

# Rutherford Evaluation Committee Recommendations for the *Custodial and Management Services RFP*

## 1. List of Proposers:

- GCA
- Pritchard
- Temco

2. Cost of Proposals (Listed alphabetically) :

| PROPOSAL FORM A - PRICING   |  | GCA  |                               |                            | Pritchard                  |                            |                            | Temco                      |                            |                            |                             |                            |                            |
|---|--|--|-------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|-----------------------------|----------------------------|----------------------------|
| Description   | Details                                    | 10-01-2013 to 6-30-2014                    |                               | 7-1-2014 to 6-30-2015      |                            | 10-01-2013 to 6-30-2014    |                            | 7-1-2014 to 6-30-2015      |                            | 10-01-2013 to 6-30-2014    |                             | 7-1-2014 to 6-30-2015      |                            |
|   |  | %  | Total Charges                 | %                          | Total Charges              | %                          | Total Charges              | %                          | Total Charges              | %                          | Total Charges               | %                          | Total Charges              |
| Custodial   | Charge for Employee Wages                  |  | \$242,904.92                  |                            | \$323,873.22               |                            | \$156,000.00               |                            | \$208,000.00               |                            | \$91,406.25                 |                            | \$121,875.00               |
|   | Charge for Employee Health Care Benefits   | 34%  | \$82,979.00                   | 37%                        | \$118,467.00               | 34%                        | \$53,760.00                | 36%                        | \$75,126.02                | 37%                        | \$33,600.15                 | 37%                        | \$44,800.20                |
|   | Charge for Employee Other Fringe Benefits  | 1%   | \$3,598.00                    | 1%                         | \$3,598.00                 | 8%                         | \$11,852.08                | 7%                         | \$14,337.67                | 2%                         | \$1,384.65                  | 2%                         | \$1,846.20                 |
|   | Charge for Employee Payroll Taxes          | 17%  | \$40,905.19                   | 17%                        | \$54,540.25                | 18%                        | \$27,859.60                | 20%                        | \$40,640.49                | 20%                        | \$18,458.91                 | 20%                        | \$24,611.88                |
|   | PROPOSAL FORM A - PRICING                  | (195 Work Days x 8 hrs. per day)           | 1560                          |                            | 1560                       |                            | 1560                       |                            | 1560                       |                            | 1560                        |                            | 1560                       |
|   | Number of FTEs (1 FTE=2080 Hours per Year) | 12.348                                     | FTEs                          | 8.00                       | FTEs                       | 8.00                       | FTEs                       | 4.69                       | FTEs                       | 12.348                     | FTEs                        | 4.69                       |                            |
|   | Average Hourly Wage Rate                   | 12.61                                      | Excluding Benefits & Taxes    | 12.50                      | Excluding Benefits & Taxes | 12.50                      | Excluding Benefits & Taxes | 12.50                      | Excluding Benefits & Taxes | 12.61                      | Excluding Benefits & Taxes  | 12.50                      | Excluding Benefits & Taxes |
| Custodial - Lead  | Charge for Employee Wages                  |  | \$0.00                        |                            | \$0.00                     |                            | \$80,184.00                |                            | \$106,912.00               |                            | \$133,087.50                |                            | \$177,450.00               |
|   | Charge for Employee Health Care Benefits   | 0%   | \$0.00                        | 0%                         | \$0.00                     | 34%                        | \$26,880.00                | 34%                        | \$35,840.00                | 35%                        | \$47,040.21                 | 35%                        | \$62,720.28                |
|   | Charge for Employee Other Fringe Benefits  | 0%   | \$0.00                        | 0%                         | \$0.00                     | 7%                         | \$5,218.64                 | 7%                         | \$7,442.72                 | 1%                         | \$1,992.96                  | 1%                         | \$2,657.28                 |
|   | Charge for Employee Payroll Taxes          | 0%   | \$0.00                        | 0%                         | \$0.00                     | 18%                        | \$14,319.83                | 18%                        | \$19,461.60                | 20%                        | \$26,867.16                 | 20%                        | \$35,822.88                |
|   |  | Number of Hours 10-01-2013 to 6-30-2014    | 1560                          |                            | 1560                       |                            | 1560                       |                            | 1560                       |                            | 1560                        |                            | 1560                       |
|   | Number of FTEs (1 FTE=2080 Hours per Year) | 0.00                                       | FTEs                          | 4.00                       | FTEs                       | 4.00                       | FTEs                       | 6.56                       | FTEs                       | 0.00                       | FTEs                        | 6.56                       |                            |
|   | Average Hourly Wage Rate                   | \$0.00                                     | Excluding Benefits & Taxes    | \$12.85                    | Excluding Benefits & Taxes | \$12.85                    | Excluding Benefits & Taxes | \$13.00                    | Excluding Benefits & Taxes | \$0.00                     | Excluding Benefits & Taxes  | \$13.00                    | Excluding Benefits & Taxes |
| Custodial Overtime  | Charge for Employee Wages                  |  | \$18,271.89                   |                            | \$24,343.61                |                            | \$18,619.65                |                            | \$24,806.93                |                            | \$18,537.54                 |                            | \$24,697.53                |
