



**Company Name:** On The Mark (OTM) Utility Locating Services, Inc.

**Capability Statement:** OTM is a Utility Management Services business offering services in all of New York State with concentration in Rochester, Buffalo, and Syracuse. We specialize in underground utility locating, mapping, monitoring, and managing both Customer Owned & Maintained (COM) and Public underground utilities.

**Core Services** include:

- **Private Utility Locating**
- **One-Call 811 Utility Locating**
- **Damage Prevention Programs including Damage Prevention Vehicles (DPV)**
- Gas Pipe Corrosion Inspection
- Gas Leak Survey & Inspection
- Cathodic Protection
- Meter Reading
- Infrastructure Management

**Vectors of Differentiation:**

- **90+ years of combined experience** in utility management industry (utility locating, surveying, inspection, etc.)
- **Multitude & diversity of state-of-the-art locating equipment** (Radio Detection, McLaughlin Verifier, MetroTech, Pipehorn, Mala GPR, etc.)
- **Nimbleness/responsiveness** re: RFQs/RFPs as well as scheduling/doing work
- **Quality** - Service Excellence without Exception (value proposition)

**Past Performance:**

**Private Locating Jobs/Projects:**

In most cases without the aid of maps or as-builts, processing nearly 500 private underground utility locating jobs per year ranging from 1 utility residential (e.g., electric) jobs to multi-utility (e.g., gas, electric, cable, sewer/sanitary, etc.), multi-week/month commercial projects, from landscaping companies to multi-million dollar prevailing wage commercial construction contractors. Check out our growing list of [satisfied clients/partners](#).

**One-Call Locating Programs:**

Locating annually over 80,000 gas & electric, electric, sewer, and fiber 811 tickets in both NY and NJ with < 1 % ticket delays and a damage ratio of < 1%.

**Damage Prevention Vehicles (DPV) Inspection Programs:**

- 5 year, 46 inspector program processing over 120,000 + 811 tickets with a contact rate of 78% + and an overall
- damage ratio of 1.29 vs. goal of 1.71
- 3 year, 5 inspector program processing over 20,000 811 tickets with a contact rate of 85%+ and an overall
- damage ratio of 1.81 vs. 2.25
- 2 year, 3 inspector program processing over 13,000 811 tickets with a contact rate of 70%+ and a 3rd party damage ratio of 0.31 vs. 1.92



**Company Data:**

Founded in 2011  
EIN: 27-4592242  
NYS Employee Registration No.: 51-92987  
DUNS & BRADSTREET No.: 07 923 0746  
NAICS Code(s): 561990, 541990  
SIC Code(s): 73890209  
Compounded Annual Growth Rate (CAGR): 87.5%  
Avg. Gross Profit: 30-40%+  
Avg. Net Income/Cash Flow: 10-15%+

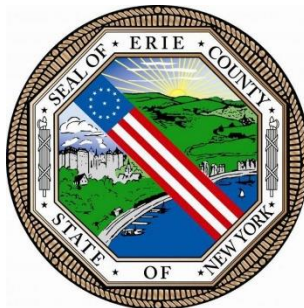
Balance Sheet: \$0 Debt  
No. of Employees: 80 and growing

**Key Customers/Partners:**

Avangrid, ConEdison, Orange & Rockland Utilities, Empire Access, Buffalo Sewer Authority, and a myriad of construction companies like LaBella, The DDS Companies, Haskell ([click here to see a more complete listing](#))

**Social Economic Impact/Status:**

**Community Support Fund** - Donating to 501(c)(3) organizations up to 10% of company's positive cash generation each year. For more info. go to webpage: [Community Fund](#).



Erie County MBE



**MBE CERTIFIED**  
**NEW YORK STATE**

Pending (Applied for 2/2019)

**Contact Information:**

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