

Evaluation Summary Report

RFP No. 24-500664, Standby Mechanical Engineering and Energy Support Services (Multiyear)

	PROPOSERS			
	Johnson, Spellman & Associates, Inc.	RAYMOND	S.L. King & Associates, Inc.	TLC Engineering Solutions
Criteria				
Technical Approach	Vague, no timeline, qualifications only, based on previous experience. Did not list HVAC or DDC control consultation. Provided experience.	No Clarity, Knowledgeable of various mechanical equipment.	Described technical approach very well. Addressed HVAC troubleshooting well. Very well written. Clear Tech Approach.	Majority of info was licensing obtained. Little info on troubleshooting. No details, not clear on design approach. Vague.
Project Management	No Reporting Procedures with status updates. Acknowledges cost effective system, conducts PM meetings, plans, review and field investigations.	Project Mgmt experience is ok but is not clear on similar size company. Did not meet qualifications. One single point of contact, subcontractors use	Some of the 'how' questions not answered. However, Centralizes project mgmt, develop policies, methods and tools, supporting team allocation of resources and managers.	Unclear on how projects are managed. Information missing. No details. Lacks details on how PM will be performed.
Personnel	Response time is vague. Solid personnel with a wealth of experience.	Team is limited, not enough people to work on projects, jeopardized quality. Low in personnel.	Solid personnel with great experience. Will use a lot of subs.	No Team Directory, where did they work prior to TLC. Solid personnel with good experience.
Organizational Qualifications & Experience	36 years. Good experience and worked with the County with excellent performance	32 years of experience but does not list where, no extensive work that pertains to our SOW. Projects fairly recent.	28 years, good reputation, very diverse clients in many sectors.	In business does not answer operation under another name. qualifications are vague ie what did they do and how. 68 years worked in many sectors in Ga.
References	Received 2/3 references. Favorable	No Responses received from Prime or Sub references. Made 3 attempts via email and phone	Received 2/3 references. Favorable.	All references received and were favorable. No Subcontractor references responded.
Financial Responsibility	No Cash Flow or Balance Sheet, Provided Income Statements. Small but in business for good length of time.	Provided only 2 years of financial docs. Audited Statements and financials are okay	No Cash Flow, Small but in business for good length of time.	Good Financials, Cash is good and Equity.
DeKalb First Ordinance Participation	The Prime is LSBE MSA	LSBE DeKalb Participation (10%) (applied formula)	LSBE DeKalb Participation (20%)	LSBE MSA Participation (20%)