

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 5

DATE: 12/13/2017

FIRM NAME: Extensys



TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	35	
o Capability of Meeting Time and Budget	45	37	
TOTAL	100	72	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 4

DATE: 12/13/2017

FIRM NAME: Extensys, Inc.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability <i>15 yrs exper.</i>	55	35	Proposal itself riddled with typos & very difficult to follow order of info. No tabs, hard to find info referenced in evaluation criteria. Proposal lacks attention to detail & relays little interest in our project & concerns me on ability to have attention to detail on project.
o Capability of Meeting Time and Budget	45	35	Unsure - price proposal includes multiple T&M/hourly rate items. Very limited answer to unforeseen issues - just states they've "developed and executed several situations." Appendix B did provide examples of prior props & time & budget being met, but didn't describe projects. No schedule provided.
TOTAL	100	70	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 3

DATE: 12/13/2017

FIRM NAME: Extensys, Inc.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	
o Capability of Meeting Time and Budget	45	20	
TOTAL	100	70	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 1

DATE: 12/13/2017

FIRM NAME: Extensys, Inc.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	42	
Resumes	20	15	Have the expertise to do the work
Past projects	5	5	
Local govt.	10	10	
Familiarity with	5	2	
Communication	15	10	
o Capability of Meeting Time and Budget	45	27	
Remote or onsite	15	5	Not clear Not mentioned about city's need
Familiarity City's	10	2	
Planned vs. Actual	10	10	
Change Order	10	10	
TOTAL			
	100	69	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

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EVALUATOR#: 2

DATE: 12/13/2017

FIRM NAME: Extensys, Inc.

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

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 5

DATE: 12/13/2017

FIRM NAME: Berry, Dunn, McNeil & Parker, LLC



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	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 4

DATE: 12/13/2017

FIRM NAME: Berry Dunn McNeil & Parker, LLC

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	55	Multiple examples of customers similar to COG. Technical experience, certifications education qualify to do job. Sufficient staff assigned and dedicated to this project.
o Capability of Meeting Time and Budget	45	35	Provided budgets from previous projects similar to COG w/ similar actual costs. Clearly identified each component of pricing as requested.
TOTAL	100	90	Didn't provide timelines vs actual completion in examples.

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DATE: 12/13/2017

FIRM NAME: Berry Dunn McNeil & Parker, LLC

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	<p><i>I really liked the break down of cost by phase.</i></p> <p><i>Great proposal.</i></p>
o Capability of Meeting Time and Budget	45	45	
TOTAL	100	95	

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PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 1

DATE: 12/13/2017

FIRM NAME: Berry Dunn McNeil & Parker, LLC

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	41	<i>(Resumes Shared) Lacking network or server expertise</i>
Resumes	20	10	
Past Projects	5	5	
Local govt	10	10	
Florida Law	5	4	
Communication Plan	15	12	
o Capability of Meeting Time and Budget	45	45	<i>Very clear, part-time</i>
Remote or Onsite	15	10	
Similarity City's needs	10	10	
Planned Vs Actual	10	10	
Change Order	10	10	
TOTAL			
	100	81	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

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EVALUATOR#: 2

DATE: 12/13/2017

FIRM NAME: Berry Dunn McNeil & Parker, LLC

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	40	
o Capability of Meeting Time and Budget	45	35	
TOTAL	100	75	

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services

RFP#:

CMGR-180039-MS

EVALUATOR#:

Hoffman

DATE:

12/13/2017

FIRM NAME: Berry, Dunn, McNeil & Parker, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Methodology Approach	20	<i>18</i>	
Ability to meet timeline and budget	20	<i>20</i>	
Cities Proposed Project Approach	20	<i>18</i>	
Market Differentiating Factors	20	<i>16</i>	
Team Structure	20	<i>18</i>	
TOTAL			
	100	<i>90</i>	

See back also

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services

RFP#:

CMGR-180039-MS

EVALUATOR#:

Hoffman

DATE:

12/13/2017

FIRM NAME: Extensys, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Methodology Approach	20	11	
Ability to meet timeline and budget	20	20	
Cities Proposed Project Approach	20	12	
Market Differentiating Factors	20	15	
Team Structure	20	17	
TOTAL	100	75	

WRITTEN PROPOSAL EVALUATION

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EVALUATOR#: 4

DATE:

12/13/2017

FIRM NAME: Extensys, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Methodology Approach	20	18	Approach provided reasonable. Suggests use of pilots - unsure where that fits in eval of infrastructure and product selection. No detail on managing unforeseen events.
Ability to meet timeline and budget	20	15	Price proposal not broken down as requested. Many T&M TBDS. Prior projs mentioned re: Amed budget don't include project description for comparison. No time line/sched.
Cities Proposed Project Approach	20	15	Provided standard approach which seems reasonable but didn't provide schedule or details related to City's Project.
Market Differentiating Factors	20	15	CISCO innovation award. Focused on Smart Cities Solutions rather than project at hand. Presented that they have broad tech expertise across various industries. Didn't reference specific govt exper. as advantage
Team Structure	20	20	Team qualifications are strong. Had to infer Org chart from pricing table and resumes.
TOTAL	100	83	

* "Pinellas County" instead of "City of Gainesville" on front cover.
 TOC lists pages 32 & 33 but neither were in packet. P. 33 was to be Preferences.

