRESS (Address to which payments will be sent):	ORDER ADDRESS (Address to which all purchase orders will be sent):
[X] Payment Address Same as Home Office Address	[X] Payment Address Same as Home Office Address
[ ] Payment Address Same as Home Notice Address	[ ] Payment Address Same as Notice Address
(Check one only)	(check one only)

ACKNOWLEDGEMENT OF AMENDMENTS:

Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.

Amendment Number	Amendment Issue Date
1	12/5/2024
2	12/13/2024

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes [ ] No [X]
If yes, please include a copy of your certification.

[redacted]

[redacted]

December 17, 2024

Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

Subject: Proposal for Solid Waste Collection, Disposal, and Recycling Services
Solicitation Number: 25-016

Dear Procurement Committee,

On behalf of [redacted] I am pleased to submit our proposal for Solid Waste Collection, Disposal, and Recycling Services for the Beaufort County School District. With a proven history of exceptional waste services, [redacted] is uniquely positioned to deliver consistent, reliable, and cost-effective solutions that align with BCSD's goals for sustainability, operational excellence, and community support.

Founded in 2015 and headquartered in Columbia, SC, [redacted] has grown to become a trusted partner for municipalities, school districts, and commercial businesses throughout the Carolinas. Today, we proudly serve over 85,000 residential customers and over 10,000 commercial and industrial accounts, employing over 500 dedicated waste professionals who share our relentless commitment to safety, accountability, and superior customer service.

Our Proposal's Strengths Include:

- **Experience and Scalability:** [redacted] has successfully partnered with school systems and municipalities like Aiken County Schools and Towns across South Carolina, ensuring we can seamlessly meet BCSD's needs, regardless of scale.
- **Operational Excellence:** Our modern fleet utilizes advanced GPS route optimization and service verification technology to deliver efficient and dependable collection services.
- **Sustainability Focus:** We prioritize single-stream recycling, waste diversion initiatives, and eco-conscious disposal solutions, supporting BCSD's environmental goals while maintaining competitive pricing.
- **Local Presence:** Our Ridgeland, SC location enables us to provide swift response times, personalized service, and flexibility for BCSD facilities across the district.

I, [redacted], will serve as the principal point of contact for this proposal and during any clarifications or negotiations. As Director of Sales, I am fully authorized to clarify, negotiate, and bind [redacted] to the terms and conditions of this BVB. Please feel free to contact me directly at [redacted] or via email at [redacted]

We appreciate the opportunity to partner with Beaufort County School District and bring our expertise, innovation, and unwavering commitment to service excellence to your solid waste and recycling needs. We look forward to collaborating to keep BCSD's facilities clean, safe, and environmentally responsible for years to come.

Sincerely,

[redacted]

[redacted]

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[redacted]

Scope of Work & Account Servicing

[redacted]

Scope of Work:

Understanding and Commitment to Perform the Work

[redacted] fully understands the requirements of the Beaufort County School District for front-load waste collection and disposal services. We are committed to meeting BCSD's expectations by providing on-time, efficient, and professional service across all District facilities. With extensive experience managing similar contracts, [redacted] will leverage our modern fleet, advanced route optimization, and responsive customer support to ensure compliance with the scope of work and performance standards.

