

DeKalb County - Department of Purchasing and Contracting

RFP Evaluation Summary for RFP No. 2024-100004 Comprehensive Housing Plan

PROPOSERS:	Community Scale LLC	Enterprise Community Partners, Inc.	KB Advisory Group
Criteria			
Technical Approach	Six-phase plan, strong outreach, underserved community experience, some execution gaps, clear timeline	Clear step-by-step plan, strong outreach strategy, well-defined County and Enterprise roles, and a detailed month-by-month schedule.	Strong use of data sources, customized methods for DeKalb, clear public engagement plan, defined roles, and realistic phased schedule
Project Management	Project management plan with client portal, biweekly calls and deliverable tracking, use of subcontractor Sycamore, and strong tools, staffing, and software listed."	Clear team structure and roles, strong reporting system), subcontractor roles identified, and good detail on tools, technology, and staff.	Team members and roles clearly defined, biweekly reports and visual timeline provided, well-integrated team roles, and good detail on bios, software, and engagement tools.
Personnel	Five key staff identified but no org chart , LSBE-DeKalb subcontractor included, detailed resumes provided	Team and subcontractors identified with resumes, Sycamore Consulting named but role explanation was weak, relevant team experience shown in resumes.	Team and subs are well-qualified with DeKalb experience , subcontractor roles clearly defined, strong local qualifications .
Organizational Qualifications	New firm (formed in 2023) with experienced staff, only 2 years old, and no history of debarment.	Enterprise shows strong national and local housing experience, over 40 years of stability, and no history of debarment or suspension.	Strong experience and qualifications, over 10 years under current name (founded 2011), and no federal debarment or exclusion.
Financial Responsibility	According to the DeKalb County Finance Department, Community Scale LLC just started in 2023 and is very small. Info provided does say the Principals have at least 15 years of experience.	According to the DeKalb County Finance Department, Cash & cash flow are stable. Although small, a big plus that the company has been around since 1992	According to the DeKalb County Finance Department, KB did not provide enough data to assess. There is 1 cash flow & 1 income statement (both 2021 -2024); ½ of a balance sheet.
References	Earned the maximum score of 5. References were favorable.	Earned the maximum score of 5. References were favorable.	Earned the maximum score of 5. References were favorable.
Local Small Business Enterprise (LSBE) Participation	Obtained 20% LSBE-DeKalb participation and received 10 points.	Obtained 25% LSBE-DeKalb participation and received 10 points.	Obtained 20% LSBE-DeKalb participation and received 10 points.