



8856 RFQ No. 2022-10 Planning Services for Code Reform for Town of Palm Beach

BAFO-evaluation phase Ends on **Mar 8 2022 10:00 AM**

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ZoneCo, LLC

1. SOLICITATION PACKAGE DOCUMENTS & EVALUATION FACTORS Questionnaire

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1.3. EVALUATION FACTORS

All answers are evaluated

Weight: 100% Score: 75.88%

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Company administrator:

 Solicitations Palm Beach
(561) 838-5406
solicitations@townofpalmbeach 

Experience of Firm / Past Performance

1.3.1. evaluated Knockout question

Weight: 25%

EXPERIENCE OF FIRM/PAST PERFORMANCE

Please attach the following evaluation information:

- Completed Municipal Projects
- Demonstrated Experience with other Code Reform Projects
- Relevant Projects
- Schedule/Budget Compliance of Previous Work

NET WEIGHT OF SCORE 25%

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Answer

Attached documents by supplier:

 Firm Experience - Online Submission.pdf 7695 Kb [Download](#) | [Preview](#)

Score: 18.75%

[View evaluation method](#)

Paul Brazil (25%) 3 

Score Comment
3.75%

Paul Castro (25%) 4

5%

Jane LeClainche (25%) 4

5% Works nationally. Have done zoning code updates. Is working with Yard and Co.

James Murphy (25%) 4

5%

Score Comment

Total score: 18.75%

Technical Approach

1.3.2. evaluated Knockout question

Weight: 30%

TECHICAL APPROACH

Please attach the following evaluation information:

- Technical Approach to Complete Scope of Work
- Understanding of the Town's needs
- Overall completeness, technical soundness, clarity and quality of proposal

NET WEIGHT OF SCORE 30%

Answer

Attached documents by supplier:

 Technical Approach - Online Submission.pdf 901 Kb [Download](#) | [Preview](#)

Score: 22.5%

[View evaluation method](#)

Score Comment

Paul Brazil (25%) 3

4.5%

Paul Castro (25%) 4

6%

Jane LeClainche (25%) 4

6%

They had a 14 month timeline and had a 3 phase systematic approach with public input in 2 of the 3 phases.

James Murphy (25%) 4

6%

Total score: 22.5%

EXPERIENCE/ABILITY OF PERSONNEL

1.3.3. evaluated Knockout question

Weight: 25%

EXPERIENCE/ABILITY OF PERSONNEL

Please attach the following evaluation information:

- Management's Credentials
- Project Personnel Credentials
- Staff Size of Key Participants
- Location of Company/Key Participants

NET WEIGHT OF SCORE 25%

Answer

Attached documents by supplier:

 Personnel - Online Submission.pdf 1207 Kb [Download](#) | [Preview](#)

Score: 20%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) <u>3</u>	3.75%	
Paul Castro (25%) <u>5</u>	6.25%	
Jane LeClainche (25%) <u>4</u>	5%	Had 3 from Zone and 4 from Yard assigned. Had experience in zoning code reform.
James Murphy (25%) <u>4</u>	5%	
Total score: 20%		

Workload and Scheduling

1.3.4. evaluated Knockout question

Weight: 15%

WORKLOAD AND SCHEDULING

Please attach the following evaluation information:

- Over-all workload of the company
- Project scheduling ability/timely completion of work
- Meeting the Town's operational and administrative requirements

NET WEIGHT OF SCORE 15%

Answer

Attached documents by supplier:

 Workload and Scheduling - Online Submission.pdf 51 Kb [Download](#) | [Preview](#)

Score: 10.88%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) <u>2.5</u>	1.88%	
Paul Castro (25%) <u>4</u>	3%	
Jane LeClainche (25%) <u>4</u>	3%	Had a 14 month timeline. Quote seemed reasonable.
James Murphy (25%) <u>4</u>	3%	
Total score: 10.88%		

Other

1.3.5. evaluated Knockout question

Weight: 5%

- Present and past litigation or disputes
- Insurance
- License sanctions
- Lost accounts and/or cancelled accounts, contract denial
- Financial Information, like financial statements, or any other information like your bank or surety support letter, or letter from you company finance section. Example: Statement that your firm is in a firm financial standing position to support services under this contract.
- Note: Shortlisted companies may be asked to provide Dun and Bradstreet Report with submittal.

NET WEIGHT OF SCORE 5%

Answer

Attached documents by supplier:

 Other Information Requested - Online Submission.pdf 173 Kb [Download](#) | [Preview](#)

Score: 3.75%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 4	1%	
Paul Castro (25%) 4	1%	
Jane LeClainche (25%) 3	0.75%	
James Murphy (25%) 4	1%	
Total score: 3.75%		

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The Corradino Group, Inc.

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1.3. EVALUATION FACTORS

All answers are evaluated

Weight: 100% Score: 71.75%

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Experience of Firm / Past Performance

1.3.1. evaluated Knockout question

Weight: 25%

EXPERIENCE OF FIRM/PAST PERFORMANCE

Please attach the following evaluation information:

- Completed Municipal Projects
- Demonstrated Experience with other Code Reform Projects
- Relevant Projects
- Schedule/Budget Compliance of Previous Work

NET WEIGHT OF SCORE 25%

Answer

Attached documents by supplier:

 1.3.1. Experience of Firm_Past Performance.pdf 3951 Kb [Download](#) | [Preview](#)

Score: 18.13%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 4	5%	
Paul Castro (25%) 3	3.75%	
Jane LeClainche (25%) 3.5	4.38%	Worked mostly in Broward and Miami-Dade. Seemed to have some experience, but not as extensive as our request.

