

WRITTEN PROPOSAL EVALUATION SUMMARY

PROJECT: RFQ-Professional Tennis Contractor

RFP#: RECX-180044-DM _____

DATE: May 24, 2018 _____

FIRM NAMES	EVALUATOR 1				EVALUATOR 2				EVALUATOR 3				EVALUATOR 4				RANKING POINT TOTAL	FINAL RANKING
	TECHNICAL	WRITTEN	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	TOTAL POINTS	RANK		
1 Steve Cook	85.00	82.00	167.00	2	85.00	90.00	175.00	2	68.00	70.00	138.00	3	90.00	83.00	173.00	3	10	3
2 USTA	81.00	79.00	160.00	3	80.00	83.00	163.00	3	95.00	95.00	190.00	1	100.00	90.00	190.00	1	8	2
3 TMP	91.00	92.00	183.00	1	90.00	90.00	180.00	1	90.00	90.00	180.00	2	90.00	98.00	188.00	2	6	1
4																		
5																		
6																		
7																		
8																		
9																		
10																		
11																		

Local Preference (LP)= NA - FEMA funding

Price = 100 points

WRITTEN PROPOSAL EVALUATION

PROJECT: Professional Tennis Contract

RFP#: RECX-180044-DM

EVALUATOR#: 1

DATE: 4/2/2018

FIRM NAME: USTA-FL TMD

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	24	- Displayed thorough understanding of project scope; would like to have seen more detail on staff assignments
o Project Approach	30	26	- The firm demonstrated an understanding of the city's needs and a workable approach
o Project Manager	15	13	- Project mgr has exp. running projects of similar size + scope
o Project Team	15	9	- Identified several key members of project team; more clarification needed on work location
o Project Schedule	5	4	- Proposal indicates a staff load appropriate to get operations up and running quickly with support from USTA HQ
o Project Organization	5	3	- The proposal was submitted in compliance with RFA and proper paperwork submitted
TOTAL			- Would like to have seen resumes of key staff
	100	79	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Professional Tennis Contractor

RFP#: RECX-180044-DM

EVALUATOR#: 1

DATE: 4/2/2018

FIRM NAME: USTA-FL TMD

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	46	<ul style="list-style-type: none"> - The proposal identified key staff positions. - Proposer is managing 2 other municipal facilities since 2017. - Proposer is very familiar with local tennis operations and is based in Orlando. - No history of litigation - Proposal ties their mission in with that of Gainesville - Has full backing and expertise of USTA
o Capability of Meeting Time and Budget	45	35	<ul style="list-style-type: none"> - Identified several key individuals with exp. similar to scope identified - Based in region, familiar with Gainesville - Indicates can provide insurance and background checks. - No indication that Proposer cannot meet timelines -
TOTAL			
	100	81	

WRITTEN PROPOSAL EVALUATION

PROJECT: Professional Tennis Contract

RFP#: RECX-180044-DM

EVALUATOR#: 1

DATE: 4/2/2018

FIRM NAME: Tennis Management Partners

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	29	- The proposal indicates a thorough understanding of project scope
o Project Approach	30	28	- Demonstrates 8 yrs exp w/ this type of work
o Project Manager	15	12	- Mission aligns with city's. Proposal thoroughly addresses city's needs. Outlines workable approach
o Project Team	15	13	- Proposer has 8+ years of exp. as Director of Tennis. Has worked as asst pro at city facilities
o Project Schedule	5	5	- USPTA Elite Professional
o Project Organization	5	5	- Project team clearly outlined. Roles of each position identified
TOTAL			- Staff positions outlined; tasks assigned appropriately; can have operations up and running in timely manner.
	100	92	- Very organized + thorough proposal. - Presented in compliance with RFA - proper paperwork submitted - Very detailed

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EVALUATOR#: 1

DATE: 4/2/2018

FIRM NAME: Tennis Management Partners

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	51	<ul style="list-style-type: none"> - Thorough info provided on key staffing, their roles, and their work exp. - Proposer has 8 yrs exp. running similar operations - Proposer knows community well, currently offering tennis services locally - One instance of litigation - claim settled - Displays thorough understanding of project scope - Has exp running public facilities
o Capability of Meeting Time and Budget	45	40	<ul style="list-style-type: none"> - Proposal details specific staff involvement, key roles and duties - Based in Gainesville, can be up + running quickly - No documented issues of meeting time and budget requirements - Currently running successful tennis operation at county level
TOTAL	100	91	

