

RFP 010-19 State Govt Relations Service

Doug Bradshaw

Maximum Points	Category	Firm			
		Meenan	Capital City	Gray Robinson	Becker and Poliakoff
20	Experience of Firm * Experience of firm with similar clients * Past accomplishments with similar clients * References	10	16	18	17
20	Qualifications and Availability of "Core Team" * Qualifications for "core team" members * Availability of "core team" members	16	18	15	16
20	Methodologies * Proposed methods for identifying funding opportunities * Lobbying and advocacy strategies for securing State funds through legislation and State grant opportunities	16	17	17	17
10	Location Consideration and How It Impacts Effective Communication Between the CITY, Consultant and Key State Contacts * Location of the firm and key "Core team" members * Approach to maintaining good communication/coordination with clients	5	7	9	8
5	Scheduling * Willingness to meet with CITY time requirements * Recent, current and projected workload of the firm	5	5	5	5
5	Knowledge/Understanding of the CITY and Projects * Understanding of the City's governmental process * Understanding of the City's projects	2	3	5	4
20	Cost	18	20	18	19
100	*Fees and cost basis	72	86	87	86
		\$96,000	\$63,000	\$72,000	\$66,000