|   | Charge for Employee Payroll Taxes          | 17%  | \$3,069.68                    | 17%                        | \$4,097.03                 | 17%                        | \$3,165.34                 | 18%                        | \$4,348.45                 | 18%                        | \$3,330.27                  | 18%                        | \$4,440.36                 |
|   |  | Number of Hours 10-01-2013 to 6-30-2014    | 966                           | Hrs.                       | 966                        | Hrs.                       | 966                        | Hrs.                       | 966                        | Hrs.                       | 966                         | Hrs.                       | 966                        |
|   |  | Number of FTEs (1 FTE=2080 Hours per Year) | 1,287                         | Hours                      | 1,287                      | Hours                      | 1,287                      | Hours                      | 1,287                      | Hours                      | 1,287                       | Hours                      | 1,287                      |
|   |  | Average Hourly Wage Rate                   | \$18.92                       | Excluding Benefits & Taxes | \$19.28                    | Excluding Benefits & Taxes | \$19.28                    | Excluding Benefits & Taxes | \$19.19                    | Excluding Benefits & Taxes | \$18.92                     | Excluding Benefits & Taxes | \$19.19                    |
| On-Site Managers  | Charge for Employee Wages                  |  | \$29,640.00                   |                            | \$39,520.00                |                            | \$32,292.00                |                            | \$43,056.00                |                            | \$29,640.00                 |                            | \$39,520.00                |
|   | Charge for Employee Health Care Benefits   | 23%  | \$6,720.00                    | 24%                        | \$9,594.00                 | 0%                         | \$0.00                     | 2%                         | \$996.00                   | 14%                        | \$4,167.00                  | 14%                        | \$5,556.00                 |
|   | Charge for Employee Other Fringe Benefits  | 2%   | \$790.40                      | 2%                         | \$790.40                   | 3%                         | \$937.12                   | 3%                         | \$1,437.78                 | 2%                         | \$521.64                    | 2%                         | \$695.52                   |
|   | Charge for Employee Payroll Taxes          | 17%  | \$4,991.38                    | 17%                        | \$6,655.17                 | 17%                        | \$5,626.18                 | 18%                        | \$7,609.49                 | 12%                        | \$3,553.56                  | 12%                        | \$4,738.08                 |
|   |  | Number of Hours 10-01-2013 to 6-30-2014    | 1560                          |                            | 1560                       |                            | 1560                       |                            | 1560                       |                            | 1560                        |                            | 1560                       |
|   | Number of FTEs (1 FTE=2080 Hours per Year) | 1.00                                       | FTEs                          | 1.00                       | FTEs                       | 1.00                       | FTEs                       | 1.00                       | FTEs                       | 1.00                       | FTEs                        | 1.00                       |                            |
|   | Average Hourly Wage Rate                   | \$19.00                                    | Excluding Benefits & Taxes    | \$20.70                    | Excluding Benefits & Taxes | \$20.70                    | Excluding Benefits & Taxes | \$19.00                    | Excluding Benefits & Taxes | \$19.00                    | Excluding Benefits & Taxes  | \$19.00                    | Excluding Benefits & Taxes |
| Clerical  | Charge for Employee Wages                  |  | \$0.00                        |                            | \$0.00                     |                            | \$0.00                     |                            | \$0.00                     |                            | \$0.00                      |                            | \$0.00                     |
|   | Charge for Employee Health Care Benefits   | 0%   | \$0.00                        | 0%                         | \$0.00                     | 0%                         | \$0.00                     | 0%                         | \$0.00                     | 0%                         | \$0.00                      | 0%                         | \$0.00                     |
|   | Charge for Employee Other Fringe Benefits  | 0%   | \$0.00                        | 0%                         | \$0.00                     | 0%                         | \$0.00                     | 0%                         | \$0.00                     | 0%                         | \$0.00                      | 0%                         | \$0.00                     |
|   | Charge for Employee Payroll Taxes          | 0%   | \$0.00                        | 0%                         | \$0.00                     | 0%                         | \$0.00                     | 0%                         | \$0.00                     | 0%                         | \$0.00                      | 0%                         | \$0.00                     |
|   |  | Number of Hours 10-01-2013 to 6-30-2014    | 1560                          |                            | 1560                       |                            | 1560                       |                            | 1560                       |                            | 1560                        |                            | 1560                       |
|   | Number of FTEs (1 FTE=2080 Hours per Year) | 0.00                                       | FTEs                          | 0.00                       | FTEs                       | 0.00                       | FTEs                       | 0.00                       | FTEs                       | 0.00                       | FTEs                        | 0.00                       |                            |
|   | Average Hourly Wage Rate                   | \$0.00                                     | Excluding Benefits & Taxes    | \$0.00                     | Excluding Benefits & Taxes | \$0.00                     | Excluding Benefits & Taxes | \$0.00                     | Excluding Benefits & Taxes | \$0.00                     | Excluding Benefits & Taxes  | \$0.00                     | Excluding Benefits & Taxes |
| Contractor Start Up Charges – attach detail breakdown                       |  |  | \$3,752.00                    |                            | \$5,002.67                 |                            | \$0.20                     |                            | \$0.27                     |                            | \$0.00                      |                            | \$0.00                     |
