

**WRITTEN PROPOSAL EVALUATION SUMMARY**

PROJECT: Federal Lobbying Services

RFP#: CMGR-210046-MS

DATE: 6/28/2021

	FIRM NAMES	EVALUATOR 1					EVALUATOR 2					EVALUATOR 3					RANKING POINT TOTAL	FINAL RANKING			
		TECHNICAL	WRITTEN	PRICE	LP	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	PRICE	LP	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	PRICE			LP	TOTAL POINTS	RANK
1	Alcalde & Fay	95.00	92.00	50.00		237.00	1	95.00	95.00	50.00		240.00	1	85.00	95.00	50.00		230.00	1	3	1
2	Val Scoyoc	98.00	97.00	33.33		228.33	2	77.00	78.00	33.33		188.33	2	90.00	80.00	33.33		203.33	2	6	2
3																					
4																					
5																					
6																					
7																					
8																					
9																					

Local Preference (LP)= 5 points (5% x 100 total points)

**CITY OF GAINESVILLE  
GENERAL GOVERNMENT PURCHASING DIVISION**

**BID #:** CMGR-210046-MS  
**BID NAME:** Federal Lobbying Services - VAN Scoyoc + ALCAIDE + Fay  
**DUE DATE:** 6/10/21

Evaluator #: 1

<u>PAGE # of Bid Document</u>	<u>MINIMUM REQUIREMENTS (Must/Should)</u>	<u>PAGE # of Bidder A's Proposal</u>	<u>PAGE # of Bidder B's Proposal</u>	<u>PAGE # of Bidder C's Proposal</u>
Pg 4	A minimum of ten (10) years providing professional legislative consulting and lobbying services including five (5) years providing such services to local government(s) and five (5) years' experience lobbying on behalf of a publicly owned utility.	(1) ✓	✓	
Pg 4	Each person engaged in lobbying services on behalf of the City of Gainesville must be registered as a legislative and executive lobbyist in the State of Florida.	(2) N/A	N/A	

(1) Certified to do business in Florida.  
 (2) Over 5 decades in working at the Federal level

*Frederick J. Murray*  
 6/28/2021

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Federal Lobbyist Services

RFP/RFQ #: 210046

EVALUATOR: #1

DATE: 6/28/21

FIRM NAME: ALCALDE + Fry

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	Firm ability to provide services is good based upon information provide
o Capability of Meeting Time and Budget	45	45	Experience in providing services and meeting deadlines - Based upon information
TOTAL	100	95	

## WRITTEN PROPOSAL EVALUATION

PROJECT: F

RFP/RFQ #: \_\_\_\_\_

EVALUATOR: Joe (L)

DATE: \_\_\_\_\_

FIRM NAME: Alcaide + Fay

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	Experience in this area good history.
o Project Approach	30	30	- good approach to providing services
o Project Manager	15	13	good
o Project Team	15	13	good
o Project Schedule	5	3	good
o Proposal Organization	5	3	good
<b>TOTAL</b>	<u>100</u>	<u>92</u>	

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: F

RFP/RFQ #: \_\_\_\_\_

EVALUATOR: I

DATE: \_\_\_\_\_

FIRM NAME: Scoyoc Associates

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	53	<i>Good Experience + ability to provide this service to the City</i>
o Capability of Meeting Time and Budget	45	45	<i>Experience - ability to provide the service</i>
TOTAL	<u>100</u>	<u>98</u>	

## WRITTEN PROPOSAL EVALUATION

PROJECT: F

RFP/RFQ #: \_\_\_\_\_

EVALUATOR: 1

DATE: \_\_\_\_\_

FIRM NAME: S

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	good Exp. & Understanding the city needs
o Project Approach	30	30	Good Exp.
o Project Manager	15	15-	Project manager - past experience in working with the City staff & officials
o Project Team	15	15-	Good
o Project Schedule	5	3	Good
o Proposal Organization	5	4	Good
<b>TOTAL</b>	<u>100</u>	<u>97</u>	

**CITY OF GAINESVILLE  
GENERAL GOVERNMENT PURCHASING DIVISION**

**BID #:** CMGR-210046-MS  
**BID NAME:** Federal Lobbying Services  
**DUE DATE:** 6/10/21

Evaluator #:

2

<u>PAGE # of Bid Document</u>	<u>MINIMUM REQUIREMENTS (Must/Shell)</u>	<u>PAGE # of Alcalde &amp; Fay Proposal</u>	<u>PAGE # of Van Scovoc Proposal</u>		
Pg 4	A minimum of ten (10) years providing professional legislative consulting and lobbying services including five (5) years providing such services to local government(s) and five (5) years' experience lobbying on behalf of a publicly owned utility.	23	18		

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Federal Lobbying Services

RFP#: CMGR-211046-MS

EVALUATOR#: 2

DATE: \_\_\_\_\_

FIRM NAME: Walden & Gray

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	55	Co lead (Marion Turner) represented COG for 15 years. Long term representation w/ cities/counties etc for 20-48 years. Specific mention of successes on behalf of COG.
o Capability of Meeting Time and Budget	45	40	no proof of insurability = -5pts
TOTAL	100	95	