Program Approach and Detailed Solution

- Compliance with Scheduled Pickups
  - Service Hours: All front-load collection services will be completed before 10:00 AM, ensuring no disruption to BCSD operations and adhering to the District's requirements.
  - Customized Schedules: [redacted] will work with BCSD to develop and maintain collection schedules for each facility, including adjustments for holidays, school events, or special requests.
- Tailored Front-Load Waste Collection
  - Containers: We will provide and maintain 4 to 8-yard front-load containers for solid waste collection, tailored to the needs and waste volumes of each BCSD facility.
  - Containers will be:
    - Clearly labeled to avoid confusion with recycling bins.
    - Maintained in clean, sanitary condition per contract requirements.
  - Equipment: Our fleet of modern front-load trucks is equipped with:
    - GPS route tracking to monitor service completion.
    - Real-time service verification to ensure each stop is completed and documented.
- Operational Excellence
  - Proactive Maintenance: Routine inspections and cleaning of all containers to ensure compliance with BCSD's sanitary standards.
  - Rapid Response: Should any service issue arise, [redacted] will provide corrections within 24 hours as required
  - Overflow Prevention: Monitoring for recurring overflows to provide recommendations for increased service levels or additional containers as needed.
- Safety and Compliance
  - All [redacted] drivers undergo regular safety training and comply with OSHA and DOT regulations.
  - Background checks will be completed for all employees servicing BCSD locations to align with District security policies
  - Compliance: [redacted] will ensure adherence to all federal, state, and local regulations for waste collection, transportation, and disposal.
- Local Responsiveness and Customer Support
  - Local Office: Our facility at 408 Schinger Ave, Ridgeland, SC ensures proximity for rapid response and efficient routing.
  - Emergency Service: [redacted] is prepared to respond to any urgent needs or unscheduled requests within 24 hours.

[redacted]

Scope of Work Cont.:

- Environmental Responsibility
  - Eco-Friendly Practices: Waste will be disposed of at licensed facilities meeting South Carolina Department of Environmental Control (DHEC) standards.
  - Recycling Integration: While the current bid focuses on front-load waste collection, [redacted] can provide recycling solutions to support BCSD's sustainability goals when needed.

Program Highlights for BCSD

- Guaranteed On-Time Service: All locations will be serviced before 10:00 AM daily.
- Modern Equipment and Technology: Reliable front-load trucks with real-time GPS tracking and reporting.
- Proactive Support: Rapid resolution of issues within 24 hours.
- Local Commitment: Dedicated resources and customer support from our Ridgeland, SC location.
- Sustainability: Environmentally responsible waste disposal practices in compliance with all regulations.

[redacted] is fully prepared to deliver reliable, efficient, and compliant front-load waste collection services for Beaufort County School District. Our focus on on-time performance, proactive maintenance, and local responsiveness ensures that BCSD's operational and environmental goals will be met with excellence. We look forward to partnering with BCSD and exceeding expectations through our proven capabilities and commitment to service.

Implimentation

[redacted] is fully prepared and readily available to begin services on January 1, 2025 with 10 days notice of award.

Key Milestones

- Day 1-2: Award Confirmation and Kickoff Meeting.
- Day 3-7: Route Optimization and Container Allocation.
- Day 8-10: Container Deployment and Staff Training.
- January 1, 2025: Full Service Launch.

Personnel:

- [redacted] (Director of Sales) – Primary BCSD Contact.
- [redacted] (General Manager) – Operations Oversight.
- [redacted] (Operations Supervisor) – Day-to-Day Service Management.

Performance Monitoring and Reporting

- To ensure a smooth transition and ongoing success:
  - Daily Service Verification: [redacted] will track and verify service completion at all BCSD locations.
  - Weekly/Monthly Reports: Detailed performance data, including GPS tracking and timestamps, will be provided.
  - Customer Feedback: Post-launch meetings will be conducted to address adjustments and optimize service delivery.

[redacted] has the experience, resources, and commitment to ensure a seamless implementation for BCSD. Our detailed plan, dedicated personnel, and modern technology will guarantee reliable waste collection services starting January 1, 2025. With 10 days' notice, we are ready to deliver on our promise of operational excellence, safety, and customer satisfaction.

[redacted]

Equipment Strategy:

1. Collection Vehicles



1.1 Front-Load Truck

- Vehicle Specifications:
  - Make/Model: Front-Load Collection Truck - Mack TE64
  - Capacity: Variable with a focus on MSW (household garbage)
- Features:
  - Automated lifting mechanisms for efficient container handling.
  - Compartmentalized design for waste stream separation.
  - Advanced safety features for the operator.
- Maintenance Program:
  - Regular preventive maintenance.
  - Immediate response to any operational issues.
  - Compliance with environmental and safety standards.