| Total amount amortized over 3 years & approx. 9 mo                          |  | Input Amount                               | \$18,760                      |                            | \$1                        |                            | \$0                        |                            | \$0                        |                            | \$0                         |                            | \$0                        |
| Contractor Equipment Budget/Pool (\$20,000 over 3 years & approx. 9 months) |  |  | \$4,000.00                    |                            | \$5,333.33                 |                            | \$4,000.00                 |                            | \$5,333.33                 |                            | \$4,000.00                  |                            | \$5,333.33                 |
| Contractor Charge for Computerized Quality Assurance System                 |  |  | \$250.00                      |                            | \$250.00                   |                            | \$1.00                     |                            | \$1.00                     |                            | \$200.00                    |                            | \$266.67                   |
| Contractor Charge for Office and or Warehouse Rent                          |  |  | NA                            |                            | NA                         |                            | \$1.00                     |                            | \$1.00                     |                            | \$0.00                      |                            | \$0.00                     |
| Contractor Charge for Green Custodial Supplies and On-Going Operating Costs |  |  | NA                            |                            | NA                         |                            | \$3,697.26                 |                            | \$4,227.55                 |                            | \$0.00                      |                            | \$0.00                     |
| Contractor Charge for On-Going Operating Costs                              |  |  | \$13,382.25                   |                            | \$17,843.00                |                            | \$0.00                     |                            | \$0.00                     |                            | \$4,428.57                  |                            | \$5,904.76                 |
| Contractor Management Fee   |  | 5.0%                                       | \$24,600.00                   | 5.0%                       | \$33,950.00                | 3.3%                       | \$15,625.14                | 3.3%                       | \$21,954.41                | 1.5%                       | \$6,588.63                  | 1.5%                       | \$9,417.36                 |
| District Charge for Contract Monitoring                                     |  |  | \$9,000.00                    |                            | \$12,000.00                |                            | \$9,000.00                 |                            | \$12,000.00                |                            | \$9,000.00                  |                            | \$12,000.00                |
| <b>TOTAL CONTRACT CHARGE YEAR ONE</b>                                       |  |  | \$488,657.10                  |                            | \$625,385.38               |                            | \$469,039.04               |                            | \$625,385.38               |                            | \$437,805.00                |                            | \$625,385.38               |
| <b>TOTAL CONTRACT CHARGE YEAR ONE (Prorated @ 2080hrs)</b>                  |  |  | \$651,542.80                  |                            | \$842,166.67               |                            | \$625,385.38               |                            | \$842,166.67               |                            | \$583,740.00                |                            | \$842,166.67               |
| <b>Increase for 2014-15 - Input Amount</b>                                  |  |  | 2.0%                          | \$13,340.00                |                            | 4.3%                       | \$27,166.99                |                            | 7.2%                       | \$42,166.67                |                             | \$13,340.00                |                            |
| <b>TOTAL CONTRACT CHARGE YEAR TWO</b>                                       |  |  | \$673,197.67                  |                            | \$660,699.68               |                            | \$660,699.68               |                            | \$660,699.68               |                            | \$626,520.00                |                            | \$660,699.68               |
| <b>TOTAL CONTRACT CHARGE YEARS ONE AND TWO</b>                              |  |  | \$1,161,854.77                |                            | \$1,129,738.72             |                            | \$1,129,738.72             |                            | \$1,129,738.72             |                            | \$1,064,325.00              |                            | \$1,129,738.72             |
| Total for Health Benefits   |  |  | \$89,699.00                   |                            | \$128,061.00               |                            | \$80,640.00                |                            | \$111,962.02               |                            | \$84,807.36                 |                            | \$113,076.48               |
| Total for Other Fringe Benefits   |  |  | \$4,190.80                    |                            | \$4,388.40                 |                            | \$18,007.84                |                            | \$23,218.16                |                            | \$3,899.25                  |                            | \$5,199.00                 |
| Total for Employee Payroll Taxes excluding overtime                         |  |  | \$45,896.56                   |                            | \$61,195.42                |                            | \$47,805.61                |                            | \$67,711.58                |                            | \$48,879.63                 |                            | \$65,172.84                |
| Does proposal form A1 Healthcare Costs Match?                               |  |  | -                             |                            | Yes                        |                            | -                          |                            | No, matches partial year   |                            | -                           |                            | No, matches partial year   |
| Does Staffing in Pricing Match Form C Staffing?                             |  |  | No, 13.348 vs 13.384 staffing |                            | -                          |                            | No, 13 vs 13.385 staffing  |                            | -                          |                            | No 12.25 vs 14.125 staffing |                            | -                          |
| Number assumed taking Healthcare  |  |  | 13.348                        |                            | -                          |                            | 12                         |                            | -                          |                            | 13                          |                            | -                          |