Evaluator Signature: \_\_\_\_\_ Date: \_\_\_\_\_



## WRITTEN PROPOSAL EVALUATION

PROJECT: Federal Lobbying Services

RFP#: CMGR-210046-MS

EVALUATOR#: *2*

DATE: \_\_\_\_\_

FIRM NAME: *Waldie + Fay*

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	<i>30</i>	<i>provided detailed action plan</i>
o Project Approach	30	<i>30</i>	
o Project Manager	15	<i>15</i>	
o Project Team	15	<i>10</i>	
o Project Schedule	5	<i>5</i>	
o Project Organization	5	<i>5</i>	
<b>TOTAL</b>	<b>100</b>	<b><i>95</i></b>	<i>provided detailed preliminary schedule</i>

Evaluator Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Federal Lobbying Services

RFP#: CMGR-211046-MS

EVALUATOR#: 2

DATE: \_\_\_\_\_

FIRM NAME: Jan Scoyok

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	37	14 yrs as COG current lobbyist. lead has 3 decades in front of rep
o Capability of Meeting Time and Budget	45	40	no proof of insurability = -5pts
TOTAL	100	77	

Evaluator Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## WRITTEN PROPOSAL EVALUATION

PROJECT: Federal Lobbying Services

RFP#: CMGR-210046-MS

EVALUATOR#: 2

DATE: \_\_\_\_\_

FIRM NAME: *Van Scoyo K*

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	<i>4 yrs service as current lobbyist</i>
o Project Approach	30	20	<i>good presentation</i>
o Project Manager	15	15	
o Project Team	15	10	
o Project Schedule	5	3	<i>good overview of what they plan to do but no specific schedule</i>
o Project Organization	5	5	
<b>TOTAL</b>	100	78	

Evaluator Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**CITY OF GAINESVILLE  
GENERAL GOVERNMENT PURCHASING DIVISION**

**BID #:** CMGR-210046-MS  
**BID NAME:** Federal Lobbying Services  
**DUE DATE:** 6/10/21

Evaluator #: 3

<u>PAGE # of Bid Document</u>	<u>MINIMUM REQUIREMENTS (Must/Shall)</u>	<u>PAGE # of Alcalde &amp; Fav Proposal</u>	<u>PAGE # of Van Scoyoc Proposal</u>
Pg 4	A minimum of ten (10) years providing professional legislative consulting and lobbying services including five (5) years providing such services to local government(s) and five (5) years' experience lobbying on behalf of a publicly owned utility.	pg 2-3 pg 6 pg 9-13	pg 3-4 pg 17-18

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Federal Lobbying Services

RFP#: CMGR-211046-M8

EVALUATOR#: 3

DATE: 6/28/21

FIRM NAME: VAN SCOYOC ASSOCIATES

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55		
	1-5	30	- Firm is business 30 yrs
	6	10	- Strong Creative!
	7	10	IMMEDIATE EXPENSE WITHOUT
		50	
o Capability of Meeting Time and Budget	45	40	- ADDING ADDITIONAL CAPACITY
			- ANSWER 27 CLIENTS 300K SIGN?
TOTAL	100	90	

Evaluator Signature: 

Date: 6/28/21

## WRITTEN PROPOSAL EVALUATION

PROJECT: Federal Lobbying Services

RFP#: CMGR-210046-MS

EVALUATOR#: 3

DATE: 6/28/21

FIRM NAME: VAN SCOYOC ASSOCIATES

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	• Excellent is idsp Backgrounds with city
o Project Approach	30	25	• Specific Performance of RFP score.
o Project Manager	15	15	• Simult, Full time Backgrounds
o Project Team	15	10	• ADDIE ADDITIONAL FOCUS
o Project Schedule	5	0	?
o Project Organization	5	5	
<b>TOTAL</b>	100	80	

Evaluator Signature: 

Date: 6/28/21

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Federal Lobbying Services

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EVALUATOR#: 3

DATE: 6/28/21

FIRM NAME: ALCAUDE AJO FAYE

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	30 10 5 <hr/> 45	<p>firm is <u>EXPERIENCED</u> 48 YRS  <u>many former clients</u>  <u>APPARENT PC Annual Budget</u></p>
o Capability of Meeting Time and Budget	45	40	<p>4 Passes <u>Not Assigned</u></p>
TOTAL	100	85	

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## WRITTEN PROPOSAL EVALUATION


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FIRM NAME: ALCALIDE AND FAYE

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	<ul style="list-style-type: none"> <li>• GOOD UNDERSTANDING ABOUT BUDGET RANGES IN FEDERAL</li> <li>• SOLID MISSILE MKU BY 20</li> <li>• DIVERSITY STRATEGIES</li> <li>• AHEAD OF BUSINESSES</li> </ul>
o Project Approach	30	30	
o Project Manager	15	15	
o Project Team	15	10	
o Project Schedule	5	5	
o Project Organization	5	5	
<b>TOTAL</b>	100	95	

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