

SBWMA Collection Services RFP: Description of Cost Proposal Criteria

SBWMA Collection Services RFP issued on November 1, 2007; Section 6.2.4

Criteria: Cost Proposal

(1,000 or 33% of 3,000 total achievable evaluation points)

Sub-criteria prescribed in the RFP:

1. Reasonableness of Cost Proposals. Logical relationship between proposed costs and operational assumptions for the base cost proposal and the cost proposal for additional Member Agency services.
2. Competitiveness of Cost Proposals. Cost competitiveness relative to other proposals.
3. Value to Member Agencies. The level of value provided given the relative cost for that service.

Scoring Results for Five Evaluators

(1,000 points or 33% of the 3,000 Total Achievable Evaluation Points)

| Overall Ranking | Company | Total Points Achievable for Cost Proposal Criteria | Total Points Awarded for Cost Proposal Criteria | Percentage of Achievable Points for Cost Proposal Criteria |
|-----------------|----------|--|---|--|
| 1 | Norcal | 1,000 | 884 | 88.4% |
| 2 | BEST | 1,000 | 719 | 71.9% |
| 3 | Allied | 1,000 | 802 | 80.2% |
| 4 | Republic | 1,000 | 649 | 64.9% |

It is important to note that Allied submitted the lowest cost proposal and was awarded the maximum points from each evaluator for sub-criterion #2 – “Competitiveness of Cost Proposals;” however, the proposal lost points based on the “Reasonableness” and “Value” sub-criteria as compared to the other proposals and was ranked second overall in the Cost Proposal criteria behind Norcal.

While Norcal submitted a cost proposal that was marginally higher than Allied’s, the company achieved more points due to the overall strength of its Cost Proposal in “Reasonableness,” “Competitiveness” and “Value” as compared to the other proposals.

BEST submitted a cost proposal that was significantly higher than those submitted by Norcal and Allied, thus the company was awarded significantly fewer points for its Cost Proposal.

Republic submitted a cost proposal that was significantly higher than those submitted by the other three proposers and the company was awarded even fewer points than BEST for its Cost Proposal.

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**Table 6-1
Evaluation Criteria and Maximum Evaluation Score**

| Criteria | Maximum Evaluation Score |
|---|--|
| Responsiveness to RFP | Pass/fail |
| Company qualifications and experience | 150 |
| Proposal for collection services (Includes both Core and Optional Services) | 150 |
| Cost proposal (Includes both Core and Optional Services) | 200 |
| Alternative technical proposals | <i>Score, if any, to be determined (SBWMA and Member Agencies are not obligated to evaluate alternative proposals)</i> |
| Other matters of concern to the SBWMA Board and Member Agencies' Council/Boards | <i>To be determined if additional criteria are added</i> |
| Number and Materiality of Exceptions | 50 |
| Environmental Enhancements | 50 |
| Total Maximum Score | 600 |

*The achievable evaluation scores denoted in Table 1 (above) of the Collection Services RFP was used as the basis for scoring by each member of the Evaluation Team.