

From: [Kaplan, Melissa](#)
To: [Larson, Erik](#); [McKenna, Erin](#); [Markey, Ronald E.](#); [Chapman, Jaclyn](#); [Tomaszewski, Lindsay](#)
Subject: RE: RFP#899, Citywide Parks Invasive Species Plan - BSC
Date: Wednesday, April 26, 2023 2:17:36 PM
Attachments: [image001.png](#)

Hi Erik –

Thank you for reaching out with your questions and providing us a chance to provide a best and final offer.

Data collection with drones for invasive species is especially beneficial for mapping large tracts of land, and targeting specific species that form recognizable stands, such as phragmites and Norway Maple. Drones are also beneficial for locations where access is difficult or lengthy. Drone usefulness for the purpose of identifying and mapping invasive species is reduced in tracts of homogeneous forest land where the herbaceous and shrub layers are not observable from the air due to leaf cover.

To understand the cost savings for drone usage for this Project, we would need to evaluate the parks in the context of drone usefulness. Therefore, BSC took some time to further refine our understanding of some of the parks as part of your question on the potential use of drones. Based on Matt's visits to several parks and our discussions during the interview, BSC has refined our assumptions of the parks and their characteristics. We have concluded that there likely is not a significant cost savings in using a drone for this Project. It appears that the majority of the City's parks contain large areas of development such as parking lots, buildings, and recreational fields which we can review quickly via on-the-ground surveys. In locations where parks have more natural habitats, they are mostly easily accessible or contain canopy cover. Therefore, we determined that very few of the City's parks would appear to benefit from drone usage.

However, drones could still be beneficial to the City. The drone flight produces exceptionally high-quality aerial imagery that would yield more detailed presentation of vegetation mapping which can be used to track the process and success of the invasives maintenance program at some of the parks. These higher quality maps can be uploaded online for the City's use. The City can then use them to review the progress of the maintenance effort. Therefore, if selected, BSC will fly a couple of the sites with our drone and provide the high-quality aerial mapping for the City's use to showcase this work product. We will do this work within our approved budget, as a no-cost add on.

Further, in request for our best and final offer, BSC utilized our more in-depth review of the City's park and held a discussion with our team to re-assess our costs. The BSC team is prepared to provide a best and final offer of **\$139,100** for the Project (a \$8,900 reduction).

Please do not hesitate to reach out with any further questions or requests.

Thank you.

Melissa

Melissa Kaplan, PWS (she, her)

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From: Larson, Erik <ELarson@StamfordCT.gov>

Sent: Friday, April 21, 2023 5:30 PM

To: McKenna, Erin <EMcKenna@StamfordCT.gov>; Markey, Ronald E. <RMarkey@StamfordCT.gov>; Chapman, Jaclyn <JChapman@StamfordCT.gov>; Tomaszewski, Lindsay <LTomaszewski@StamfordCT.gov>; Kaplan, Melissa <mkaplan@bscgroup.com>

Subject: RE: RFP#899, Citywide Parks Invasive Species Plan - BSC

Ms. Kaplan,

Following your presentation the Selection Committee would like to request additional information about collecting information with the drone. Your proposal says using the drone for data collection reduces cost, but we did not discuss how applicable its use would be in the context of our parks. Since Matt recently visited some of our parks, maybe he can speak to that?

At this time we are also requesting your best and final offer. Please provide information by COB on April 27, 2023.

Thank you very much.

Erik

Erik J. Larson
Purchasing Manager, City of Stamford
P 203.977.4107

-----Original Appointment-----

From: Larson, Erik

Sent: Saturday, April 1, 2023 4:18 PM

To: McKenna, Erin; Markey, Ronald E.; Chapman, Jaclyn; Tomaszewski, Lindsay; 'mkaplan@bscgroup.com'

Subject: RFP#899, Citywide Parks Invasive Species Plan - BSC

When: Friday, April 14, 2023 10:10 AM-10:40 AM (UTC-05:00) Eastern Time (US & Canada).

Where: Zoom invitation to follow

Ms. Kaplan,

Thank you for your proposal with respect to RFP#899, Citywide Parks Invasive Species Plan.

Your firm has been short listed by the Selection Committee for an interview as follows.

Please plan on a presentation, which should not exceed 30 hour, including a 10 minute Q&A.

Please confirm your availability. Please note Zoom invitation to follow.

Erik

Erik J. Larson

Purchasing Manager, City of Stamford

P 203.977.4107