

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services
 EVALUATOR#: 1
 FIRM NAME: Alcalde & Fay

RFP#: SIDX-180004-DH
 DATE: 5/15/2017

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	29	successful: grant writing, public safety, roads/bridges
o Project Approach	30	29	
o Project Manager	15	15	
o Project Team	15	14	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	97	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 1 DATE: 5/15/2017
 FIRM NAME: Alcalde & Fay

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	54	
o Capability of Meeting Time and Budget	45	43	
TOTAL	100	97	✓

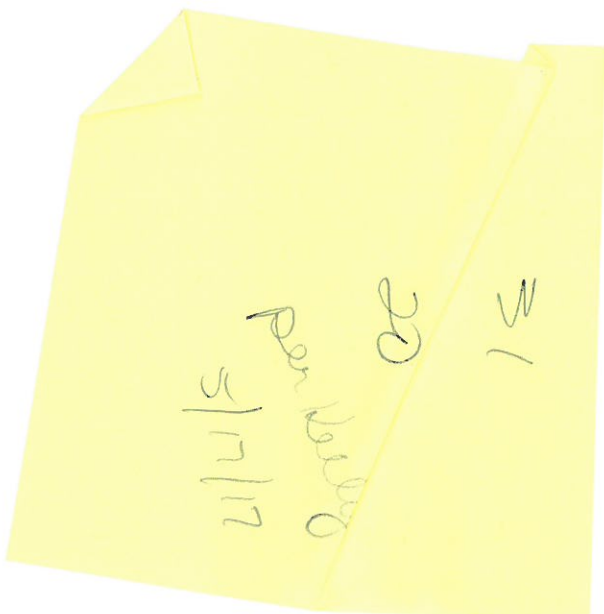
WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 1 DATE: _ / _ / 5/15/2017
 FIRM NAME: Florida Management Proposal

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	23	
o Project Approach	30	14	
o Project Manager	15	12	
o Project Team	15	12	MW/W, sub-contracted firm former years contractor
o Project Schedule	5	3	
o Project Organization	5	3	
TOTAL	100	67	✓

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 1 DATE: 5/15/2017
 FIRM NAME: Florida Management Proposal

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Ability Capability of Meeting Time and Budget	55	55	
TOTAL	100	51	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services
 EVALUATOR#: 1
 FIRM NAME: Gray Robinson

RFP#: SIDX-180004-DH
 DATE: 5/15/2017

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	27	
o Project Approach	30	22	
o Project Manager	15	13	
o Project Team	15	13	
o Project Schedule	5	4	
o Project Organization	5	4	
TOTAL			
	100	83	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services
 EVALUATOR#: 1
 FIRM NAME: Gray Robinson

RFP#: SIDX-180004-DH
 DATE: 5/15/2017

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	22	
o Capability of Meeting Time and Budget	45	35	
TOTAL	100	57	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services

RFP#: SIDX-180004-DH

EVALUATOR#: 1

DATE: 5/15/2017

FIRM NAME: Van Scoyoc

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	28	
o Project Approach	30	27	
o Project Manager	15	14	
o Project Team	15	14	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	93 ✓	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 1 DATE: 5/15/2017
 FIRM NAME: Van Scoyoc

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	53	
o Capability of Meeting Time and Budget	45	42	
TOTAL	100	95 ✓	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH

EVALUATOR#: 2 DATE: _____

FIRM NAME: FAY

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	53	
o Capability of Meeting Time and Budget	45	42	
TOTAL	100	95 ✓	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH

EVALUATOR#: 2 DATE:

FIRM NAME: Alcalde & Fay

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	27	
o Project Approach	30	25	
o Project Manager	15	12	
o Project Team	15	10	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	84 ✓	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 2 DATE: _____
 FIRM NAME: Focus Management Solutions

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	
o Capability of Meeting Time and Budget	45	42	
TOTAL	100	92	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH

EVALUATOR#: 2 DATE: _____

FIRM NAME: Focused Management Solution

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	Local Firm with an out Town Firm jointly make up the organization
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 ✓	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 2 DATE: _____
 FIRM NAME: Gray + Robinson

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	23	
o Capability of Meeting Time and Budget	45	22	
TOTAL	100	45 ✓	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH

