

P20-01, HVAC Services Award Summary Max Points Available: 100	Conditioned Air	Mechanical Services	Gee Heating & Air	B&W Mechanical	Capital City Mechanical	Georgia Mechanical	Galgon	Johnson Controls
Criteria / Points Available								
30 Points Available (See Non-Cost Tab For Breakdown)	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00
Cost: 70 Points Available (See Cost Evaluation Tab For Breakdown)	70.00	59.10	56.70	53.70	53.00	52.40	48.20	44.50
TOTAL	100.00	89.10	86.70	83.70	83.00	82.40	78.20	74.50
Notes	Awarded Contract & Included in Vendor Pool For HVAC Services	Awarded Contract & Included in Vendor Pool For HVAC Services	Awarded Contract & Included in Vendor Pool For HVAC Services	Awarded Contract & Included in Vendor Pool For HVAC Services	Awarded Contract & Included in Vendor Pool For HVAC Services	Awarded Contract & Included in Vendor Pool For HVAC Services	Contract Not Awarded - FCS determined the cutoff for the number of vendors to be included in the contractor pool would be six total. Galgon was outside the cutoff after final evaluations.	Contract Not Awarded - FCS determined the cutoff for the number of vendors to be included in the contractor pool would be six total. Johnson Controls was outside the cutoff after final evaluations.

P20-01, HVAC Services Non-Cost Evaluation Max Points Available: 30	Johnson Controls	Mechanical Services Inc.	Gee Heating & Air	B&W Mechanical	Capital City	Georgia Mechanical	Galgon	Conditioned Air
Criteria / Points Available								
Contractor Qualifications - Criteria 1-5 Points Available: 30	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%	Excellent - 100%
Total Score Points Available:	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00
Notes: Non-Cost Determined Utilizing Scoring Matrix Relative to Points Available: Excellent=100%, Very Good= 90%, Good=80%, Adequate=70%, Marginal=50%, Poor=25%, Unacceptable=0%								

P20-01, HVAC Services Cost Evaluation Max Points Available:70	Johnson Controls	Capital City Mechanical	Conditioned Air Systems	B&W Mechanical	Galgon	Georgia Mechanical	Gee Heating & Air	Mechanical Services Inc.
	Labor Rates	Labor Rates	Labor Rates	Labor Rates	Labor Rates	Labor Rates	Labor Rates	Labor Rates
Licensed HVAC Tech	\$122.00 - Normal \$181.00 - Overtime	\$98.00 - Normal \$147.00 - Overtime	\$85.00 - Normal \$98.00 - Overtime	\$95.00 - Normal \$140.00 - Overtime	\$108.00 - Normal \$162.00 - Overtime	\$95.00 - Normal \$142.50 - Overtime	\$90.00 - Normal \$135.00 - Overtime	\$95.00 - Normal \$130.00 - Overtime
HVAC Helper	\$95.00 - Normal \$139.00 - Overtime	\$73.50 - Normal \$110.25 - Overtime	\$45.00 - Normal \$58.00 - Overtime	\$70.00 - Normal \$105.00 - Overtime	N/A	N/A	\$70.00 - Normal \$90.00 - Overtime	\$60.00 - Normal \$85.00 - Overtime
Other	N/A	N/A	Kitchen \$85.00/\$98.00	N/A	N/A	VRF/Refrigeration Chiller \$115.00/\$172.50	Refrigeration Tech \$100/\$140	N/A
Percentage Mark-up For Parts	25%	25%	10%	30%	20%	25%	20%	20%
Percentage Mark-up For Rental Equipment	17%	15%	10%	15%	20%	10%	15%	10%
Other	Labor rates do not include Chiller technicians or control technicians.		Kitchen is HVAC only not food prep.					No charge for trip charges or truck charges on service calls.