1.2 Additional Considerations:

- Backup Vehicles:
  - Maintain a reserve of backup vehicles.
  - Ensure backup vehicles meet the same specifications.
- **Containers**



2.1 Front-End Load Containers (4, 6, and 8 CY)

- Container Specifications:
  - Container Specifications:
  - All containers are in like new or brand new condition, labeled, and leak-proof containers
- Quality:
  - Sturdy construction for durability.
  - Easily switchable during collection



[redacted]

Technology Strategy:

[redacted] is dedicated to providing a seamless, efficient, and reliable waste management experience for BCSD. By leveraging cutting-edge technology, we ensure that every resident and facility receives exceptional service, on time and without disruptions. Our advanced systems enhance operational efficiency, allow for precise route planning, and provide transparent service verification, all contributing to a superior customer experience.

3rd Eye GPS Tracking for Real-Time Monitoring and Accountability

The 3rd Eye GPS Tracking System plays a critical role in our operations, offering real-time visibility of our fleet's location. Initially developed to enhance driver safety, this system has evolved into a powerful tool for customer service and operational management. With real-time GPS tracking, our management team can monitor truck locations, confirm completed stops, and optimize routes to ensure timely and efficient service. Additionally, the system's "breadcrumb trail" feature provides historical data on routes, including video footage, speed, idle time, and other key metrics. This level of detail allows us to verify each stop and promptly address any service issues, ensuring that the school district's collection needs are consistently met with precision.

Navusoft Integration for Streamlined Operations and Service Verification

Complementing 3rd Eye GPS, Navusoft provides a comprehensive platform for managing our operations in real-time. Integrated with 3rd Eye, Navusoft enables our dispatch team to remotely monitor and manage drivers using mobile devices. This platform allows us to establish and adjust routes based on specific criteria, such as line of business, service frequency, and geographical areas within BCSD. Navusoft's real-time service verification tool compares estimated versus actual times of arrival, helping us track and adjust performance to maintain punctuality. Additionally, Navusoft's geofencing capabilities create virtual boundaries around service points, disposal locations, and equipment yards, ensuring precise monitoring and accountability.

Service Verification and Accessible Reporting

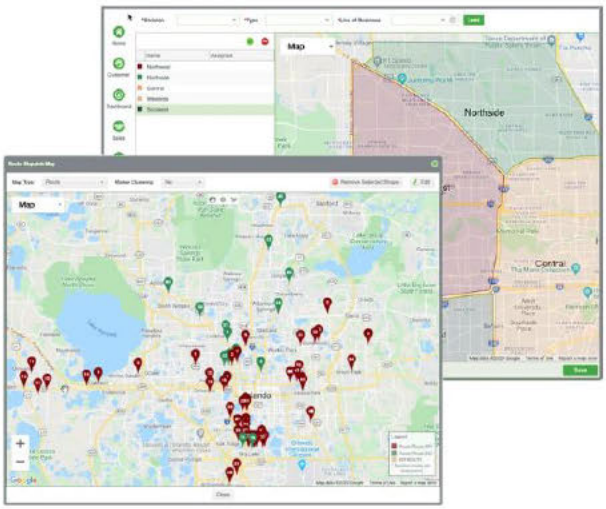
Our service verification process, powered by Navusoft and 3rd Eye GPS, includes a calendar system where green markers confirm positive service verification. This visual tracking tool offers easy, transparent access to service records for the Town, enabling quick reviews and audits to confirm all services have been completed. This level of reporting and visibility allows us to provide BCSD with a high degree of accountability and confidence in our service reliability.

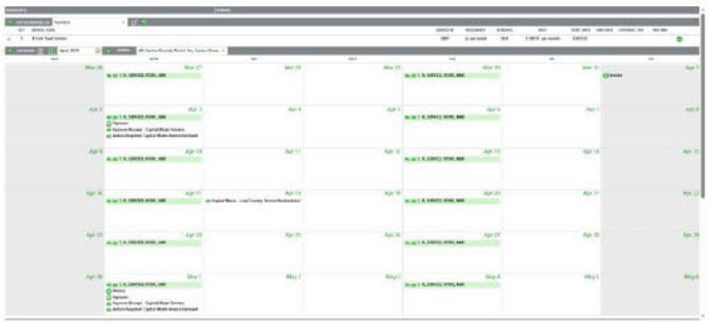
Enhancing the School District's Customer Experience Through Technology

[redacted] use of advanced technologies like 3rd Eye GPS and Navusoft highlights our commitment to providing BCSD with a responsive, accountable, and efficient waste management experience. By optimizing routes, verifying service completion, and maintaining transparency, we can ensure the community remains clean and well-served, creating a positive experience for all residents and meeting the school district's high standards for cleanliness and reliability.



