

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH  
 EVALUATOR#: 1 DATE: 9/24/16  
 FIRM NAME: Baker Tilly

| TECHNICAL QUALIFICATIONS (100 PTS)      | POINT VALUE | POINTS AWARDED | COMMENTS                                                                                                                                        |
|-----------------------------------------|-------------|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------|
| o Ability                               | 55          | 45             | <ul style="list-style-type: none"> <li>• Good experience with govt.</li> <li>• stress planning and communication throughout project.</li> </ul> |
| o Capability of Meeting Time and Budget | 45          | 45             |                                                                                                                                                 |
| TOTAL                                   | 100         | 90             |                                                                                                                                                 |

**WRITTEN PROPOSAL EVALUATION**

PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH

EVALUATOR#: 1 DATE: 9/26/10

FIRM NAME: Balcer Tilly

| WRITTEN PROPOSAL (100 PTS)         | POINT VALUE | POINTS AWARDED    | COMMENTS                                      |
|------------------------------------|-------------|-------------------|-----------------------------------------------|
| o Project Understanding/Experience | 30          | <del>30</del> 20  | Project team of 6                             |
| o Project Approach                 | 30          | 30                | Fixed fee contract                            |
| o Project Manager                  | 15          | 10                | Timeline is realistic (8 months)              |
| o Project Team                     | 15          | 15                | Experience w/ a Variety of Vendors Seems low. |
| o Project Schedule                 | 5           | 5                 |                                               |
| o Project Organization             | 5           | 5                 |                                               |
| TOTAL                              | 100         | <del>100</del> 85 |                                               |

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH  
 EVALUATOR#: 1 DATE: 9/26/10  
 FIRM NAME: Berry Durr

| TECHNICAL QUALIFICATIONS (100 PTS)      | POINT VALUE | POINTS AWARDED      | COMMENTS                                                                                                                                                                                    |
|-----------------------------------------|-------------|---------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| o Ability                               | 55          | 55                  | <ul style="list-style-type: none"> <li>• Has experience and understanding of a vast majority of ERP solutions.</li> <li>• Project team of 7 and a realistic timeline. (7 months)</li> </ul> |
| o Capability of Meeting Time and Budget | 45          | <del>45</del><br>40 | <ul style="list-style-type: none"> <li>• Fixed fee contract is a Plus.</li> <li>• CGI experience</li> </ul>                                                                                 |
| TOTAL                                   | 100         | <del>95</del><br>95 |                                                                                                                                                                                             |

**WRITTEN PROPOSAL EVALUATION**

PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH

EVALUATOR#: 1 DATE: 9/26/16

FIRM NAME: Berry Dunn

| WRITTEN PROPOSAL (100 PTS)         | POINT VALUE | POINTS AWARDED | COMMENTS                                                                                              |
|------------------------------------|-------------|----------------|-------------------------------------------------------------------------------------------------------|
| o Project Understanding/Experience | 30          | 30             |                                                                                                       |
| o Project Approach                 | 30          | 30             | <ul style="list-style-type: none"> <li>Familiar w/ Municipal ERP systems.</li> </ul>                  |
| o Project Manager                  | 15          | 15             | <ul style="list-style-type: none"> <li>Long history of working with FL govt organizations.</li> </ul> |
| o Project Team                     | 15          | 15             |                                                                                                       |
| o Project Schedule                 | 5           | 5              | <ul style="list-style-type: none"> <li>PMP and utilizes best practices from PMI</li> </ul>            |
| o Project Organization             | 5           | 5              |                                                                                                       |
| TOTAL                              |             | 100            |                                                                                                       |

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PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH  
 EVALUATOR#: 1 DATE: 9/26/16  
 FIRM NAME: Chrysalis

| TECHNICAL QUALIFICATIONS (100 PTS)      | POINT VALUE | POINTS AWARDED | COMMENTS                                                                                                                                                                                                                                                                                                          |
|-----------------------------------------|-------------|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| o Ability                               | 55          | 40             | <ul style="list-style-type: none"> <li>• <del>Vendor</del> experience</li> <li>• Experience w/ vendors seems limited</li> <li>• Only 3 project team members. And 6-8 month timeline. Should this be a concern?</li> <li>• Time and Materials, <del>concern</del> should we be concerned with averages.</li> </ul> |
| o Capability of Meeting Time and Budget | 45          | 45             |                                                                                                                                                                                                                                                                                                                   |
| TOTAL                                   | 100         | 85             |                                                                                                                                                                                                                                                                                                                   |

