

CITY OF GAINESVILLE
GENERAL GOVERNMENT PURCHASING DIVISION

Please complete the shaded areas of this form.

BID #: HRDX-190032-GD
BID NAME: Executive Search Services
RFQ DUE DATE: 4/10/19

EvaluatorNumber: 2 4/28/2019

LJ LJ

1 page not incl LJ with other proposals

PAGE # of Bid Document	MINIMUM REQUIREMENTS (Must/Should)	10 yrs exp PAGE # of GovHR USA LLC Proposal	35 yrs exp PAGE # of Baker Tilly Virchow Krause, LLP Proposal	3 yrs exp PAGE # of Vinali LLC Proposal	PAGE # of Sunshine Enterprise USA LLC Proposal	45 yrs exp PAGE # of America Consulting LLC Proposal	34 yrs exp PAGE # of Cooperative Personnel Services dba CPS HR Consulting Proposal	20 yrs exp PAGE # of Strategic Government Resources Proposal	21 yrs exp PAGE # of Colin Baeziger & Associates Proposal	SEARCH PAGE # of NP&S Management, Inc dba S. Renee Narlock & Associates Proposal
3	Must be able to demonstrate that the firm has been successfully engaged in providing substantially similar services during the past five (5) years; specifically, the recruitment of executives.	5	15	2 NO	NO	12	1	7	3	21
3	The firm must be willing to participate in executive searches over the next three years - (refer to Section C "Scope and Requested Services", second paragraph) with other executive search firms.	?	?	?	?	2?	3	?	?	?
3	Firm's fee structure (flat rate or percent of salary) using Attachment C shall be deemed complete and include rates for travel and other incidentals as well as cover all services to be provided in conformance with this Request for Qualifications. It shall also be deemed to include all associated contingencies and risks. Pricing will be submitted separately in a sealed envelope for use in contract discussions after the proposals have been submitted, evaluated and awarded.	?	20	?		?	?	?	?	?
3	Consultant's firm shall demonstrate that it complies with all applicable State and Federal professional licensing laws.	?	?	15?	48?	?	2	?	40	?
3	By submitting the Statement of Qualifications, the consultant's firm certifies that it has fully read and understands the RFQ and has full knowledge of general scope, nature, and quality of the work to be performed, the general requirements of the services to be provided, and the conditions under which the services are to be performed.	?	3	16?		19	28	1	343	
4	Consultant shall provide proof of insurance in a form acceptable to the City, which gives the City 30 days' written notice (except the City will accept ten (10) days written notice for non-payment) prior to cancellation or material change in coverage, in the amounts as noted below:	?	?	?	45 p.?	?	27	5	37	?

* Baker Tilly partnered w Springshed workers in 2019 - no public strong public sector employment exp outside of Springshed workers. hired SW for EO director search - o/c

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR NUMBER: #2
 FIRM NAME: NPS Management

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	45	Under on # of years exp References reflect SVL since 2011. NPS S. Renee Nardak Resume reflects 25 yrs of recruiting experience which includes other Company (S)
o Capability of Meeting Time ^{Frame} and Budget	45	45	
TOTAL	100	90	

Evaluator Signature: *[Signature]* Date: 4/28/2019

WRITTEN PROPOSAL EVALUATION

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR#: #2
 FIRM NAME: NP+S Management

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	
o Project Approach	30	25	
o Project Manager	15	10	
o Project Team	15	15	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	85	

Evaluator Signature: [Signature] Date: 4/28/2019

WRITTEN PROPOSAL EVALUATION

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR#: JE2
 FIRM NAME: MGT Consulting Group

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	15	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	90	

Evaluator Signature: [Signature] Date: 4/28/2016

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR NUMBER: 42
 FIRM NAME: MGT Consulting Group

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	45	
o Capability of Meeting Time ^{Frame} and Budget	45	45	
TOTAL	100	90	

Evaluator Signature: [Signature] Date: 4/28/2019

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR NUMBER: # 2
 FIRM NAME: Strategic Government Resources

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	45	20 years public sector. w/ roles in public sector leadership understanding of public sector structure challenges unique to public sector over 500 govt clients in 47 states. (w/ spread national presence) submit #1
o Capability of Meeting Time and Budget	45	0	Unclear on timeline, not provided in submission
TOTAL	100	45	

Evaluator Signature: [Signature] Date: 4/28/2019

WRITTEN PROPOSAL EVALUATION

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR#: #2
 FIRM NAME: Strategic Government Resources

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	
o Project Approach	30	20	
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	0	
o Project Organization	5	3	
TOTAL	100	78	

Evaluator Signature: [Signature] Date: 4/28/2015

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

Please complete one form for each submittal

PROJECT: Executive Search Services

RFQ#: HRDX-190032-GD

EVALUATOR NUMBER: 2

FIRM NAME: Vinali Staffing

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
b Ability	55	0	New in industry 3 years. Does not meet 5 year (see p. considerations) qualifications
c Capability of Meeting Time ^{Frame} and Budget	45	0	unclear no timeline provided.
TOTAL	100	0	

Evaluator Signature: [Signature] Date: 6/28/19

WRITTEN PROPOSAL EVALUATION

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR#: #2
 FIRM NAME: Vimali Staffing