Leveraging Technology to Ensure a Positive Customer Experience Cont.:





Navusoft uses geocoding software to pinpoint each service stop on the route. Once the stop has been completed, the driver will mark it complete.

[redacted]

Security Measures & Disaster Recovery Plan

Overview of Security Measures

At [redacted] we prioritize the safety, security, and continuity of our operations, personnel, and client services. Our obust security plan ensures compliance with Beaufort County School District requirements while maintaining the highest standards of operational safety and preparedness.

- Personnel Security
  - Background Checks: All [redacted] employees, including drivers and operations staff, undergo thorough background checks prior to employment. This ensures compliance with BCSD security policies for personnel interacting with school facilities.
- Training and Certification:
  - OSHA and DOT compliance training for all drivers.
    Regular safety workshops, including secure facility protocols and emergency response drills.
  - Identification: All employees wear branded uniforms to ensure visibility and accountability when working on BCSD premises.
- Equipment Security:
  - GPS Tracking and Monitoring: All front-load trucks are equipped with real-time GPS technology, enabling live route monitoring and location verification. This technology ensures accountability, timely pickups, and rapid response in case of emergencies.
  - Access Control: All [redacted] trucks and operational equipment are secured at our Ridgeland, SC hub when not in use, with restricted access to authorized personnel only.

Disaster Recovery Plan

[redacted] has a comprehensive Disaster Recovery Plan to ensure uninterrupted service during unforeseen events such as severe weather, natural disasters, or facility disruptions. Our plan focuses on preparedness, rapid response, and recovery to minimize any impact on BCSD operations.

- Pre-Storm Planning:
  - [redacted] monitors weather systems and emergency alerts to prepare for severe weather events in advance.
  - Route adjustments and contingency plans are developed based on storm forecasts.
  - All trucks are fueled, inspected, and staged for quick deployment.
- Client Communication:
  - Proactive updates are sent to BCSD stakeholders regarding potential service delays or changes.
  - Designated points of contact ensure clear, open communication before, during, and after any disruption.
- Fleet & Equipment:
  - [redacted] maintains a backup fleet of trucks and equipment that can be mobilized immediately to support affected routes.
  - Staff Mobilization: Operations teams are placed on standby with 24/7 emergency response availability. Staff are assigned alternate routes and tasks as necessary to address critical service needs.
  - Facility Access: Our Ridgeland facility serves as the primary operations center for BCSD services. In the event of disruption, operations can shift to our Columbia, SC hub to ensure continuity.
  - Rapid Service Restoration: Once conditions are safe, [redacted] prioritizes resuming collection services across all BCSD locations, starting with critical facilities.
  - Overflow Management: Additional trucks and containers will be deployed to address post-disaster debris, ensuring clean and safe environments for students and staff.
  - Damage Assessment and Reporting: [redacted] will conduct facility and equipment assessments to identify and address any storm-related damage.

[redacted] is fully prepared to handle security and disaster recovery challenges with a proactive, reliable, and efficient plan. Our commitment to safety, clear communication, and operational continuity ensures that BCSD can depend on us to maintain consistent waste collection services, even in the face of unexpected disruptions. We take pride in being a trusted, resilient partner for BCSD, ready to adapt and respond to keep your facilities safe, clean, and operational under any circumstances.

