

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: ABM

Evaluator

A

Date 6-24-2014

26

<p><b>A. Responsiveness to the Request for Proposal. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Requested information included and thoroughness of response.</li> <li>2. Executive Summary, understanding of the specifications in the contract.</li> <li>3. Proposed approach to complete all work as specified in the contract within all deadlines.</li> <li>4. Clarity and brevity of the response.</li> </ol>	<p>18</p>	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number 1. Contractor has failed to complete a contract. Very large contractor and in business over 100 years.</li> <li>2. Proposal meets bullet number 2. Exceptions are noted. Well organized section C. No sub contractors. Proposal outlines a great training schedule. Great benefit package to employees. C.19 customer service has outstanding philosophy.</li> <li>3. Proposal meets bullet number 3.</li> <li>4. Proposal meets bullet number 4. Proposal is very clear and detailed enough but brief.</li> </ol>
<p><b>B. Compatibility of Proposed Plan with City Specifications. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Ability and plan to provide reliable and consistent staff and staffing levels to clean the Stadium as specified in the RFP. Extent that same staff will regularly be assigned to the Stadium and to the same areas or services within the Stadium. Extent of reserve capability for overflow and emergencies.</li> <li>2. Ability and plan to provide strong management and supervision to drive consistent cleaning results as specified in the RFP. Extent that managers and supervisors will be regularly assigned to the Stadium and to the same areas or services within the Stadium. Ratios of staff to direct supervisors, and ratio of management to supervisors.</li> <li>3. Ability and plan to recruit and retain effective and efficient supervisors and employees to drive consistent results from Event to Event for the term of the contract. Extent of existing staff already trained in contract services and contract</li> </ol>	<p>18</p>	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number 1. ABM uses all their own employees.</li> <li>2. Proposal meets bullet number 2.</li> <li>3. Proposal meets bullet number 3. Contractor has very low turnover rate.</li> </ol>

**SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET**

**RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium**

NAME OF FIRM: ABM Evaluator A Date 6-24-2014

management.		
<b>C. Optional Oral Presentations with Key Personnel, at no cost to the City, if applicable per M.02. (10 Points)</b>	TBD	
<b>D. Qualifications and Experience. (35 Points)</b>  1. Past performance where work of similar size and scope was performed as verified through professional references and self-reporting in this RFP.  2. Two (2) years of proven experience, in the last five (5) in a stadium seating a minimum of 30,000 as verified through references.  3. Entity organization chart and resumes of all management and supervisors including of Account Manager.  4. Knowledge of the latest policies and practices of driving consistent results in the janitorial cleaning industry. Demonstrated contributions to or involvement in industry advancement.  5. Number of Contractor's own direct employees and number of subcontractors, franchisees, or other third parties utilized to conduct the work tasks as specified in this RFP.  6. Demonstrated retention of staff and supervisors in previous performance at comparable venues.	30 <hr/>	1. Proposal meets bullet number 1.  2. Proposal meets bullet number 2.  3. Proposal meets bullet number 3; although ABM did not provide resumes or identify an account manager or supervisors.  4. Proposal meets bullet number 4.  5. Proposal meets bullet number 5. Contractor will not use sub contractors.  6. Proposal meets bullet number 6. Low turnover rate; 5-15% staff and management.
<b>E. Equal Opportunity Contracting. (Pass/Fail)</b>  Equal Opportunity Contracting Program (EOCP) Commitment to Equal Opportunity demonstrated by programs and hiring practices in employment and subcontracting. <b>See Section J for details.</b>	Done by DOC	

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: \_\_\_\_\_ ABM \_\_\_\_\_ Evaluator \_\_\_\_ A \_\_\_\_\_ Date \_\_\_\_\_ 6-24-2014 \_\_\_\_\_

<b>F. Cost. Total</b> 1. Core Pricing (20 Points) 2. Non-Core Pricing ( 5 Points)	Calculated by P&C	
<b>GRAND TOTAL (100 points + 10 points (optional) = 110 points)</b>	66 _____	

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: AHI Evaluator A Date 6-24-2014