P20-01, HVAC Services Labor & Materials Cost Evaluation Max Points Available: 40	Johnson Controls	Capital City Mechanical	Conditioned Air Systems	B&W Mechanical	Galgon	Georgia Mechanical	Gee Heating & Air	Mechanical Services Inc.
Labor = 30 of 40 Cost Points (20/Licensed-10/Helper)								
Licensed HVAC Tech (20 Points)	\$122.00 Hour 85/122=0.69 x 20 = 13.9 Pts	\$98.00 Hour 85/98=0.86 x 20 = 17.3 Pts	\$85.00 Hour Low= 20 Pts	\$95.00 Hour 85/95=0.89 x 20 = 17.9 Pts	\$108.00 Hour 85/95=0.78 x 20 = 15.7 Pts	\$95.00 Hour 85/95=0.89 x 20 = 17.9 Pts	\$90.00 Hour 85/90=0.94 x 20 = 18.9 Pts	\$95.00 Hour 85/95=0.89 x 20 = 17.9 Pts
HVAC Helper (10 Points)	\$95.00 Hour 45/95=0.47 x 10 = 4.7 Pts	\$73.50 Hour 45/73.50=0.61 x 10 = 6.1 Pts	\$45.00 Hour Low= 10 Pts	\$70.00 Hour 45/70=0.64 x 10 = 6.4 Pts	\$108.00 Hour 45/108=0.41 x 10 = 4.2 Pts	\$95.00 Hour 45/95=0.47 x 10 = 4.7 Pts	\$70.00 Hour 45/70=0.64 x 10 = 6.4 Pts	\$60.00 Hour 45/70=0.75 x 10 = 7.5 Pts
Total Labor Points Available: 30	18.60	23.40	30.00	24.30	19.90	22.60	25.30	25.40
Parts and Equipment Rental = 10 of 40 Cost Points (Mark-up Over Cost)								
% Mark-up For Parts (5 Points)	25% 10/25=.40x5= 2 Pts	25% 10/25=.40x5= 2 Pts	10% Low= 5 Pts	30% 10/30=.33X5= 1.6 Pts	20% 10/20=.50x5= 2.5 Pts	25% 10/25=.40x5= 2 Pts	20% 10/20=.50x5= 2.5 Pts	20% 10/20=.50x5= 2.5 Pts
% Mark-up For Rental Equipment (5 Points)	17% 10/17=.58x5= 2.9 Pts	15% 10/15=.66x5= 3.3 Pts	10% Low= 5 Pts	15% 10/15=.66x5= 3.3 Pts	20% 10/20=.50x5= 2.5 Pts	10% Low= 5 Pts	15% 10/15=.66x5= 3.3 Pts	10% Low= 5 Pts
Total Parts and Equipment Points Available: 10	4.90	5.30	10.00	4.90	5.00	7.00	5.80	7.50
Total Cost Points Points Available: 40	23.50	28.70	40.00	29.20	24.90	29.60	31.10	32.90
Notes: Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score)								

P20-01, HVAC Services Evaluation Line Item Build-Out	Rate	Extended Cost	Costs Points Evaluation (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score.)
HVAC Repair Job Cost Breakdown (15 of the 70 Cost Points Allocated for Cost Evaluation Purposes)			
Johnson Controls			
Tech Labor (1) - 24 hours	\$122.00	\$2,928.00	7980/10934=.72x15= 10.9 Points
Helper Labor (1) - 24 Hours	\$95.00	\$2,280.00	
Supervision / Tech - 8 Hours	\$122.00	\$976.00	
Materials - \$3,800 Plus Markup	25%	\$4,750.00	
Total Job Cost		\$10,934.00	
Capital City Mechanical			
Tech Labor (1) - 24 hours	\$98.00	\$2,352.00	7980/9650=.82x15= 12.4 Points
Helper Labor (1) - 24 Hours	\$73.50	\$1,764.00	
Supervision / Tech - 8 Hours	\$98.00	\$784.00	
Materials - \$3,800 Plus Markup	25%	\$4,750.00	
Total Job Cost		\$9,650.00	
Conditioned Air Systems			
Tech Labor (1) - 24 hours	\$85.00	\$2,040.00	Low = 15 Points
Helper Labor (1) - 24 Hours	\$45.00	\$1,080.00	
Supervision / Tech - 8 Hours	\$85.00	\$680.00	
Materials - \$3,800 Plus Markup	10%	\$4,180.00	
Total Job Cost		\$7,980.00	

B&W Mechanical			
Tech Labor (1) - 24 hours	\$95.00	\$2,280.00	7980/9660=.82x15= 12.4 Points
Helper Labor (1) - 24 Hours	\$70.00	\$1,680.00	
Supervision / Tech - 8 Hours	\$95.00	\$760.00	
Materials - \$3,800 Plus Markup	30%	\$4,940.00	
Total Job Cost		\$9,660.00	
Galgon			
Tech Labor (1) - 24 hours	\$108.00	\$2,592.00	7980/10608=.75x15= 11.3 Points
Helper Labor (1) - 24 Hours	\$108.00	\$2,592.00	
Supervision / Tech - 8 Hours	\$108.00	\$864.00	
Materials - \$3,800 Plus Markup	20%	\$4,560.00	
Total Job Cost		\$10,608.00	
Georgia Mechanical			
Tech Labor (1) - 24 hours	\$95.00	\$2,280.00	7980/10070=.79x15= 11.9 Points
Helper Labor (1) - 24 Hours	\$95.00	\$2,280.00	
Supervision / Tech - 8 Hours	\$95.00	\$760.00	
Materials - \$3,800 Plus Markup	25%	\$4,750.00	
Total Job Cost		\$10,070.00	
Gee Heating & Air			
Tech Labor (1) - 24 hours	\$90.00	\$2,160.00	7980/9120=.87x15= 13.1 Points
Helper Labor (1) - 24 Hours	\$70.00	\$1,680.00	
Supervision / Tech - 8 Hours	\$90.00	\$720.00	
Materials - \$3,800 Plus Markup	20%	\$4,560.00	
Total Job Cost		\$9,120.00	

