

	A-Action Janitorial Svs, Inc.	CBI Int'l Group, Inc.	Executive Realty Solutions, Inc.	MJ Lawn & Mtc Svs.	The Simmons Group	Yellowstone Landscape, Inc.
Technical Approach - 15	Provided most info on QA. Inadequate tech approach, Provided CPA	Did not provide technical approach. Provided CPA	Little info on technical approach that did not adequately address, no detail. Provided CPA	Provided a brief description and summary of technical approach. Provided CPA	No response submitted. Provided CPA	Met and provided detailed response, made site assessments Provided CPA
Project Management - 15	Provided Q&A experience in depth, described communication and org chart	Provided a picture of services of work by weekday. No written response.	Minimal response as to actual management	Provided a brief description but addressed project mgnt.	No response submitted	Described in detail project management
Personnel -15	Org chart, 5 resumes only 2 w/landscaping. Met 3/4 but no detail. Did not provide adequate staffing for zones.	No response. Did not provide org chart, resumes or personnel.	3 resumes office mgt. no landscaping exp. Only 30% subs w/experience	Provided resumes and org charts and personnel with significant landscaping exp	No response submitted	Provided resumes for team, org chart and responsibilities of each.
Organizational Qualifications - 10	26 years in janitorial svs. Subcontractor (20%) had the landscaping experience.	No information submitted	No Org qualifications in landscaping.	Provided qualifications and experience (25 years)	No response submitted	20 years, Detailed company qualifications
Financials -10	Small balance sheet, no cash flow, missing documents unable to thoroughly review, even though they submitted financial docs.	No balance sheet or cash flow statements, 2019 docs only, small balance sheet	Submitted 2015,2017 & 2020, no cash flow, missing current documents unable to thoroughly review	Submitted documents for 3 years as requested, good assets, small balance sheet	Submitted Schedule C for all 3 years, unable to thoroughly review.	Submitted documents. Largest balance sheet, largest equity, been in business the longest. No cash flow for 2019 or 2020.
References - 10	Submitted 3/5 required ref Prime and 3/3 for the Sub.	Submitted ref for litter/site cleanup not landscaping 3/5	Refs debris removal, pond mtc, right of way, lot clearing	Very Good references with landscaping experience 4/5 and subs	Good References, not comparable to zones, 4/5	Excellent references, and good sub references (1)

LSBE - 10 max	Prime is DeKalb LSBE	Prime is DeKalb LSBE	Prime is DeKalb LSBE	Prime is DeKalb LSBE	Prime is DeKalb LSBE	2 Subs one LSBE-DeKalb and one MSA
Equipment - 5	Limited equipment and 7 Mowers	Limited equipment, only 3 mowers	Limited equipment. Only 3 mowers.	21 Mowers, Trimmers, Edgers, Blowers and other Inventory of equipment exceeded requirements	10 Mowers, 12 Blowers, Average Equipment	20+ Big dog and Exmark Mowers, Trimmers and Blowers. Inventory and equipment exceeded requirements
Cost - 10	See separate cost scoring sheet for scoring by zone.					