

RFP Evaluation Summary for RFP 20-500559 Home Delivered & Shelf Stable Meal Services for Seniors (Multiyear Contract)

| PROPOSERS:                    | Meals on Wheels Atlanta  | Lagniappe Catering One  | Revolution Foods, Inc.   | Supreme Foods Worldwide, Inc.   |
|-------------------------------|--|---|--|---|
| <b>Criteria</b>               |  |   |  |   |
| Technical Approach            | Their technical approach was very clear and they clearly identified a training program. They have a great capacity to complete the project. A thorough background check policy is in place.                | Very clear on their approach. Their Quality Assurance plan was not very thorough. The responder did not display an adequate amount of capacity to manage and deliver the service. | They have the capacity for the project. More clarity is needed on overall technical approach. Their model is contingent on creating vast partnerships in DeKalb County to complete project. It may prove difficult by not being local. | No information on subcontractor. Very unclear on who has documented and outlined responsibilities. No clear business delineation. Technical approach not clear. |
| Project Management            | Meals on Wheels met the criteria in this section. They provided an outline of the orientation training and recruitment strategies. A method to ensure client satisfaction was satisfactorily demonstrated. | No staff orientation plan. Demonstrated lack of experience. No staff retention strategies. No training descriptions. Lack of a cohesive plan to project manage the project.       | Project management plan was clear. More emphasis is needed on placed on training. Incorporated use of technology. Proposed utilization of refrigerated trucks to ensure temperature of meals during delivery.                          | An orientation schedule was not provided. An adequate training breakdown was not provided.  |
| Personnel                     | Meals on Wheels provided sufficient details to demonstrate coverage for this project. They are willing to interface with DeKalb County and are open to suggestions to make the program successful.         | No RD listed. Vague listing of staff. No background checks and no organizational chart.   | Staffing pattern not clear. Lack of information about FTE's percentage of commitment to project.   | An orientation schedule was not provided. An adequate training breakdown was not provided.  |
| Organizational Qualifications | A history of successfully working with DeKalb County to resolve issues has been established.   | No documented capacity. No mention of interfacing with DeKalb County on a continuous basis.   | Need more information about qualifications. No plan on interfacing with DeKalb County. No plans for a remote office in DeKalb.   | Sustainability has not been outlined well. The interface with the County is extremely unclear.  |
| Financial Responsibility      | According to the DeKalb County Finance Department, although they are small, Meals on Wheels appears to be okay.  | Not fiscally stable. Only 92K in equity.  | Not fiscally solvent, Financial liabilities. Not having financial capabilities.  | Sustainability has not been outlined well. The interface with the County is extremely unclear.  |
| References                    | Earned a score of 3.6. References were favorable.  | Not clear on references. Only 2 out of 3 references.  | References were provided; service recovery demonstrated after several concerns within infrastructure.  | All references were provided.   |
| LOCAL SMALL BUSINESS/ GFE     | Earned the maximum score of 10. Obtained LSBE DeKalb Participation.  | GFE was obtained.   | GFE was obtained.  | Earned the maximum score of 10. Obtained LSBE DeKalb Participation  |