

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

Criteria	Weight	Central Services	Empire Janitorial Services	Goodwill Industries: lower staffing	Goodwill Industries: higher staffing	Enmon Enterprises, LLC, dba Jani-King	LAMS
Proposal Quality	0 - 50 points	30	40	40	45	20	10
		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	10	30	20	10	0	20
	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	5	8	8	8	8	8
	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	25	25	25	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	20	0	20	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	0	0	0	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						

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Executive Resumes	0 - 10 points	10	10	10	10	10	10
		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	10	10	10	10	10	0
		Demonstrated organizational commitment to programs or public service initiatives serving the youth of New Orleans community relationships.					
Innovation	0 - 10 points	0	5	0	0	0	0
		Proposal demonstrates innovative means and methods.					
Comments		Included three years of financial statements but not audited financials. Worried about feasibility of staffing plan for APPA 2. Reference not sure that this company could handle our contract, hence lower reference score.	Did not include 3 years of audited financials. Staffing plan seems unrealistic for living wage and cost of overall proposal, especially as the price and financial outline notes "average market wage" instead of our living wage requirement per the RFP. Only proposal with an innovation section - included use of technology.	Worried about feasibility of staffing plan to get to and maintain APPA 2.		does not include daily staffing plan for the school. Lack of specific franchisee information except in resumes. Unrealistic start up plan when applied to a school operation.	does not include daily staffing plan for the school. Did not include 3 years of audited financials.
Total	210 points	105	103	133	128	73	48