WRITTEN PROPOSAL EVALUATION

PROJECT: Professional Tennis Contract

RFP#: RECX-180044-DM

EVALUATOR#: 1

DATE: 4/2/2018

FIRM NAME: Steve Cook , Tennis Contractor

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	29	- The information contained indicates the Proposer understands the scope of the project; demonstrates exp. with this type of work.
o Project Approach	30	26	- Proposal addressed city's needs and demonstrated a workable approach to provide tennis services
o Project Manager	15	14	- Proposer has thorough exp. directing similar tennis operations; is USPTA Elite Professional
o Project Team	15	6	- Proposer will be director of tennis operations, but did not specifically identify other key staff, other than positions.
o Project Schedule	5	4	- outline of staff positions indicates tasks will be staffed appropriately.
o Project Organization	5	3	- The proposal was thorough, organized and presented in compliance with RFA.
TOTAL			- proper paperwork submitted.
	100	82	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

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EVALUATOR#: 1

DATE: 4/2/2018

FIRM NAME: Steve Cook, Tennis Contractor

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	<ul style="list-style-type: none"> - The proposal identified key staff positions. - The proposer has at least 6 yrs. of doing this type of work in the past. - The proposal indicates an understanding of the local context of tennis in Gainesville - The proposer has no history of litigation in Florida. - The proposal identifies things such as Pickleball, Aces in Motion, Scholarships
o Capability of Meeting Time and Budget	45	35	<ul style="list-style-type: none"> - The proposal identifies key staffing positions - Proposer would need to relocate from SC. - Proposal outlines rebuilding and growing tennis over course of first year. - Indicates can meet timelines and insurance requirements
TOTAL	100	85	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Professional Tennis Contract

RFP/RFQ#: RECX-180044-DM

EVALUATOR#: 2

DATE: 5/24/2018

FIRM NAME: United States Tennis Association - Florida Section, Inc.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	45	Director has experience in facility mgmt.
o Capability of Meeting Time and Budget	45	35	Proposal seemed to outline desired tennis programs? followed RFA Adequate Plan to meet needs of scope
TOTAL	100	80	

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EVALUATOR#: 2

DATE: 5/24/2018

FIRM NAME: United States Tennis Association - Florida Section, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	outlined and described project understanding Clear understanding of project
o Project Approach	30	25	Followed requested direction and format Similar to existing program
o Project Manager	15	13	has qualifications for tennis mgmt.
o Project Team	15	10	Has not yet been identified but director was within
o Project Schedule	5	5	project sch included
o Project Organization	5	5	easy to follow outline/
TOTAL			
	100	83	

WRITTEN PROPOSAL EVALUATION

PROJECT: Professional Tennis Contract

RFP#: RECX-180044-DM

EVALUATOR#: 2

DATE: 4/2/2018

FIRM NAME: Tennis Management Partners

5/24/18

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	28	<p>Plan understanding of project</p> <p>Approach similar to other proposals</p> <p>Creative</p> <p>Qualified Staff</p> <p>Schedule & services - similar to RFP</p> <p>Proposal well written, some content well</p>
o Project Approach	30	28	
o Project Manager	15	13	
o Project Team	15	13	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	92	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Professional Tennis Contractor

RFP#: RECX-180044-DM

EVALUATOR#: 2

DATE: 4/2/2018

FIRM NAME: Tennis Management Partners

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TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	Qualified staff - <i>experience in similar work</i> Courts provided Resumes complete <i>w/p own records</i> 1-litigation claim (Kip's Fall) extensive state list currently works in municipal setting local exp. known entity
o Capability of Meeting Time and Budget	45	40	adequate plan to meet needs of scope qualifications seen to point forward capable plan Insurance provided work @ Sausville & Cox could be taxing (Doubt in service area)
TOTAL	100	90	

WRITTEN PROPOSAL EVALUATION

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EVALUATOR#: 2

DATE: 4/2/2018

FIRM NAME: Steve Clark

5/24/18

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	26	Very detailed - clear understanding of scope
o Project Approach	30	27	Approach was complete and clear - good vision
o Project Manager	15	15	Steve (Director) will lead the
o Project Team	15	10	Other staff not thoroughly detailed - make him if needed
o Project Schedule	5	5	Schedule consistent w/ demand
o Project Organization	5	5	Well put together/organized
TOTAL			Performance based on previous work - feedback side of evaluation
	100	90	