<p>A. +6</p> <p><b>B. Responsiveness to the Request for Proposal. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Requested information included and thoroughness of response.</li> <li>2. Executive Summary, understanding of the specifications in the contract.</li> <li>3. Proposed approach to complete all work as specified in the contract within all deadlines.</li> <li>4. Clarity and brevity of the response.</li> </ol>	<p>5</p>	<ol style="list-style-type: none"> <li>1. Proposal includes six tabs instead of the five specified. Additionally tabs are numbered not with letters as specified. No signature page in tab A. No stadium experience noted.</li> <li>2. Proposal tab B; misses the format of L.04.2 tab B, does not include responses to section C.</li> <li>3. Proposal does not address how they would complete the work</li> <li>4. Proposal is not clear.</li> </ol>
<p><b>C. Compatibility of Proposed Plan with City Specifications. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Ability and plan to provide reliable and consistent staff and staffing levels to clean the Stadium as specified in the RFP. Extent that same staff will regularly be assigned to the Stadium and to the same areas or services within the Stadium. Extent of reserve capability for overflow and emergencies.</li> <li>2. Ability and plan to provide strong management and supervision to drive consistent cleaning results as specified in the RFP. Extent that managers and supervisors will be regularly assigned to the Stadium and to the same areas or services within the Stadium. Ratios of staff to direct supervisors, and ratio of management to supervisors.</li> <li>3. Ability and plan to recruit and retain effective and efficient supervisors and employees to drive consistent results from Event to Event for the term of the contract. Extent of existing staff already trained in contract services and contract management.</li> </ol>	<p>5</p>	<ol style="list-style-type: none"> <li>1. Proposal does not include any stadium experience</li> <li>2. Proposal does not provide information on bullet number 2.</li> <li>3. Proposal does not provide information on bullet number 3</li> </ol>

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: AHI Evaluator A Date 6-24-2014

<b>C. Optional Oral Presentations with Key Personnel, at no cost to the City, if applicable per M.02. (10 Points)</b>	TBD	
<b>D. Qualifications and Experience. (35 Points)</b> <ol style="list-style-type: none"> <li>1. Past performance where work of similar size and scope was performed as verified through professional references and self-reporting in this RFP.</li> <li>2. Two (2) years of proven experience, in the last five (5) in a stadium seating a minimum of 30,000 as verified through references.</li> <li>3. Entity organization chart and resumes of all management and supervisors including of Account Manager.</li> <li>4. Knowledge of the latest policies and practices of driving consistent results in the janitorial cleaning industry. Demonstrated contributions to or involvement in industry advancement.</li> <li>5. Number of Contractor's own direct employees and number of subcontractors, franchisees, or other third parties utilized to conduct the work tasks as specified in this RFP.</li> <li>6. Demonstrated retention of staff and supervisors in previous performance at comparable venues.</li> </ol>	6	<ol style="list-style-type: none"> <li>1. Proposal does include work of similar size and scope.</li> <li>2. Proposal does not include any stadium experience.</li> <li>3. Proposal does not provide organizational chart</li> <li>4. Proposal does not address their knowledge of policies and practices of driving consistent results.</li> <li>5. Proposal does not address bullet number 5.</li> <li>6. Proposal meets bullet number 6. Turnover rate is approximately 16%</li> </ol>
<b>E. Equal Opportunity Contracting. (Pass/Fail)</b> Equal Opportunity Contracting Program (EOCP) Commitment to Equal Opportunity demonstrated by programs and hiring practices in employment and subcontracting. <b>See Section J for details.</b>	Done by DOC	Contractor has been subject of a complaint or pending action in a legal administrative proceeding.
<b>F. Cost. Total</b> <ol style="list-style-type: none"> <li>1. Core Pricing (20 Points)</li> <li>2. Non-Core Pricing ( 5 Points)</li> </ol>	Calculated by P&C	
<b>GRAND TOTAL (100 points + 10 points (optional) = 110 points)</b>	16	None Responsive page 80 7.a

## SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

**RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium**

NAME OF FIRM: AHI Evaluator A Date 6-24-2014

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: aramark Evaluator A Date 6-23-2014