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PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH

EVALUATOR#: 1 DATE: 9/26/16

FIRM NAME: Chrysalis

| WRITTEN PROPOSAL (100 PTS)         | POINT VALUE | POINTS AWARDED | COMMENTS                                                                                                                                                                                                        |
|------------------------------------|-------------|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| o Project Understanding/Experience | 30          | 25             | <p><del>25</del> Vendor Knockout Criteria is a plus. Project Schedule seems aggressive w/ only 3 project team members. Basing this on the size of our organization and the complex nature of our processes.</p> |
| 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 ✓           |                                                                                                                                                                                                                 |

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PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH  
 EVALUATOR#: 1 DATE: 9/26/16  
 FIRM NAME: Plante Moran

| TECHNICAL QUALIFICATIONS (100 PTS)      | POINT VALUE | POINTS AWARDED | COMMENTS                                                                                                                                                                                                                             |
|-----------------------------------------|-------------|----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| o Ability                               | 55          | 55             | <ul style="list-style-type: none"> <li>· Best experience w/ a variety of vendors.</li> <li>· CGI experience</li> <li>· University and college town experience.</li> <li>· Uses PMI approach.</li> <li>· Project team of 8</li> </ul> |
| o Capability of Meeting Time and Budget | 45          | 45             |                                                                                                                                                                                                                                      |
| TOTAL                                   | 100         | 100            |                                                                                                                                                                                                                                      |

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PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH

EVALUATOR#: 1 DATE: 9/24/16

FIRM NAME: Pante Moran

| WRITTEN PROPOSAL (100 PTS)         | POINT VALUE | POINTS AWARDED | COMMENTS                                                                                                                                                                         |
|------------------------------------|-------------|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| o Project Understanding/Experience | 30          | 30             | <ul style="list-style-type: none"> <li>. Uses PMI project mgmt approach</li> <li>. Project team is very experienced.</li> <li>. No sub-consultants or subcontractors.</li> </ul> |
| 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         | 95             |                                                                                                                                                                                  |

## TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH  
 EVALUATOR#: 1 DATE: 9/20/14

FIRM NAME: Soft Resources

| TECHNICAL QUALIFICATIONS (100 PTS)      | POINT VALUE | POINTS AWARDED | COMMENTS                                                                                     |
|-----------------------------------------|-------------|----------------|----------------------------------------------------------------------------------------------|
| o Ability                               | 55          | 50             | <p><del>Project team</del><br/>                     Project team looks very experienced.</p> |
| o Capability of Meeting Time and Budget | 45          | 45             | <p>Fixed fee contract a plus.</p>                                                            |
| TOTAL                                   | 100         | 95 ✓           |                                                                                              |

**WRITTEN PROPOSAL EVALUATION**

PROJECT: RFP for Enterprise Resource Planning (ERP) Consulting Services RFP#: FADM-170007-DH

EVALUATOR#: 1 DATE: 9/26/16

FIRM NAME: Soft Resources

| WRITTEN PROPOSAL (100 PTS)         | POINT VALUE | POINTS AWARDED   | COMMENTS                                                   |
|------------------------------------|-------------|------------------|------------------------------------------------------------|
| o Project Understanding/Experience | 30          | <del>25</del> 25 | • 3 day work shops schedule may be difficult to coordinate |
| o Project Approach                 | 30          | 25               | • Timeline seems realistic (10 months)                     |
| o Project Manager                  | 15          | <del>15</del> 15 | • Project team totals 6                                    |
| o Project Team                     | 15          | <del>10</del> 10 |                                                            |
| o Project Schedule                 | 5           | 5                |                                                            |
| o Project Organization             | 5           | 5                |                                                            |
| TOTAL                              | 100         | 85               |                                                            |