Mechanical Services Inc			
Tech Labor (1) - 24 hours	\$95.00	\$2,280.00	7980/9040=.88x15= 13.2 Points
Helper Labor (1) - 24 Hours	\$60.00	\$1,440.00	
Supervision / Tech - 8 Hours	\$95.00	\$760.00	
Materials - \$3,800 Plus Markup	20%	\$4,560.00	
Total Job Cost		\$9,040.00	

P20-01, HVAC Services Evalutation Line Item Build-Out	Rate	Extended Cost	Costs Points Evaluation (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score.)	Total Line Item Points (40 Available)
HVAC Install Job Cost Breakdown (15 of the 70 Cost Points Allocated for Cost Evaluation Purposes)				
Johnson Controls				
Tech Labor X (2) - 20 hours	\$122.00	\$4,880.00	10060/14984=.67x15= 10.1 Points	14.21
Helper Labor X (3) - 20 Hours	\$95.00	\$5,700.00		
Equipment Rental - \$1,200 Plus Markup	17%	\$1,404.00		
Materials - \$2,400 Plus Markup	25%	\$3,000.00		
Total Job Cost		\$14,984.00		
Capital City Mechanical				
Tech Labor X (2) - 20 hours	\$98.00	\$3,920.00	10060/12710=.79x15= 11.9 Points	
Helper Labor X (3) - 20 Hours	\$73.50	\$4,410.00		
Equipment Rental - \$1,200 Plus Markup	15%	\$1,380.00		
Materials - \$2,400 Plus Markup	25%	\$3,000.00		
Total Job Cost		\$12,710.00		
Conditioned Air Systems				
Tech Labor X (2) - 20 hours	\$85.00	\$3,400.00	Low = 15 Points	
Helper Labor X (3) - 20 Hours	\$45.00	\$2,700.00		
Equipment Rental - \$1,200 Plus Markup	10%	\$1,320.00		
Materials - \$2,400 Plus Markup	10%	\$2,640.00		
Total Job Cost		\$10,060.00		
B&W Mechanical				
Tech Labor X (2) - 20 hours	\$95.00	\$3,800.00	10060/12500=.80x15= 12.1 Points	
Helper Labor X (3) - 20 Hours	\$70.00	\$4,200.00		
Equipment Rental - \$1,200 Plus Markup	15%	\$1,380.00		
Materials - \$2,400 Plus Markup	30%	\$3,120.00		
Total Job Cost		\$12,500.00		

Galgon				
Tech Labor X (2) - 20 hours	\$108.00	\$4,320.00	10060/15120=.66x15= 10.0 Points	
Helper Labor X (3) - 20 Hours	\$108.00	\$6,480.00		
Equipment Rental - \$1,200 Plus Markup	20%	\$1,440.00		
Materials - \$2,400 Plus Markup	20%	\$2,880.00		
Total Job Cost		\$15,120.00		
Georgia Mechanical				
Tech Labor X (2) - 20 hours	\$95.00	\$3,800.00	10060/13820=.72x15= 10.9 Points	
Helper Labor X (3) - 20 Hours	\$95.00	\$5,700.00		
Equipment Rental - \$1,200 Plus Markup	10%	\$1,320.00		
Materials - \$2,400 Plus Markup	25%	\$3,000.00		
Total Job Cost		\$13,820.00		
Gee Heating & Air				
Tech Labor X (2) - 20 hours	\$90.00	\$3,600.00	10060/12060=.83x15= 12.5 Points	
Helper Labor X (3) - 20 Hours	\$70.00	\$4,200.00		
Equipment Rental - \$1,200 Plus Markup	15%	\$1,380.00		
Materials - \$2,400 Plus Markup	20%	\$2,880.00		
Total Job Cost		\$12,060.00		
Mechanical Services Inc				
Tech Labor X (2) - 20 hours	\$95.00	\$3,800.00	10060/11600=.86x15= 13 Points	
Helper Labor X (3) - 20 Hours	\$60.00	\$3,600.00		
Equipment Rental - \$1,200 Plus Markup	10%	\$1,320.00		
Materials - \$2,400 Plus Markup	20%	\$2,880.00		
Total Job Cost		\$11,600.00		

P20-01, HVAC Services Final Cost Evaluation Max Points Available: 70	Johnson Controls	Capital City Mechanical	Conditioned Air Systems	B&W Mechanical	Galgon	Georgia Mechanical	Gee Heating & Air	Mechanical Services Inc.
Total Labor Points Available: 30	18.60	23.40	30.00	24.30	19.90	22.60	25.30	25.40
Total Parts and Equipment Points Available: 10	4.90	5.30	10.00	4.90	5.00	7.00	5.80	7.50
Job Evaluation #1 Points Available: 15	10.90	12.40	15.00	12.40	13.30	11.90	13.10	13.20
Job Evaluation #2 Points Available: 15	10.10	11.90	15.00	12.10	10.00	10.90	12.50	13.00
Total Cost Points 70 Points Available	44.50	53.00	70.00	53.70	48.20	52.40	56.70	59.10