<p><b>A. Responsiveness to the Request for Proposal. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Requested information included and thoroughness of response.</li> <li>2. Executive Summary, understanding of the specifications in the contract.</li> <li>3. Proposed approach to complete all work as specified in the contract within all deadlines.</li> <li>4. Clarity and brevity of the response.</li> </ol>	<p><u>14</u></p> <p>—</p>	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number 1. Did not provide percentage to K.14.2 page 101.</li> <li>2. Proposal meets bullet number 2. Multiple exceptions noted. Certifications CIMS and CIMS-GB. Aramark account manager will office from Petco Park, brings up concerns about being on site at QUALCOMM if events coincide. Impressive safety record at Petco Park.</li> <li>3. Proposal meets bullet number 3.</li> <li>4. Proposal meets bullet number 4 Proposal was well organized and an easy to follow format.</li> </ol>
<p><b>B. Compatibility of Proposed Plan with City Specifications. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Ability and plan to provide reliable and consistent staff and staffing levels to clean the Stadium as specified in the RFP. Extent that same staff will regularly be assigned to the Stadium and to the same areas or services within the Stadium. Extent of reserve capability for overflow and emergencies.</li> <li>2. Ability and plan to provide strong management and supervision to drive consistent cleaning results as specified in the RFP. Extent that managers and supervisors will be regularly assigned to the Stadium and to the same areas or services within the Stadium. Ratios of staff to direct supervisors, and ratio of management to supervisors.</li> <li>3. Ability and plan to recruit and retain effective and efficient supervisors and employees to drive consistent results from Event to Event for the term of the contract. Extent of existing staff already trained in contract services and contract management.</li> </ol>	<p><u>16</u></p> <p>—</p>	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number 1. Although the contractor will on occasion use subcontractors to perform labor 5-10%.</li> <li>2. Proposal meets bullet number 2. Impressive Account Manager work history.</li> <li>3. Proposal meets bullet number 3.</li> </ol>

**SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET**

**RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium**

NAME OF FIRM: aramark Evaluator A Date 6-23-2014

<b>C. Optional Oral Presentations with Key Personnel, at no cost to the City, if applicable per M.02. (10 Points)</b>	TBD	
<b>D. Qualifications and Experience. (35 Points)</b> <ol style="list-style-type: none"> <li>Past performance where work of similar size and scope was performed as verified through professional references and self-reporting in this RFP.</li> <li>Two (2) years of proven experience, in the last five (5) in a stadium seating a minimum of 30,000 as verified through references.</li> <li>Entity organization chart and resumes of all management and supervisors including of Account Manager.</li> <li>Knowledge of the latest policies and practices of driving consistent results in the janitorial cleaning industry. Demonstrated contributions to or involvement in industry advancement.</li> <li>Number of Contractor's own direct employees and number of subcontractors, franchisees, or other third parties utilized to conduct the work tasks as specified in this RFP.</li> <li>Demonstrated retention of staff and supervisors in previous performance at comparable venues.</li> </ol>	29	<ol style="list-style-type: none"> <li>Proposal meets bullet number 1. Experience in maintenance of large stadiums. All three reference's stadiums capacity exceeds 42k.</li> <li>Proposal meets bullet number 2.</li> <li>Proposal meets bullet number 3.</li> <li>Proposal meets bullet number 4. Impressive Account Manager resume.</li> <li>Proposal meets bullet number 5. Uses sub contractors 5-10% labor</li> <li>Proposal meets bullet number 6, although proposal page 101 section K.14.2 did not provide a percentage of retentions.</li> </ol>
<b>E. Equal Opportunity Contracting. (Pass/Fail)</b> Equal Opportunity Contracting Program (EOCP) Commitment to Equal Opportunity demonstrated by programs and hiring practices in employment and subcontracting. <b>See Section J for details.</b>	Done by DOC	Contractor has been the subject of a complaint or pending action in a legal administrative proceeding.
<b>F. Cost. Total</b> <ol style="list-style-type: none"> <li>Core Pricing (20 Points)</li> <li>Non-Core Pricing ( 5 Points)</li> </ol>	Calculated by P&C	
<b>GRAND TOTAL (100 points + 10 points (optional) = 110 points)</b>	59	



**SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET**

**RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium**

NAME OF FIRM: aramark Evaluator A Date 6-23-2014

--	--	--

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: DTZ Evaluator A Date 6-23-2014