[redacted]

Firm Information

[redacted]

About Us:

Who is [redacted] was founded in Columbia, South Carolina in 2015 with the goal of providing world-class service to our neighbors. Our customer base consists of over 10,000 commercial and industrial customers and over 85,000 residential customers throughout our service footprint. We proudly employ over 500 waste industry professionals. While a fairly new company, our leadership team members are far from waste industry rookies. Their decades of experience have led to our company's foundational belief - there's a better way to do business and a better way to treat the businesses in our communities. We do not answer to Wall Street, but rather, we're accountable to our guiding principles, employees, and customers. This approach has led to recognitions such as TOP 25 fastest growing Companies in 2020 through 2024 and SC Biz Roaring Twenties Award in 2020 & 2021. We are passionate about our customers, and we have a singular focus to provide superior and dependable waste and recycling services.







Staffing:

Personnel:

Please find a brief introduction to the [redacted] team members responsible for your service in the Beaufort County area. We pride ourselves in our experiences. Our [redacted] family was designed to ensure the best customer experience. Our ultimate goal is to provide our community with the service we all deserve!

[redacted] is our ***General Manager*** for our Lowcountry market. Rob has over 20 years of experience in the environmental waste industry and has owned and operated multiple successful waste companies. He has a relentless dedication to improving our processes and services. [redacted] oversees the day-to-day operations to ensure our customers are serviced properly, safely, and in a timely manner. [redacted] will be one of your primary [redacted] business partners. [redacted]

[redacted] is our ***Office Manager*** She prides herself on training and coaching her team to master the "one call resolution" customer experience. She is our biggest customer advocate and attributes his success to simply listening to understand. [redacted] has a deep understanding of our customers' needs, challenges, and requests and she communicates these to the drivers and customer service representatives every day to ensure the best customer experience. [redacted]

[redacted] is our ***Area Sales Manager*** Alisa has many years of environmental waste experience and was recently promoted for his incredible efforts and success during her tenure at [redacted] Alisa is knowledgeable and committed to simply being better today than she was yesterday. [redacted] will work closely together and collectively will be your main [redacted] connections. [redacted]

Support Drivers. Our drivers are our most valued and valuable assets to our company. They are the best in the business as each driver brings with them waste hauling experience and the professional expectation and care of safely servicing our communities. They may collect garbage, but these are the most sought after professional CDL drivers in South Carolina. Collectively, we proudly have an average tenure of over 10 years of waste and recycling hauling experience.

[redacted]

In addition to the talented local team, you will have the full attention, support, and oversight from our experienced leadership team.

[redacted] is the ***President and CEO*** of [redacted] with just under a decade of waste industry experience. He has worked in every facet of the industry - from residential loader, C-Suite, and all roles in between. His operational experience, meticulous attention to detail, vision, and strong leadership qualities have molded [redacted] into the company we are today. [redacted]

[redacted] is the ***Chief Operations*** Officer of [redacted] and the newest addition to our executive leadership team. [redacted] has been in the industry for nearly 30 years between his various leadership roles at Waste Management and most recently Rehrig Pacific. [redacted]

[redacted] is the ***Chief Financial Officer*** of [redacted] Joe joined [redacted] in February of 2024. [redacted] brings a vast knowledge of financial expertise as well as operational and back-office systems expertise to our team. [redacted]

[redacted] is our ***VP of Sales & Marketing*** [redacted] has almost 20 years of experience in the waste industry in various roles from sales, business development and operations. [redacted] leads her team to accomplish both personal and professional goals here at [redacted] as she knows that developing people is the most valuable investment a company can make. She is very customer-centric, results-driven, and serves as a consultative business partner to our clients. [redacted]

[redacted] is the ***Regional Maintenance Director*** for [redacted] will ensure our shop is appropriately staffed, and our fleet maintenance standards are being met for all the existing and brand-new equipment he and his team will be dedicated to ensuring the proper maintenance and safety of our fleet. [redacted]

[redacted] is our ***VP of Operations*** Gary is an Army veteran and prior Law enforcement Officer for over 20 years. He has over a decade of waste experience from being a Route manager to a Vice President of Operations. He has operated at multiple waste and recycling companies. [redacted] is committed to safety, service, and service excellence. [redacted]