**3. Recommendation of the Rutherford Custodial RFP Proposal Committee:**

The following was the criteria used by committee in evaluating the proposals:

| CRITERIA<br>The criteria that will be considered in evaluating proposals are:   | Weighting Factor | Points (5 is highest) |
|---|------------------|-----------------------|
| <b>1. Program Price:</b> What is the price of the program proposed and its impact upon the district's operating budgets? Are the charges detailed in the proposal form realistic; i.e., health care costs, payroll taxes, management fee, etc.  | 15%              | 1 to 5                |
| <b>2. Contractor's financial viability, strength, capability and record of performance:</b> Considers the contractor's capability and experience as measured by financial statements, performance record, litigation, years in the industry, number of public school districts served and references.   | 10%              | 1 to 5                |
| <b>3. On-Site Supervisor:</b> Considers the references; proposal resumes, face to face interviews and any other method to discover the capabilities and skill level of the on-site management. At a minimum the proposed candidate must demonstrate the following:<br><b>On- site Supervisor(s):</b> <ul style="list-style-type: none"> <li>• Must have at least three year's experience in managing a comparable sized public school district.</li> <li>• Must have more than four years' experience in the facilities management industry.</li> <li>• Must have a high school diploma or GED equivalent diploma.</li> <li>• Must be in the process of obtaining or have a Black Seal License by 10-15-2013.</li> <li>• Must be fluent in English.</li> </ul>                | 25%              | 1 to 5                |
| <b>4. Staffing Viability:</b> Considers whether wages are sufficient to recruit and maintain a stable workforce by comparing the Contractors proposed wage rates to the NJ Dept. of Labor's most current New Jersey Department of Labor OES survey for median average wages for the District's county for custodial, management and clerical positions, consultant's recommendation as well as to current wage rates. Are benefits and paid time off provided/offered and employee contribution to insurance premiums and copays/deductibles sufficient to recruit and maintain a stable workforce? Also considers whether the number of custodial, management and clerical staff provided/recommended by the Contractor is sufficient to meet the Scope of Work in this RFP? | 25%              | 1 to 5                |
| <b>5. Contractor's Proposed Program:</b> Is the contractor's program, systems, training, and procedures for custodial and management services thorough and comprehensive to meet the scope of work?   | 15%              | 1 to 5                |
| <b>6. Contractor's Startup/Transition Plan:</b> Is the contractor's startup plan customized to the start of this program? Is the plan detailed from pre- planning (30 days prior to the start of the contract) through the start of the contract and the first three months to December 31, 2013? Did it detail the additional management/resources they will be providing as well as the startup task, any requirements for the District, implementation date, estimated completion date, and who is responsible (name and title)? Did the plan have 100 or more different (not repetitive) tasks listed covering the startup activities in implementation, management, HR, custodial and training? Was it submitted in Excel format or a Gantt chart?                       | 15%              | 1 to 5                |

Upon review of the proposals submitted, and based upon the RFP evaluation criteria, the committee concludes that the Pritchard proposal is most advantageous for the Rutherford Board of Education. The following evaluation scores resulted as scored by the evaluation committee:

1. GCA-18.825
2. **Pritchard-21.050 Highest Score**
3. Temco- 14.325

The following details each members score as well as the summary for each company.