<p><b>A. Responsiveness to the Request for Proposal. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Requested information included and thoroughness of response.</li> <li>2. Executive Summary, understanding of the specifications in the contract.</li> <li>3. Proposed approach to complete all work as specified in the contract within all deadlines.</li> <li>4. Clarity and brevity of the response.</li> </ol>	<p><u>18</u></p> <p>—</p>	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number 1 as specified in section L.04. DTZ is in negotiations towards being sold</li> <li>2. Executive summary is responsive to RFP. Exceptions noted to Section G and Section I. DTZ states that under “C.03.e” communication, all employees will be required to speak and write in English.</li> <li>3. Proposal meets bullet number 3; although the pricing page headers are not legible. Sections 11 and 12 formatting are inconsistent with other sections.</li> <li>4. Proposal meets bullet number four, responses are clear and brief.</li> </ol>
<p><b>B. Compatibility of Proposed Plan with City Specifications. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Ability and plan to provide reliable and consistent staff and staffing levels to clean the Stadium as specified in the RFP. Extent that same staff will regularly be assigned to the Stadium and to the same areas or services within the Stadium. Extent of reserve capability for overflow and emergencies.</li> <li>2. Ability and plan to provide strong management and supervision to drive consistent cleaning results as specified in the RFP. Extent that managers and supervisors will be regularly assigned to the Stadium and to the same areas or services within the Stadium. Ratios of staff to direct supervisors, and ratio of management to supervisors.</li> <li>3. Ability and plan to recruit and retain effective and efficient supervisors and employees to drive consistent results from</li> </ol>	<p><u>15</u></p> <p>—</p>	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number 1.</li> <li>2. Proposal meets bullet number 2.</li> <li>3. Proposal meets bullet number 3.</li> </ol>

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: DTZ Evaluator A Date 6-23-2014

Event to Event for the term of the contract. Extent of existing staff already trained in contract services and contract management.		
<b>C. Optional Oral Presentations with Key Personnel, at no cost to the City, if applicable per M.02. (10 Points)</b>	TBD	
<b>D. Qualifications and Experience. (35 Points)</b> <ol style="list-style-type: none"> <li>1. Past performance where work of similar size and scope was performed as verified through professional references and self-reporting in this RFP.</li> <li>2. Two (2) years of proven experience, in the last five (5) in a stadium seating a minimum of 30,000 as verified through references.</li> <li>3. Entity organization chart and resumes of all management and supervisors including of Account Manager.</li> <li>4. Knowledge of the latest policies and practices of driving consistent results in the janitorial cleaning industry. Demonstrated contributions to or involvement in industry advancement.</li> <li>5. Number of Contractor's own direct employees and number of subcontractors, franchisees, or other third parties utilized to conduct the work tasks as specified in this RFP.</li> <li>6. Demonstrated retention of staff and supervisors in previous performance at comparable venues.</li> </ol>	30	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number 1. All three reference's stadiums capacities are over 67k</li> <li>2. Proposal meets bullet number 2. Impressive resume of large stadium maintenance.</li> <li>3. Proposal meets bullet number 3</li> <li>4. Proposal meets bullet number 4</li> <li>5. Proposal meets bullet number 5. All work performed in house by DTZ, no subcontractors used.</li> <li>6. Proposal meets bullet number 6. In fact beats the national standards.</li> </ol>
<b>E. Equal Opportunity Contracting. (Pass/Fail)</b> Equal Opportunity Contracting Program (EOCP) Commitment to Equal Opportunity demonstrated by programs and hiring practices in employment and subcontracting. See Section J for details.	Done by DOC	<ol style="list-style-type: none"> <li>1. RFP attachment A AA: complete and responsive. Contractor has been the subject of a complaint.</li> </ol>

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: DTZ Evaluator A Date 6-23-2014

<b>F. Cost. Total</b> 1. Core Pricing (20 Points) 2. Non-Core Pricing ( 5 Points)	Calculated by P&C	
<b>GRAND TOTAL (100 points + 10 points (optional) = 110 points)</b>	$\frac{63}{100}$	

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: Haynes Evaluator A Date 6-24-2014