[redacted] is our ***VP of Integrations*** Throughout [redacted] career of building sustainable processes in the transportation and service industry as a business manager, project manger, and team lead, his focus has been to develop future leaders that will drive results for our customers. [redacted] combines his experiences and passion for development to help make [redacted] great. [redacted]

[redacted] is our ***VP of Administration*** Holley has 24 years of experience in the waste industry. She is accountable for system development, installation, and modification, ensuring operational efficiency. [redacted] leads policy and procedure development for system deployment and maintenance, offering crucial technical guidance. [redacted]

[redacted] is our ***Director of Sales*** Jessica has many years of environmental waste experience and was recently promoted for her incredible efforts and success during her tenure at [redacted] [redacted] is Lean Six Sigma certified, knowledgeable and committed to simply being better today than she was yesterday. [redacted] is a long time resident of Beaufort County and is an active board member of Keep Beaufort County Beautiful. [redacted]







[redacted]
1450 Buff Road Columbia, SC 29201

[redacted]

General Information about [redacted]

- **Vendor's Complete Name:** [redacted]
- **HQ Address:** 1450 Bluff Rd, Columbia, SC 29201
- **Date of Establishment:** 2015
- **Place of Incorporation:** South Carolina
- **Overview:** [redacted] was established in 2015 with a mission to provide superior waste management solutions tailored to the needs of communities across South Carolina. Headquartered in Columbia, SC, we have grown rapidly, with over 500 dedicated employees serving various sectors, including residential, commercial, industrial, and governmental. Our leadership team, comprised of individuals with decades of experience in the waste management industry, ensures that every aspect of our operations is aligned with our core values: safety, operational excellence, customer satisfaction, and environmental responsibility. We are committed to the continuous improvement of our services and have successfully implemented waste management solutions for clients throughout South Carolina. At [redacted] we take pride in being locally operated, allowing us to remain agile and responsive to the specific needs of our clients. We believe in solving local problems with local expertise, which enables us to deliver exceptional customer service without the constraints of external pressures.
- **Primary Business interest:** Our focus is on delivering efficient, environmentally responsible waste management solutions tailored to the specific needs of our clients, ensuring clean and sustainable communities.

COUNTY COUNCIL OF BEAUFORT
100 Ribaut Road, Room 225
Beaufort, SC 29902

BUSINESS LICENSE CERTIFICATE

Business Name: [redacted]
Business Location: [redacted]
Owner:
License Number:
Issued Date: 4/30/2024
Expiration Date: 4/30/2025

Business Type(s): 562111 Trash collection services
Mailing Address: PO Box 148
Columbia, SC 29202
License Type: Out of County
Classification: Out of County
Fees Paid: $1,876.83

Brandi Hussmann

Brandi Hussmann (Business License Administrator)

This Business License is Non Transferable

TO BE POSTED IN A CONSPICUOUS PLACE

[redacted]

Differentiators: What Sets [redacted] Apart?

[redacted] stands out as a leader in the waste services industry by offering unparalleled operational excellence, advanced technology, and a customer-first approach. Our differentiators include:

- Local Expertise with Statewide Resources:
  - [redacted] is locally headquartered in South Carolina, with our operations hub in Ridgeland, SC, allowing us to provide quick response times and superior service tailored to the needs of Beaufort County School District. Unlike national providers, we are local people solving local problems.
- Modern Fleet and Advanced Technology:
  - Our GPS-enabled front-load trucks ensure:
    - On-time collection before 10:00 AM, as required by the bid.
    - Real-time route optimization for efficient service.
    - Service verification reports with time-stamped documentation.
- Proactive Container Management:
  - We ensure that all dumpsters are clean, clearly labeled, and properly maintained. Routine inspections and on-call replacements prevent service disruption and uphold BCSD's standards.
- Commitment to Safety and Compliance:
  - All drivers are OSHA and DOT certified, and our safety culture ensures seamless operation in sensitive school environments. Additionally, all personnel undergo background checks to meet BCSD security requirements.
- Customer-Centric Approach:
  - With a dedicated Director of Sales and a local customer service team, we offer 24/7 availability to handle concerns, emergencies, or service adjustments. BCSD will always have one point of contact for accountability and responsiveness.

