

**Custodial Services RFP**  
Service Provider Selection Score Sheet

Criteria	Weight	Angelic Hands	Central Services	Empire Janitorial Services	GCA	Goodwill Industries	KSM Janitorial & Mel's Janitorial	LAMS
Proposal Quality	0 - 50 points	5	30	45	40	50	25	35
Award of a purchase order or contract is based on the best value to FirstLine: quality, availability, delivery, specifications, terms, conditions, and fitness for the particular purpose.  When a solicitation requires an oral presentation, submission of test samples, or inspection of facilities, these factors are part of the component evaluation.								
0-30 points for each (Price, Professional References & Company Financials)  The highest score is 30 points; however, applicants failing to address a Component entirely will receive a score of zero.								
Price	0 - 30 points	9	21	17	26	13	30	0
Lowest bid(s) receive 30 points; Highest bid(s) receive 0 points; all other bids receive between 29 and 1 points.  The total cost may include unit price, delivery and installation, and maintenance and cost of operation as defined in the solicitation. If there is a discrepancy between a unit price and its extension, the unit price will prevail.								
Professional References	0 - 30 points	10	10	25	5	25	10	25
Consideration is also given to the applicants' potential ability to perform successfully under the terms and conditions and their past performance record.								
Company Financials	0 - 30 points	0	0	20	30	30	0	0
Three years of most recent audited company financials are requested. The audited financial reports will be reviewed to determine if the company has the financial capacity to perform the work outlined in the contract.								
0-20 points each (Orleans Parish & DBE)  Applicant has provided verifiable evidence of component described by the Evaluation Criteria								
Headquartered in Orleans Parish	0 - 20 points	0	0	0	0	20	0	0
Principal of Business and Registered Office in Orleans Parish as listed with the Louisiana Secretary of State.								
State and Local Disadvantaged Business Enterprise	0 - 20 points	20	0	10	0	0	5	0
A for-profit small business where socially and economically disadvantaged individuals own at least a 51% interest and also control management and daily business operations. As a certified DBE, a certificate issued by the City of New Orleans or other certifying agency must be provided with the submission								
0-10 points for each (Exec Resumes, Community Involvement, Innovation)  Applicant can successfully demonstrate the Component as described by the Evaluation Criteria								
Executive Resumes	0 - 10 points	1	0	10	10	5	2	5
Relevant professional experience, but no expertise in project subject; between 5 and 10 years of specified expertise in project subject; more than 10 years of expertise in specific project subject.								
Community Involvement	0 - 10 points	0	10	4	0	10	0	0
Demonstrated organizational commitment to programs or public service initiatives serving the youth of New Orleans community relationships.								
Innovation	0 - 10 points	0	0	0	0	2	0	2
Proposal demonstrates innovative means and methods.								
Comments		No company financials submitted. References good, but worried that company cannot handle the large expansion necessary to fulfill this proposal.	No company financials submitted. No executive resumes submitted. References adequate, but not all relevant to scope of proposal.	Concern that DBE partnership may present conflict of interest. Proposal does not include how staffing model aligns to APPA2. References good, but left many messages with other companies and only able to reach one reference.	Proposal does not include how staffing model aligns to APPA2 standards. References not adequate, low confidence in ability to work to APPA2.	Innovation points due to type of organization and information in proposal. References good.	Incomplete company financials. Expired S&WB DBE letter submitted. References great, unsure (due to incomplete financials) in ability to scale up and fulfill on this proposal.	No company financials submitted. Lack of confidence in shared supervisor at Green, Clark and NET. References overall good.
<b>Total</b>	<b>210 points</b>	<b>45</b>	<b>71</b>	<b>131</b>	<b>111</b>	<b>155</b>	<b>72</b>	<b>67</b>