<p><b>A. Responsiveness to the Request for Proposal. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Requested information included and thoroughness of response.</li> <li>2. Executive Summary, understanding of the specifications in the contract.</li> <li>3. Proposed approach to complete all work as specified in the contract within all deadlines.</li> <li>4. Clarity and brevity of the response.</li> </ol>	<p>3</p>	<ol style="list-style-type: none"> <li>1. Proposal is not in the specified format of L.04. Proposal does not cover section C as specified. Proposal does not cover section K as specified. Several signatures, dates, and print name are missed placed or omitted.</li> <li>2. Proposal does not contain an Executive Summary</li> <li>3. Proposal was not clear if they could complete the work as specified in the contract</li> <li>4. Proposal was not clear and did not follow format as specified in L.04</li> </ol>
<p><b>B. Compatibility of Proposed Plan with City Specifications. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Ability and plan to provide reliable and consistent staff and staffing levels to clean the Stadium as specified in the RFP. Extent that same staff will regularly be assigned to the Stadium and to the same areas or services within the Stadium. Extent of reserve capability for overflow and emergencies.</li> <li>2. Ability and plan to provide strong management and supervision to drive consistent cleaning results as specified in the RFP. Extent that managers and supervisors will be regularly assigned to the Stadium and to the same areas or services within the Stadium. Ratios of staff to direct supervisors, and ratio of management to supervisors.</li> <li>3. Ability and plan to recruit and retain effective and efficient supervisors and employees to drive consistent results from Event to Event for the term of the contract. Extent of existing staff already trained in contract services and contract management.</li> </ol>	<p>5</p>	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number one but does not follow format specified in section L.04</li> <li>2. Proposal lacks information to support bullet number 2. Additionally the proposal does not follow format specified in section L.04</li> <li>3. Proposal covered bullet number 3 although the proposal is not in the specified format of L.04.</li> </ol>

**SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET**

**RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium**

NAME OF FIRM: Haynes Evaluator A Date 6-24-2014

<b>C. Optional Oral Presentations with Key Personnel, at no cost to the City, if applicable per M.02. (10 Points)</b>	TBD	
<b>D. Qualifications and Experience. (35 Points)</b> <ol style="list-style-type: none"> <li>Past performance where work of similar size and scope was performed as verified through professional references and self-reporting in this RFP.</li> <li>Two (2) years of proven experience, in the last five (5) in a stadium seating a minimum of 30,000 as verified through references.</li> <li>Entity organization chart and resumes of all management and supervisors including of Account Manager.</li> <li>Knowledge of the latest policies and practices of driving consistent results in the janitorial cleaning industry. Demonstrated contributions to or involvement in industry advancement.</li> <li>Number of Contractor's own direct employees and number of subcontractors, franchisees, or other third parties utilized to conduct the work tasks as specified in this RFP.</li> <li>Demonstrated retention of staff and supervisors in previous performance at comparable venues.</li> </ol>	<u>10</u>	<ol style="list-style-type: none"> <li>Proposal meets bullet number 1 does not follow format specified in section L.04P</li> <li>Proposal meets bullet number 2 but does not follow format specified in section L.04</li> <li>Proposal does not provide an organizational chart but does provide resumes.</li> <li>Proposal meets bullet number 4 but does not follow format specified in section L.04</li> <li>Proposal meets bullet number 5 but does not follow format specified in section L.04</li> <li>Proposal shows retention between 10 to 30%. Proposal does not follow format specified in section L.04</li> </ol>
<b>E. Equal Opportunity Contracting. (Pass/Fail)</b> Equal Opportunity Contracting Program (EOCP) Commitment to Equal Opportunity demonstrated by programs and hiring practices in employment and subcontracting. <b>See Section J for details.</b>	Done by DOC	
<b>F. Cost. Total</b> <ol style="list-style-type: none"> <li>Core Pricing (20 Points)</li> <li>Non-Core Pricing ( 5 Points)</li> </ol>	Calculated by P&C	
<b>GRAND TOTAL (100 points + 10 points (optional) = 110 points)</b>	<u>18</u>	

**SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET**

**RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium**

NAME OF FIRM: \_\_\_\_\_ Haynes \_\_\_\_\_ Evaluator \_\_\_\_\_ A \_\_\_\_\_ Date \_\_\_\_\_ 6-24-2014 \_\_\_\_\_

# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium

NAME OF FIRM: \_\_\_\_\_ ISS \_\_\_\_\_ Evaluator \_\_\_\_\_ A \_\_\_\_\_ Date 6-23-2014 \_\_\_\_\_