Future Services and Innovations

[redacted] continuously explores innovative solutions to provide value-added services to customers like BCSD. Our future initiatives include:

- Enhanced Recycling Programs:
  - While this contract focuses on front-load waste services, [redacted] is actively developing expanded single-stream recycling programs for cardboard, plastics, and mixed paper. A recycling pilot program could be introduced within the next 6 to 12 months based on BCSD's interest and sustainability goals.

[redacted] is proud to offer BCSD a differentiated, future-ready solution for solid waste collection and disposal. Our focus on technology, proactive customer support, and sustainability ensures reliable, high-quality service today while preparing for the evolving needs of tomorrow.

We look forward to the opportunity to partner with BCSD and demonstrate why [redacted] is the best value provider for this contract.

[redacted]

References

[redacted]

References

1. City of Beaufort
    a. [redacted]
    b. June 2021 to Present
    c. Residential curbside collection of 4,500 customers including household trash, recycling, yard waste, and bulk items as well as FEL & Compactor service for the City of Beaufort.

2. City of Marion
    a. [redacted]
    b. January 2021 to Present.
    c. Residential curbside collection of 3,000 customers including household trash; 150 commercial front end load customers.

3. The Citadel
    a. [redacted]
    b. January 2022 to Present.
    c. Commercial Waste Collection from 19 locations on campus including 16 Front-Load containers and 3 Roll-Off containers.

4. Aiken County
    a. [redacted]
    b. March 2021 to Present.
    c. Roll Off collection from 11 county convenience centers servicing the residents of Aiken County, SC.

5. Daniel Island & Cainhoy
    a. [redacted]
    b. January 2021 to Present.
    c. Residential curbside collection of 4,000 customers including household trash, yard waste, bulk items, and construction debris.

[redacted]

Documents

Business Utilization Report

In order to facilitate an effective monitoring system, each contractor, bidder or offeror must submit a completed and signed Utilization Report with the bid submission which lists the names, addresses and contact persons of the M/WBE and majority owned businesses, if any, to be used in the contract, the type of work each business will perform, the dollar value of the work and the scope of work. The Utilization Report submitted by the contractor shall be submitted as a part of the contract with BCSD. If the information contained in the Contractor's Utilization Report changes by the time the contract is executed, the Contractor shall amend the Utilization Report and such amended Utilization Report shall be incorporated into the contract.

Business Enterprise Utilization Report

List all vendors/subcontractors to be used on this project. All MBEs or WBEs proposed for utilization on this project must be certified by the Small and Minority Business Assistance Office through the State of South Carolina according to the criteria of the Beaufort County School District's Minority Business Enterprise Plan prior to utilization on this project.

In column 2 below, please specify ethnic/racial/gender group as follows:

- AABE – African American Business Enterprise
- HBE – Hispanic Business Enterprise
- ABE – Asian-American Business Enterprise
- WBE – Woman Business Enterprise

Sub-Contractor Name	**Gender Group**	**Address**	**Phone #**	**Other**	**E-Mail**

******[redacted] intends to complete 100% of the work outlined in this RFP******

Statement of Intent

We, the undersigned, have prepared and submitted all the documents required for this project. We have prepared these documents with a full understanding of the Beaufort County School District's goal to ensure equal opportunities in the proposed work to be undertaken in performance of this project. Specifically, the BCSD seeks to encourage and promote on an inclusionary basis contracting opportunities without regard to the race, gender, national origin or ethnicity of the ownership or management of any business and that it is an equal opportunity employer and contracting entity. We certify that the representations contained in the Minority/Woman Business Enterprise (M/WBE) Utilization Report, which we have submitted with this solicitation, are true and correct as of this date. We commit to undertake this contract with the Minority/Woman Business Utilization Report we have submitted, and to comply with all non-discrimination provisions of the Minority/Woman Business Enterprise Program in the performance of this contract.

[redacted]

Signature

12/17/2024

Date

Name: [redacted]

Title: Director of Sales

Project: 25-016 Solid Waste Collection, Disposal, and Recycling Services