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EVALUATOR#: 2

DATE: 4/2/2018

FIRM NAME: Steve Cook

5/24/18

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	45	exp director staff not hired (org chart identified) not local not litigation runs public/private model currently not govt but non profit has local files
o Capability of Meeting Time and Budget	45	40	will allocate to run program similar exp extensive programming exp certified will obtain insurance upon award
TOTAL	100	85	

WRITTEN PROPOSAL EVALUATION

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EVALUATOR#: 3

DATE: 5/24/2018

FIRM NAME: USTA

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	
o Project Approach	30	30	
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	95	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Professional Tennis Contract

RFP/RFQ#: RECX-180044-DM

EVALUATOR#: 3

DATE: 5/24/2018

FIRM NAME: USTA

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	
o Capability of Meeting Time and Budget	45	45	
TOTAL	100	95	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Professional Tennis Contractor

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EVALUATOR#: 3

DATE: 4/2/2018

FIRM NAME: Tennis Management Partners

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	<ul style="list-style-type: none"> • outstanding experience of key staff • firm currently doing similar program / management • county partnership public/private
o Capability of Meeting Time and Budget	45	40	<ul style="list-style-type: none"> • well est. + successful, local partnership • locally successful in similar program & scope • consistent workload
TOTAL	100	90	

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PROJECT: Professional Tennis Contract

RFP#: RECX-180044-DM

EVALUATOR#: *Tennis Management Partners*

DATE: 4/2/2018

FIRM NAME:

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	
o Project Approach	30	25	
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	5	
o Project Organization	5		
TOTAL			
	100	90	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

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RFP#: RECX-180044-DM

EVALUATOR#: 3

DATE: 4/2/2018

FIRM NAME: Steve Cook

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	30	<i>10 principal experience of scope</i>
o Capability of Meeting Time and Budget	45	38	
TOTAL	100	68	

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EVALUATOR#: 3

DATE: 4/2/2018

FIRM NAME: Steve Cook

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	
o Project Approach	30	25	
o Project Manager	15	15	
o Project Team	15		
o Project Schedule	5		
o Project Organization	5	5	
TOTAL	100	70	

WRITTEN PROPOSAL EVALUATION

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EVALUATOR#: 4

DATE: 5/24/2018

FIRM NAME: ASTA

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	28	
o Project Approach	30	28	
o Project Manager	15	12	no pickle ball profit share (no transition period) offsite
o Project Team	15	12	offsite
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL			
	100	90	

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EVALUATOR#: 4

DATE: 5/24/2018

FIRM NAME: USTA

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	55	
o Capability of Meeting Time and Budget	45	45	
TOTAL	100	100	

WRITTEN PROPOSAL EVALUATION

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EVALUATOR#: 4

DATE: 5/24/2018

FIRM NAME: tennis Mgt. Partners

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	² 30	
o Project Approach	30	29	Budget - 7month re-bid Pickleball low income areas. proven local experience Unclear if same team is staying together for this proposal
o Project Manager	15	15	
o Project Team	15	14	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL			
	100	98	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: Professional Tennis Contract

RFP/RFQ#: RECX-180044-DM

EVALUATOR#: 4

DATE: 5/24/2018

FIRM NAME: Tennis Mgt Partners

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	What other projects are they taking on? Pasco?
o Capability of Meeting Time and Budget	45	40	Revenue doesn't include sponsorships/grants Subcontractor @ 158K? based on clay court revenues-
TOTAL	100	90	

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EVALUATOR#: 4

DATE: 5/24/2018

FIRM NAME: Steve Cook

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	
o Capability of Meeting Time and Budget	45	40	
TOTAL	100	90	

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EVALUATOR#: 4

DATE: 5/24/2018

FIRM NAME: Steve Cook

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	
o Project Approach	30	25	✓ Great Base tennis ✓ Pickleball Realistic Budget
o Project Manager	15	15	
o Project Team	15	8	commitment no list, has done @ Kroc
o Project Schedule	5	5	excellent budget expectations
o Project Organization	5	5	
TOTAL			
	100	83	