<p><b>A. Responsiveness to the Request for Proposal. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Requested information included and thoroughness of response.</li> <li>2. Executive Summary, understanding of the specifications in the contract.</li> <li>3. Proposed approach to complete all work as specified in the contract within all deadlines.</li> <li>4. Clarity and brevity of the response.</li> </ol>	<p>12</p> <p>—</p>	<ol style="list-style-type: none"> <li>1. Proposal was weak in some areas. RFP Section K; Proposal page 78 is out of sequence. Missing page 81 list of references. Otherwise section K is responsive.</li> <li>2. Proposal was weak in some areas. RFP section C; Proposal does not address letter “C.03.1.d” removal of janitorial staff. Letter “C,03.2.a” cleaning supplies, proposal makes reference to a page 25 which I could not find. No exceptions were noted.</li> <li>3. Proposal meets bullet number 3</li> <li>4. Proposal meets bullet number 3</li> </ol>
<p><b>B. Compatibility of Proposed Plan with City Specifications. (20 Points)</b></p> <ol style="list-style-type: none"> <li>1. Ability and plan to provide reliable and consistent staff and staffing levels to clean the Stadium as specified in the RFP. Extent that same staff will regularly be assigned to the Stadium and to the same areas or services within the Stadium. Extent of reserve capability for overflow and emergencies.</li> <li>2. Ability and plan to provide strong management and supervision to drive consistent cleaning results as specified in the RFP. Extent that managers and supervisors will be regularly assigned to the Stadium and to the same areas or services within the Stadium. Ratios of staff to direct supervisors, and ratio of management to supervisors.</li> <li>3. Ability and plan to recruit and retain effective and efficient supervisors and employees to drive consistent results from Event to Event for the term of the contract. Extent of existing staff already trained in contract services and contract</li> </ol>	<p>15</p> <p>—</p>	<ol style="list-style-type: none"> <li>1. Proposal meets bullet number 1.</li> <li>2. Proposal meets bullet number 2.</li> <li>3. Proposal meets bullet number 3.</li> </ol>



# SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET

**RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium**

NAME OF FIRM: \_\_\_\_\_ ISS \_\_\_\_\_ Evaluator \_\_\_\_\_ A \_\_\_\_\_ Date 6-23-2014 \_\_\_\_\_

management.		
<b>C. Optional Oral Presentations with Key Personnel, at no cost to the City, if applicable per M.02. (10 Points)</b>	TBD	
<b>D. Qualifications and Experience. (35 Points)</b> 1. Past performance where work of similar size and scope was performed as verified through professional references and self-reporting in this RFP. 2. Two (2) years of proven experience, in the last five (5) in a stadium seating a minimum of 30,000 as verified through references. 3. Entity organization chart and resumes of all management and supervisors including of Account Manager. 4. Knowledge of the latest policies and practices of driving consistent results in the janitorial cleaning industry. Demonstrated contributions to or involvement in industry advancement. 5. Number of Contractor's own direct employees and number of subcontractors, franchisees, or other third parties utilized to conduct the work tasks as specified in this RFP. 6. Demonstrated retention of staff and supervisors in previous performance at comparable venues.	25 —	1. Proposal meets bullet number 1. Only one of the three reference's stadium capacity is over 30k. 2. Proposal meets bullet number 2. 3. Proposal meets bullet number 3 4. Proposal meets bullet number 4. 5. Proposal meets bullet number 5. All work is done in house by ISS, no subcontractors. 6. Proposal is weak in retention. High turnover rate of staff
<b>E. Equal Opportunity Contracting. (Pass/Fail)</b> Equal Opportunity Contracting Program (EOCP) Commitment to Equal Opportunity demonstrated by programs and hiring practices in employment and subcontracting. <b>See Section J for details.</b>	Done by DOC	

**SOURCE SELECTION EVALUATION CRITERIA – SCORE SHEET**

**RFP No. 10043856-14-L Pre-Event, Event Day, Post Event and Extra Janitorial Services at Qualcomm Stadium**

NAME OF FIRM: \_\_\_\_\_ ISS \_\_\_\_\_ Evaluator \_\_\_\_\_ A \_\_\_\_\_ Date 6-23-2014 \_\_\_\_\_

<b>F. Cost. Total</b> 1. Core Pricing (20 Points) 2. Non-Core Pricing ( 5 Points)	Calculated by P&C	
<b>GRAND TOTAL (100 points + 10 points (optional) = 110 points)</b>	52 _____	