EVALUATOR#: 2 DATE: _____

FIRM NAME: Gray / Robinson

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	15	Lack of Experience in Working on the Federal level — Proposal lacked detailed information on the Federal Lobbyist Experience — Question Smith + Peabody What's the Federal connection?
o Project Approach	30	10	
o Project Manager	15	10	
o Project Team	15	10	
o Project Schedule	5	5	
o Project Organization	5	3	
TOTAL	100	53 ✓	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 2 DATE: _____
 FIRM NAME: Van Scoyoc

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	
o Capability of Meeting Time and Budget	45	42	
TOTAL	100	92	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 2 DATE: _____
 FIRM NAME: Scyol

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	
o Project Approach	30	25	
o Project Manager	15	12	
o Project Team	15	15	
o Project Schedule	5	3	
o Project Organization	5	3	
TOTAL			
	100	85	27 pts

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 3 DATE: 5-15-17
 FIRM NAME: Alcalde + Fay

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	44	
o Capability of Meeting Time and Budget	45	40	
TOTAL	100	84 ✓	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH

EVALUATOR#: 3 DATE: 2-15-17

FIRM NAME: Alcalde + Fay

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	
o Project Approach	30	15	
o Project Manager	15	15	
o Project Team	15	13	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	83 ✓	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services

RFP#: SIDX-180004-DH

EVALUATOR#: 3

DATE: 5-15-17

FIRM NAME: FMS/MWW

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	35	
o Capability of Meeting Time and Budget	45	45	
TOTAL	100	80 ✓	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH

EVALUATOR#: 3 DATE: 5-15-17

FIRM NAME: FMS/mww

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	
o Project Approach	30	30	
o Project Manager	15	10	
o Project Team	15	10 1/2	
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	90.5 ✓	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 3 DATE: 5-15-17
 FIRM NAME: *Gray Robinson*

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	44	
o Capability of Meeting Time and Budget	45	10	
TOTAL	100	54	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH

EVALUATOR#: 3 DATE: 5-15-17

FIRM NAME: Gray Robinson

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	23	
o Project Approach	30	15	
o Project Manager	15	15	
o Project Team	15	11	
o Project Schedule	5	5	
o Project Organization	5	-2	
TOTAL	100	67	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH
 EVALUATOR#: 3 DATE: 5-15-17
 FIRM NAME: Van Scoyoc Associates

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	45	
o Capability of Meeting Time and Budget	45	30	
TOTAL	100	75 ✓	

WRITTEN PROPOSAL EVALUATION

PROJECT: RFP for Federal Lobbying & Advocacy Services RFP#: SIDX-180004-DH

EVALUATOR#: 3 DATE: 5-15-17

FIRM NAME: Jan Scopey Gyrovalde

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	
o Project Approach	30	30	
o Project Manager	15	15	
o Project Team	15	14	
o Project Schedule	5	5	
o Project Organization	5	-2	
TOTAL	100	92	

WRITTEN PROPOSAL EVALUATION SUMMARY

PROJECT: RFP for Federal Lobbying & Advocacy Services

RFP#: SLDX-180004-DH

DATE: May 15, 2017

FIRM NAMES	EVALUATOR 1					EVALUATOR 2					EVALUATOR 3					RANKING POINT TOTAL	RANK	FINAL RANKING		
	TECHNICAL	WRITTEN	PRICE	LP	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	PRICE	LP	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	PRICE				LP	TOTAL POINTS
1 Alcade & Fay, Ltd	97.00	97.00	66.67	0.00	260.67	1	95.00	84.00	66.67	0.00	245.67	1	84.00	83.00	66.67	0.00	233.67	1	3	1
2 Florida Management Solutions	51.00	67.00	30.00	13.34	161.34	4	92.00	80.00	30.00	13.34	215.34	3	80.00	90.50	30.00	13.34	213.84	3	10	3
3 GrayRobinson, P.A.	57.00	83.00	62.50	13.34	215.84	3	45.00	53.00	62.50	13.34	173.84	4	54.00	67.00	62.50	13.34	196.84	4	11	4
4 Van Scoyoc Associates, Inc.	95.00	93.00	55.56	0.00	243.56	2	92.00	83.00	55.56	0.00	230.56	2	75.00	92.00	55.56	0.00	222.56	2	6	2
5																				
6																				
7																				
8																				
9																				