

P23-10, Grounds Maintenance AWARD SUMMARY	Georgia Green		ACS		Yellowstone		
Points Earned/Actual Cost	Points	Cost	Points	Cost	Points	Cost	
ZONE ONE					83.70	\$280,800.00	
ZONES TWO AND FOUR			99.50	\$717,087.00			
ZONE THREE	97.00	\$265,200.00					
Total Score Points Available:	97.00		99.50		83.70		
Final Award Cost		\$265,200.00		\$717,087.00		\$280,800.00	\$1,263,087.00
NOTES	Award Reflects the most advantageous scenario based upon utilization of Three Vendors to service the four zones. See Zone specific Final tabs for breakdown of scoring per zones. See tab entitled Initial Zone Pricing for notes regarding selection of Phase Two Finalist.						

P23-10, Grounds Maintenance ZONE ONE FINAL Max Points Available: 100	Georgia Green	ACS	Yellowstone
Criteria / Points Available	Points	Points	Points
NON COST 40 Points (See tab "Non Cost" for detail)	37.00	39.50	37.50
COST 60 Points (See tab "BAFO Scenarios" for detail)	52.80	60.00	46.20
Total Score	89.80	99.50	83.70
Notes: Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score)	215479.6/245400=.88 AND 60 X.88= 52.8	215479.6	215479.6/280800=.75 AND 60X.75= 45 (Yellowstone Cost Reflect 2% BAFO)
NOTES	Yellowstone is the Highest Scoring and Lowest Cost Offer NOT including ACS and GA Green, who are awarded for other Zones. This scenario is the most advantageous to FCS under the determination of a minimum of three awarded Vendors.		

P23-10, Grounds Maintenance ZONES 2 & 4 FINAL Max Points Available: 100	Georgia Green	ACS
Criteria / Points Available	Points	Points
NON COST 40 Points (See tab "Non Cost" for detail)	37.00	39.50
COST 60 Points (See tab "BAFO Scenarios" for detail)	58.70	60.00
Total Score	95.70	99.50
Notes: Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score)	717087/733495=.98 AND 60 X .98=58.70	717087.1004
NOTES	ACS is the Highest Scoring and Lowest Cost Offer combining Zones 2&4. This scenario is the most advantageous to FCS under the determination of a minimum of three awarded Vendors. See BAFO Scenarios for Cost calculations per scenario	

P23-10, Grounds Maintenance ZONE 3 FINAL Max Points Available: 100	Georgia Green	ACS
Criteria / Points Available	Points	Points
NON COST 40 Points (See tab "Non Cost" for detail)	37.00	39.50
COST 60 Points (See tab "BAFO Scenarios" for detail)	60.00	59.40
Total Score	97.00	98.90
Notes: Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score)	265200	265200/267421=.99 AND 60 X .99=59.4
NOTES	GA Green is the Highest Scoring and Lowest Cost Offer NOT including ACS which has already been awarded Zones 2&4. GA Green is the lowest offer for this zone. This scenario is the most advantageous to FCS under the determination of a minimum of three awarded Vendors.	

P23-10, Grounds Maintenance Non-Cost Evaluation Max Points Available: 40	Georgia Green		ACS		Yellowstone	
Criteria / Points Available	Points		Points		Points	
Contractor Qualifications & References Available: 25	22.50	Very Good -90% 22.5 Points (Good References but No Experience with FCS)	25.00	Excellent 100% 25 Points	22.50	Very Good -90% 22.5 Points (Good References but No Experience with FCS and No K-12 exp from servicing branch)
Contractor Capabilities & Scope of Work Points Available: 10	10.00	Excellent 100% 10 Points	10.00	Excellent 100% 10 Points	10.00	Excellent 100% 10 Points
Presentation/Meeting Points Available 5	4.50	Very Good -90% 4.5 Points	4.50	Very Good -90% 4.5 Points	5.00	Excellent 100% 5 Points
Total Score Points Available:	37.00		39.50		37.50	
NOTES	Non-Cost Scores only tabulated for those companies reaching Phase Two of the Process					
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%						