| Rutherford Evaluations of Award Criteria for Custodial & Management Services     |             |                     |                         |              |               |                 |               |       |
|--|-------------|---------------------|-------------------------|--------------|---------------|-----------------|---------------|-------|
| Committee Member: Mr. Josph Kelly  |             | Weighing<br>Percent | Points Awarded (1 to 5) |              |               | Weighted Points |               |       |
| CRITERIA   |             |                     | GCA                     | Pritchard    | Temco         | GCA             | Pritchard     | Temco |
| Program Price  | 15%         | 3.00                | 4.00                    | 5.00         | 0.450         | 0.600           | 0.750         |       |
| Contractor's financial viability, strength, capability and record of performance | 10%         | 5.00                | 4.00                    | 3.00         | 0.500         | 0.400           | 0.300         |       |
| On-Site Supervisor   | 25%         | 3.00                | 3.00                    | 3.00         | 0.750         | 0.750           | 0.750         |       |
| Staffing Viability   | 25%         | 4.00                | 4.00                    | 1.00         | 1.000         | 1.000           | 0.250         |       |
| Contractor's Proposed Program  | 15%         | 4.00                | 4.00                    | 3.00         | 0.600         | 0.600           | 0.450         |       |
| Contractor's Startup/Transition Plan   | 15%         | 4.00                | 4.00                    | 4.00         | 0.600         | 0.600           | 0.600         |       |
| <b>TOTALS</b>  | <b>105%</b> | <b>23.00</b>        | <b>23.00</b>            | <b>19.00</b> | <b>3.900</b>  | <b>3.950</b>    | <b>3.100</b>  |       |
| Committee Member: Mr. Anthony Paterno  |             |                     |                         |              |               |                 |               |       |
| CRITERIA   |             | Weighing<br>Percent | Points Awarded (1 to 5) |              |               | Weighted Points |               |       |
| CRITERIA   |             |                     | GCA                     | Pritchard    | Temco         | GCA             | Pritchard     | Temco |
| Program Price  | 15%         | 3.00                | 4.00                    | 5.00         | 0.450         | 0.600           | 0.750         |       |
| Contractor's financial viability, strength, capability and record of performance | 10%         | 4.00                | 4.00                    | 1.00         | 0.400         | 0.400           | 0.100         |       |
| On-Site Supervisor   | 25%         | 2.00                | 4.00                    | 3.00         | 0.500         | 1.000           | 0.750         |       |
| Staffing Viability   | 25%         | 3.00                | 4.00                    | 1.00         | 0.750         | 1.000           | 0.250         |       |
| Contractor's Proposed Program  | 15%         | 3.00                | 4.00                    | 1.00         | 0.450         | 0.600           | 0.150         |       |
| Contractor's Startup/Transition Plan   | 15%         | 3.00                | 5.00                    | 1.00         | 0.450         | 0.750           | 0.150         |       |
| <b>TOTALS</b>  | <b>105%</b> | <b>18.00</b>        | <b>25.00</b>            | <b>12.00</b> | <b>3.000</b>  | <b>4.350</b>    | <b>2.150</b>  |       |
| Committee Member: Mr. Bill Mulcahy   |             |                     |                         |              |               |                 |               |       |
| CRITERIA   |             | Weighing<br>Percent | Points Awarded (1 to 5) |              |               | Weighted Points |               |       |
| CRITERIA   |             |                     | GCA                     | Pritchard    | Temco         | GCA             | Pritchard     | Temco |
| Program Price  | 15%         | 3.00                | 4.00                    | 5.00         | 0.450         | 0.600           | 0.750         |       |
| Contractor's financial viability, strength, capability and record of performance | 10%         | 4.00                | 4.50                    | 3.00         | 0.400         | 0.450           | 0.300         |       |
| On-Site Supervisor   | 25%         | 3.00                | 4.00                    | 3.00         | 0.750         | 1.000           | 0.750         |       |
| Staffing Viability   | 25%         | 4.00                | 4.00                    | 2.00         | 1.000         | 1.000           | 0.500         |       |
| Contractor's Proposed Program  | 15%         | 5.00                | 4.00                    | 3.00         | 0.750         | 0.600           | 0.450         |       |
| Contractor's Startup/Transition Plan   | 15%         | 4.50                | 3.00                    | 4.50         | 0.675         | 0.450           | 0.675         |       |