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services

RFP#:

CMGR-180039-MS

EVALUATOR#: 4

DATE:

12/13/2017

FIRM NAME: Berry, Dunn, McNeil & Parker, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Methodology Approach	20	20	Project list included multiple Govt agencies & described project & size. Show expertise in Doc Mgmt, Budget & infrastructure. Approach laid out clearly w/ noted deliverables.
Ability to meet timeline and budget	20	15	Multiple examples of successful projects similar in size and scope to COG's. Steps laid out clearly but no schedule/generic Gantt chart.
Cities Proposed Project Approach	20	18	Identified deliverables & what is needed from COG. Gov't focus.
Market Differentiating Factors	20	20	Multiple Govt clients - expertise there - important due to unique gov't requirements. Long term experience across multiple platforms.
Team Structure	20	20	
TOTAL	100	93	Team structure clearly defined. Members have tech qualif and exper on gov't proj's like COG's.

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#:3

DATE: 12/13/2017

FIRM NAME: Extensys, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	20	<i>Cookie after approach -</i>
o Project Approach	30	25	<i>see above</i>
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	0	<i>did not see this -</i>
o Project Organization	5	3	
TOTAL			
	100	28	

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#:3

DATE: 12/13/2017

FIRM NAME: Berry Dunn McNeil & Parker, LLC

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	<p>overall well presented proposal. listed deliverable at each step. Make me, so an IT novice more comfortable with the assessment.</p>
o Project Approach	30	30	
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	3	
o Project Organization	5	5	
TOTAL	100	98-	

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services **RFP#:** **CMGR-180039-MS**

EVALUATOR#: 042 **DATE:** **12/13/2017**

FIRM NAME: Berry, Dunn, McNeil & Parker, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Methodology Approach	20	20	
Ability to meet timeline and budget	20	15	
Cities Proposed Project Approach	20	15	
Market Differentiating Factors	20	15	
Team Structure	20	15	
TOTAL	100	80	

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services

RFP#:

CMGR-180039-MS

EVALUATOR#:

B & Z

DATE:

12/13/2017

FIRM NAME: Extensys, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Methodology Approach	20	10	
Ability to meet timeline and budget	20	15	
Cities Proposed Project Approach	20	15	
Market Differentiating Factors	20	10	
Team Structure	20	15	
TOTAL	100	65	

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services

RFP#:

CMGR-180039-MS

EVALUATOR#: *21*

DATE:

12/13/2017

FIRM NAME: Extensys, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Methodology Approach	20	18	
Ability to meet timeline and budget	20	15	
Cities Proposed Project Approach	20	5	
Market Differentiating Factors	20	10	
Team Structure	20	15	
TOTAL			
	100	63	

WRITTEN PROPOSAL EVALUATION

PROJECT: IT Consulting Services

RFP#:

CMGR-180039-MS

EVALUATOR#:

21

DATE:

12/13/2017

FIRM NAME: Berry, Dunn, McNeil & Parker, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
Methodology Approach	20	<i>15</i>	
Ability to meet timeline and budget	20	<i>15</i>	
Cities Proposed Project Approach	20	<i>15</i>	
Market Differentiating Factors	20	<i>15</i>	
Team Structure	20	<i>15</i>	
TOTAL	100	<i>75</i>	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 1

DATE: 1/25/2018

FIRM NAME: Berry Dunn McNeil & Parker, LLC

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Scope of Work	40	30	
o Responsiveness to Questions	50	35	
o IT Consulting Firm Team	10	10	
TOTAL	100	75	

Signature _____

PROPOSAL PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

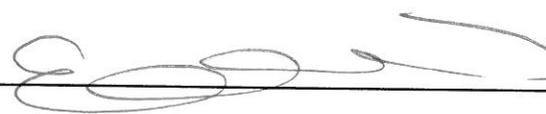
EVALUATOR#: 2

DATE: 1/25/2018

FIRM NAME: Berry Dunn McNeil & Parker, LLC

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Scope of Work	40	35	
o Responsiveness to Questions	50	45	
o IT Consulting Firm Team	10	10	
TOTAL	100	90	

Signature _____



PROPOSAL PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 3

DATE: 1/25/2018

FIRM NAME: Berry Dunn McNeil & Parker, LLC

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Scope of Work	40	35	Presentation Delivery Experience Tight Very Tight
o Responsiveness to Questions	50	45	
o IT Consulting Firm Team	10	10	
TOTAL	100	90	

Signature



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PROJECT: IT Consulting Services

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EVALUATOR#: 4

DATE: 1/25/2018

FIRM NAME: Berry Dunn McNeil & Parker, LLC

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Scope of Work	40	40	<p><i>CFE, CPA, CGC10 qualified Clearly understand scope of requested work. Have experience in same project types</i></p>
o Responsiveness to Questions	50	50	
o IT Consulting Firm Team	10	10	
TOTAL	100	100	

Signature *Aimee McNeil*

PROPOSAL PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

EVALUATOR#: 5

DATE: 1/25/2018

FIRM NAME: Berry Dunn McNeil & Parker, LLC

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Scope of Work	40	35	
o Responsiveness to Questions	50	50	
o IT Consulting Firm Team	10	10	
TOTAL	100	95	

Signature _____

