

Finance: 1 Mark Finigan
 Engineering: 2 Kelly Crowe
 Property Manager: 3 Marilyn Wilbarger
 Lower Keys Medical Center: 4 David Clay
 BVRAC: 5 Warren Leamard

RFP 004-20
Evaluation Proposal Ranking
Key West City Hall, Room 216
December 18, 2019

Evaluation Panel Scoring

SELECTION CRITERIA	POINTS ALLOWED	Community Health of South Florida																																				
		1	2	3	4	5	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4				
Experience in funding and successfully managing medical clinics	25	20	25	25	25	25																																
Experience with structure stabilization & redevelopment into medical facilities	15	13	12	15	15	15																																
Project team	15	15	10	15	10	10																																
Business plan, financial capacity and ability to provide affordable healthcare	25	15	22	15	15	20																																
Example projects and references	20	20	17	20	20	20																																
Total Points	100	83	86	90	85	90	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Proposer Average Proposal Points		86.8					0.0				0.0				0.0				0.0				0.0				0.0				0.0				0.0			

Health Care Firm	Score
Community Health of S. FL	86.8

CITY STAFF SELECTION CRITERIA MATRIX

REQUEST FOR PROPOSALS BAHAMA VILLIAGE MEDICAL CLINIC

Project Number: RFP # 004-20

★
Mark Finigan

Firm CHI

Date 12.18.19

SELECTION CRITERIA	POINTS ALLOWED	POINTS EARNED
Experience in Funding and Successfully Managing Medical Clinics	25	20
Experience with Structure Stabilization & Redevelopment into Medical Facilities	15	13
Project Team	15	15
Business Plan & Financial Capacity	25	15
Example Projects and References	20	20
Total Points	100	83

Qual. P. qd / Acceptable

Qual. P. qd / Acceptable

Qual. P. qd / Acceptable

Need more understanding

Qual. P. qd / Acceptable

* Subject to continued review of CHI proposal by City Staff AND APPROVAL by BVRAC AND QRA to permit Staff to negotiate with CHI AND bring back to the BVRAC AND QRA A VIABLE AGREEMENT.



CITY STAFF SELECTION CRITERIA MATRIX

REQUEST FOR PROPOSALS BAHAMA VILLIAGE MEDICAL CLINIC

Project Number: RFP # 004-20

Firm CHI KELLY CROWE

Date 12/10/19

SELECTION CRITERIA	POINTS ALLOWED	POINTS EARNED
Experience in Funding and Successfully Managing Medical Clinics	25	25
Experience with Structure Stabilization & Redevelopment into Medical Facilities	15	12
Project Team	15	10
Business Plan & Financial Capacity	25	22
Example Projects and References	20	17
Total Points	100	86

 12/18/19

Notes

1. Services provided were not clear, but discussion indicated:
 - a. Labs will be available
 - b. Dental may be feasible, but requires due diligence
 - c. Transportation services would be available for radiologists
2. They may be able to utilize staff from other locations via incentives.

CITY STAFF SELECTION CRITERIA MATRIX

REQUEST FOR PROPOSALS BAHAMA VILLIAGE MEDICAL CLINIC

Project Number: RFP # 004-20

Firm CHI MARILYN WILBARGER

Date 12/18/19

SELECTION CRITERIA	POINTS ALLOWED	POINTS EARNED
Experience in Funding and Successfully Managing Medical Clinics	25	25
Experience with Structure Stabilization & Redevelopment into Medical Facilities	15	15
Project Team	15	15
Business Plan & Financial Capacity	25	15
Example Projects and References	20	20
Total Points	100	90



CITY STAFF SELECTION CRITERIA MATRIX

REQUEST FOR PROPOSALS BAHAMA VILLIAGE MEDICAL CLINIC

Project Number: RFP # 004-20

Firm CHI DAVID CLAY

Date 12-18-19

SELECTION CRITERIA	POINTS ALLOWED	POINTS EARNED
Experience in Funding and Successfully Managing Medical Clinics	25	25
Experience with Structure Stabilization & Redevelopment into Medical Facilities	15	15
Project Team	15	10
Business Plan & Financial Capacity	25	15
Example Projects and References	20	20
Total Points	100	85

*1,2,3,4

1. Needs to have 14 patients per day to make successful. Not clear plan on how to achieve with Bahama Village population
2. Not clear on OB/GYN provider delivery barriers.
3. Unclear of how to recruit front line staff. Does not clearly understand the key wear challenge of recruitment and retention of lower paid staff who require a technical skill.
4. Dental care uncertain. Need additional construction analysis.

CITY STAFF SELECTION CRITERIA MATRIX

REQUEST FOR PROPOSALS BAHAMA VILLIAGE MEDICAL CLINIC

Project Number: RFP # 004-20

Firm CHI *WARREN LEARMAN*

Date 12-18-19

SELECTION CRITERIA	POINTS ALLOWED	POINTS EARNED
Experience in Funding and Successfully Managing Medical Clinics	25	25
Experience with Structure Stabilization & Redevelopment into Medical Facilities	15	15
Project Team	15	10
Business Plan & Financial Capacity	25	20
Example Projects and References	20	20
Total Points	100	90

① Dental Clinic ¹⁰⁰⁰
~~② Where address where staff are re~~

Warren

① Dental Clinic
 ② Staffing