RFP P23-10 Grounds		Georgia Green	Discount Any Two	Discount 2&4	Discount 3&4	Discount 2&3
Location	Zone	Total Cost Per Location				
	TOTAL COST ZONE 2	\$412,700.00	\$396,192.00	\$392,065.00		\$396,192.00
	TOTAL COST ZONE 3	\$265,200.00	\$254,592.00	\$265,200.00	\$254,592.00	\$254,592.00
	TOTAL COST ZONE 4	\$359,400.00	\$345,024.00	\$341,430.00	\$345,024.00	
		ACS Landscape Management				
		Total Cost Per Location				
	TOTAL COST ZONE 2	\$378,116.98	\$370,554.64	\$370,554.64		\$370,554.64
	TOTAL COST ZONE 3	\$267,420.83	\$262,072.41	\$267,420.83	\$262,072.41	\$262,072.41
	TOTAL COST ZONE 4	\$353,604.55	\$346,532.46	\$346,532.46	\$346,532.46	
		Georgia Green		\$733,495.00	\$599,616.00	\$650,784.00
		ACS Landscape Management		\$717,087.10	\$608,604.87	\$632,627.05
NOTES		This tab reflects the cost analysis of the various scenarios AFTER final Bafo pricing in order to determine how Zones 2-4 would be distributed between these two finalist. Zone One had been allocated to Yellowstone (see notes on Zone One Final). This analysis is based upon ACS Bafo of straight 2% for multiple Zones. GA Green's final Bafo was 5% for Zone 2&4 combination, and 4% for any other combination.				

RFP P23-10 Grounds Maintenance TabSheet		Georgia Green	ACS Landscape Management	Crabapple Landscape	Brightview	Yellowstone	Trammell	Cumberland	Grassco	Ruppert Landscape	Landscape Workshop	Tri Scapes Inc.
PHASE TWO Selection Notes		1) It was determined to be in the best interest of PCS that the final award would reflect those Vendors with no Vendor receiving more than two zones (see RFP for disclaimer regarding this intent). 2) PCS then identified Vendors per zone whose Offer (score/cost) could reasonably have been considered for Award within Budget allowances. These companies are identified per Zone in bright yellow. 3) These companies were then asked to return for presentation/Interview, as well as, Final Bids. The cost scenarios can be seen under tab BIDD Scenarios. 4) From here, Non-Cost Bidding and Cost Bidding (PCS Zone) were tabulated in Three separate subtabs entitled "Zone One Final", "Zone Three Final", "Zone 2&4 Final". This was determined to be in the best interest of the District to award Zones 2 & 4 together.										
Location	Zone	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location	Total Cost Per Location
TOTAL COST ZONE 1		\$385,400.00	\$315,479.00	\$303,154.58	\$292,056.19	\$292,069.00	\$0.00	\$469,463.18	\$0.00	\$527,502.00	\$451,639.00	\$347,168.00
TOTAL COST ZONE 2		\$462,700.00	\$276,136.00	\$369,277.34	\$262,379.04	\$369,060.00	\$0.00	\$736,772.81	\$295,066.00	\$0.00	\$945,096.00	\$569,156.00
TOTAL COST ZONE 3		\$385,200.00	\$387,400.00	\$386,286.00	\$385,495.00	\$412,080.00	\$0.00	\$469,467.51	\$389,761.00	\$0.00	\$325,000.00	\$0.00
TOTAL COST ZONE 4		\$385,400.00	\$351,604.35	\$409,808.00	\$453,379.00	\$446,380.00	\$488,433.00	\$0.00	\$0.00	\$0.00	\$605,955.00	\$0.00
ADDITIONAL PRICING												
Multiple Zone Discounts:	2% for 2 zones 4% for 3 zones 5% for all four zones	2% discount for multiple zones	5% discount for multiple zones	2% for 2 zones 5% for 3 or more zones	2% for 2 zones 5% for 3 zones 6% for 4 zones	NA	NA	NA	NA	NA	NA	1.5% for 2 zones
Optional Flat Rate Pricing - PCS is requesting a flat rate cost per elementary, middle and high school as per section 6.4 of the RFP document.	Elementary \$600 Middle \$800 High \$1,000	Elementary \$625 Middle \$850 High \$885	\$1,000.00	Elementary \$1,200 Middle \$1,400 High \$1,500	Elementary \$825, Middle \$915, High \$975	Elementary \$1,050 Middle \$1,200 High \$1,350	NA	NA	Elementary \$1,350 Middle \$1,625 High \$1,650	Elementary \$1,180 Middle \$1,075 High \$1,097	Elementary \$1,050 Middle \$1,000 High \$1,000	