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	10	
o Project Approach	30	15	
o Project Manager	15	10	
o Project Team	15	10	
o Project Schedule	5	0	
o Project Organization	5	0	
TOTAL	100	45	

Evaluator Signature: [Signature] Date: 4/28/2015

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR NUMBER: 2
 FIRM NAME: Gov HR

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Ability	55	45	2yr candidate guarantee, 19yrs industry exp (various) public sector
Capability of Meeting Time ^{Frame} and Budget	45	40	unclear of overall hiring xline pp 2-7
TOTAL	100	85	

Evaluator Signature: [Signature] Date: 4/28/2015

WRITTEN PROPOSAL EVALUATION
Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR#: 2
 FIRM NAME: Gov HDC

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	<i>Unklar on overall xline</i>
o Project Approach	30	15	
o Project Manager	15	15	
o Project Team	15	10	
o Project Schedule	5	3	
o Project Organization	5	3	
TOTAL	100	81	

Evaluator Signature: *[Signature]* Date: 4/28/2019

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR NUMBER: #2
 FIRM NAME: CPS HR Consulting

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	45	
o Capability of Meeting Time ^{Frame} and Budget	45	45	
TOTAL	100	90	

Evaluator Signature: [Signature] Date: 4/28/2019

WRITTEN PROPOSAL EVALUATION

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR#: #2
 FIRM NAME: CPS HR. Consulting

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	<p>public sector experience for 34 years, nationwide exp working w/ over 1200 public non profits.</p> <p>Detailed, organized, detailed timeline</p> <p>project team members former public sector ee's - knowledgeable of public sector's great challenges unique to public sector</p>
o Project Approach	30	25	
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	80	

Evaluator Signature: [Signature] Date: 4/28/2019

WRITTEN PROPOSAL EVALUATION

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR#: #2
 FIRM NAME: Sunshine Enterprises

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	0	
o Project Approach	30	20	
o Project Manager	15	15	
o Project Team	15	10	
o Project Schedule	5	5	
o Project Organization	5	3	
TOTAL	100	53	

Evaluator Signature: [Signature] Date: 4/28/2015

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR NUMBER: #2
 FIRM NAME: Sunshine Enterprises

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	0	New company established in 2016, Does not meet 5yr delivery SIC required in RFQ (See profile of President - Rth. (pages not #'d))
o Capability of Meeting Time ^{Frame} and Budget	45	45	
TOTAL	100	845	

Evaluator Signature: [Signature] Date: _____

WRITTEN PROPOSAL EVALUATION
Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR#: _____
 FIRM NAME: Colin Baenziger + Associates

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	Extensive government experience + firm dn presence
o Project Approach	30	25	
o Project Manager	15	15	
o Project Team	15	10	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	90	

Evaluator Signature: [Signature] Date: 4/28/2019

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

Please complete one form for each submittal

PROJECT: Executive Search Services RFQ#: HRDX-190032-GD
 EVALUATOR NUMBER: _____
 FIRM NAME: COTIN Baenziger + Associates

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	CB+A extensive ex. ex. search exp public sector 21 years exp firm in 32 states, significant fl presence provides team building free onsite presence as needed (p7) (city provides budget, org chart, strategic plan if not on site) CB former city SR mgr
o Capability of Meeting Time ^{Frame} and Budget	45	45	page 4 + 7
TOTAL	100	95	

Evaluator Signature: [Signature] Date: 4/28/2019

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

Please complete one form for each submittal

PROJECT: Executive Search Services

RFQ#: HRDX-190032-GD

EVALUATOR NUMBER: _____

FIRM NAME: Baker

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	40	recently partnered w/ Springskel leaders to expand public sector exp. in 2019 overall 35 years public + private Restrictions/exceptions noted Section III B, J, + N (p 3) 2 year candidate guarantee
o Capability of Meeting Time and Budget	45	45	
TOTAL	100	85	

Evaluator Signature: [Signature]

Date: 4/28/19

WRITTEN PROPOSAL EVALUATION
Please complete one form for each submittal

PROJECT: Executive Search Services
 EVALUATOR#: # 2
 FIRM NAME: DRIVER 7

RFQ#: HRDX-190032-GD

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	
o Project Approach	30	25	
o Project Manager	15	10	
o Project Team	15	10	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	80	

Evaluator Signature: [Signature] Date: 4/28/2019

TECHNICAL & WRITTEN RECAP PROPOSAL QUALIFICATIONS EVALUATION

Use this form to consolidate your evaluations for each vendor

PROJECT: Executive Search Services

RFQ#: HRDX-190032-GD

EVALUATOR#: #2

DATE: 4/28/2019

FIRM NAMES	TECHNICAL QUALIFICATIONS (0-100)	WRITTEN PROPOSAL (0-100)	TOTAL POINTS	RANKING
1 GovHR USA, LLC	71	85	156	6
2 Baker Tilly Virchow Krause, LLP	85	80	165	5
3 Vinali LLC	0	45	45	9
4 Sunshine Enterprise USA LLC dba Sunshine Enterprise USA	45	53	98	8
5 MGT of America Consulting, LLC	90	90	180	3
6 Cooperative Personnel Services dba CPS HR Consulting	90	90	180	1
7 Strategic Government Resources	45	78	123	7
8 Colin Baenziger & Associates	95	90	185	2
9 NP&S Management, Inc dba S. Renee Narlock & Associates	90	85	175	4