| <b>TOTALS</b>  | <b>105%</b> | <b>23.50</b>        | <b>23.50</b>            | <b>20.50</b> | <b>4.025</b>  | <b>4.100</b>    | <b>3.425</b>  |       |
| Committee Member: Mr. Jack Hurley  |             |                     |                         |              |               |                 |               |       |
| CRITERIA   |             | Weighing<br>Percent | Points Awarded (1 to 5) |              |               | Weighted Points |               |       |
| CRITERIA   |             |                     | GCA                     | Pritchard    | Temco         | GCA             | Pritchard     | Temco |
| Program Price  | 15%         | 4.00                | 4.00                    | 5.00         | 0.600         | 0.600           | 0.750         |       |
| Contractor's financial viability, strength, capability and record of performance | 10%         | 4.00                | 5.00                    | 1.00         | 0.400         | 0.500           | 0.100         |       |
| On-Site Supervisor   | 25%         | 3.00                | 5.00                    | 3.00         | 0.750         | 1.250           | 0.750         |       |
| Staffing Viability   | 25%         | 5.00                | 5.00                    | 2.00         | 1.250         | 1.250           | 0.500         |       |
| Contractor's Proposed Program  | 15%         | 5.00                | 5.00                    | 3.00         | 0.750         | 0.750           | 0.450         |       |
| Contractor's Startup/Transition Plan   | 15%         | 5.00                | 4.00                    | 3.00         | 0.750         | 0.600           | 0.450         |       |
| <b>TOTALS</b>  | <b>105%</b> | <b>26.00</b>        | <b>28.00</b>            | <b>17.00</b> | <b>4.500</b>  | <b>4.950</b>    | <b>3.000</b>  |       |
| Committee Member: Ms. Joan Carrion   |             |                     |                         |              |               |                 |               |       |
| CRITERIA   |             | Weighing<br>Percent | Points Awarded (1 to 5) |              |               | Weighted Points |               |       |
| CRITERIA   |             |                     | GCA                     | Pritchard    | Temco         | GCA             | Pritchard     | Temco |
| Program Price  | 15%         | 3.00                | 4.00                    | 5.00         | 0.450         | 0.600           | 0.750         |       |
| Contractor's financial viability, strength, capability and record of performance | 10%         | 4.00                | 3.00                    | 3.00         | 0.400         | 0.300           | 0.300         |       |
| On-Site Supervisor   | 25%         | 3.00                | 3.00                    | 2.00         | 0.750         | 0.750           | 0.500         |       |
| Staffing Viability   | 25%         | 3.00                | 4.00                    | 2.00         | 0.750         | 1.000           | 0.500         |       |
| Contractor's Proposed Program  | 15%         | 3.00                | 4.00                    | 2.00         | 0.450         | 0.600           | 0.300         |       |
| Contractor's Startup/Transition Plan   | 15%         | 4.00                | 3.00                    | 2.00         | 0.600         | 0.450           | 0.300         |       |
| <b>TOTALS</b>  | <b>105%</b> | <b>20.00</b>        | <b>21.00</b>            | <b>16.00</b> | <b>3.400</b>  | <b>3.700</b>    | <b>2.650</b>  |       |
| TOTALS   |             |                     |                         |              |               |                 |               |       |
| CRITERIA   |             | Weighing<br>Percent | Points Awarded (1 to 5) |              |               | Weighted Points |               |       |
| CRITERIA   |             |                     | GCA                     | Pritchard    | Temco         | GCA             | Pritchard     | Temco |
| Program Price  | 15%         | 16.00               | 20.00                   | 25.00        | 2.400         | 3.000           | 3.750         |       |
| Contractor's financial viability, strength, capability and record of performance | 10%         | 21.00               | 20.50                   | 11.00        | 2.100         | 2.050           | 1.100         |       |
| On-Site Supervisor   | 25%         | 14.00               | 19.00                   | 14.00        | 3.500         | 4.750           | 3.500         |       |
| Staffing Viability   | 25%         | 19.00               | 21.00                   | 8.00         | 4.750         | 5.250           | 2.000         |       |
| Contractor's Proposed Program  | 15%         | 20.00               | 21.00                   | 12.00        | 3.000         | 3.150           | 1.800         |       |
| Contractor's Startup/Transition Plan   | 15%         | 20.50               | 19.00                   | 14.50        | 3.075         | 2.850           | 2.175         |       |
| <b>TOTALS</b>  | <b>105%</b> | <b>110.50</b>       | <b>120.50</b>           | <b>84.50</b> | <b>18.825</b> | <b>21.050</b>   | <b>14.325</b> |       |

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1. GCA: 18.825 Points - GCA came in third for pricing. The school districts served and references had them rank first regarding Contractor's Capability and Record of Performance. In reviewing the resume and interview of GCA's proposed candidate, they tied for second for On-Site Management. GCA ranked second for Staffing Viability. GCA came in second for the Contractors Proposed Program as they met the requirements in the RFP. GCA received the highest ranking for Contractor's Startup/Transition Plan as it was detailed and organized.
  2. Pritchard: 21.050 Points – Pritchard took second in pricing. Pritchard received the second highest score for Contractor's Capability and Record of Performance due to their references, corporate support and resources. In reviewing the resume and the interview of Pritchard's proposed candidate, they received the highest ranking for On-Site Management Team. Due to their proposed staffing, Pritchard received the highest ranking for Staffing Viability. Pritchard achieved the highest score for Contractor's Proposed Program as they met the requirements of the RFP. Finally their Startup Plan/Transition Plan ranked second for its comprehensiveness as it was slightly less detailed than GCA's.
  3. Temco: 14.325 Points - Temco came in first in regards to Program Price. Because of past performance at the District they ranked third for Contractor's Capability and Record of Performance. After reviewing the proposed management's resume and interview, Temco tied for second for On Site Management. They proposed the least amount of custodial FTE's which led to them ranking last for Staffing Viability. Temco ranked last for Contractor's Proposed Program and for their Start Up/Transition Plan because they lacked the comprehensiveness and detail of the other two.