James Murphy (25%) 4

Score Comment
5% updated score

Total score: 18.13%

Technical Approach

1.3.2. evaluated Knockout question

Weight: 30%

TECHICAL APPROACH

Please attach the following evaluation information:

- Technical Approach to Complete Scope of Work
- Understanding of the Town's needs
- Overall completeness, technical soundness, clarity and quality of proposal

NET WEIGHT OF SCORE 30%

Answer

Attached documents by supplier:

1.3.2. Technical Approach.pdf 2570 Kb [Download](#) | [Preview](#)

Score: 22.5%

[View evaluation method](#)

Paul Brazil (25%) 4

Score Comment
6%

Paul Castro (25%) 4

6%

Jane LeClainche (25%) 3

4.5% They had workshops first then review code. Seemed backward

James Murphy (25%) 4

6% updated score

Total score: 22.5%

EXPERIENCE/ABILITY OF PERSONNEL

1.3.3. evaluated Knockout question

Weight: 25%

EXPERIENCE/ABILITY OF PERSONNEL

Please attach the following evaluation information:

- Management's Credentials
- Project Personnel Credentials
- Staff Size of Key Participants
- Location of Company/Key Participants

NET WEIGHT OF SCORE 25%

Answer

Attached documents by supplier:

 1.3.3 Experience and Ability of Personnel.pdf 1673 Kb [Download](#) | [Preview](#)

Score: 18.13%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 3.5	4.38%	
Paul Castro (25%) 4	5%	
Jane LeClainche (25%) 3	3.75%	Had a total of 7 assigned and a legal firm.
James Murphy (25%) 4	5%	

Total score: 18.13%

Workload and Scheduling

1.3.4. evaluated Knockout question

Weight: 15%

WORKLOAD AND SCHEDULING

Please attach the following evaluation information:

- Over-all workload of the company
- Project scheduling ability/timely completion of work
- Meeting the Town's operational and administrative requirements

NET WEIGHT OF SCORE 15%

Answer

Attached documents by supplier:

 1.3.4. Workload and Scheduling.pdf 1432 Kb [Download](#) | [Preview](#)

Score: 10.13%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 4	3%	
Paul Castro (25%) 3	2.25%	
Jane LeClainche (25%) 2.5	1.88%	Had a 24 month schedule. Seems like a long time to be engaged. Quote provided was also quite high.
James Murphy (25%) 4	3%	

Total score: 10.13%

Other

1.3.5. evaluated Knockout question

Weight: 5%

- Present and past litigation or disputes
- Insurance
- License sanctions
- Lost accounts and/or cancelled accounts, contract denial
- Financial Information, like financial statements, or any other information like your bank or surety support letter, or letter from you company finance section. Example: Statement that your firm is in a firm financial standing position to support services under this contract.
- Note: Shortlisted companies may be asked to provide Dun and Bradstreet Report with submittal.

NET WEIGHT OF SCORE 5%

Answer

Attached documents by supplier:

1.3.5. Other_MS.pdf 1127 Kb [Download](#) | [Preview](#)

Score: 2.88%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 2.5	0.63%	
Paul Castro (25%) 3	0.75%	
Jane LeClainche (25%) 2	0.5%	Many lawsuits.
James Murphy (25%) 4	1%	

Total score: 2.88%

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1.3. EVALUATION FACTORS



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1.3. EVALUATION FACTORS

All answers are evaluated

Weight: 100% Score: 63.25%

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solicitations@townofpalmbeach.com 

Experience of Firm / Past Performance

1.3.1. evaluated Knockout question

Weight: 25%

EXPERIENCE OF FIRM/PAST PERFORMANCE

Please attach the following evaluation information:

- Completed Municipal Projects
- Demonstrated Experience with other Code Reform Projects
- Relevant Projects
- Schedule/Budget Compliance of Previous Work

NET WEIGHT OF SCORE 25%

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Answer

Attached documents by supplier:

 Experience.pdf 4776 Kb [Download](#) | [Preview](#)

Score: 15%

[View evaluation method](#)

Score Comment

Paul Brazil (25%) 3

3.75%

Paul Castro (25%) 3

3.75%

Jane LeClainche (25%) 3

3.75%

A lot of local municipal work, but didn't see like they had prior experience with this comprehensive of a task.

James Murphy (25%) 3

3.75%

Total score: 15%

Technical Approach

1.3.2. evaluated Knockout question

Weight: 30%

TECHICAL APPROACH

Please attach the following evaluation information:

- Technical Approach to Complete Scope of Work
- Understanding of the Town's needs
- Overall completeness, technical soundness, clarity and quality of proposal

NET WEIGHT OF SCORE 30%

Answer

Attached documents by supplier:

Technical.pdf 7958 Kb [Download](#) | [Preview](#)

Score: 20.25%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) <u>3</u>	4.5%	
Paul Castro (25%) <u>4</u>	6%	
Jane LeClainche (25%) <u>3.5</u>	5.25%	Mentioned coastal element. Seemed boilerplate as far as technical approach.
James Murphy (25%) <u>3</u>	4.5%	

Total score: 20.25%

EXPERIENCE/ABILITY OF PERSONNEL

1.3.3. evaluated Knockout question

Weight: 25%

EXPERIENCE/ABILITY OF PERSONNEL

Please attach the following evaluation information:

- Management's Credentials
- Project Personnel Credentials
- Staff Size of Key Participants
- Location of Company/Key Participants

NET WEIGHT OF SCORE 25%

Answer

Attached documents by supplier:

Experience Ability of Personnel.pdf 10903 Kb [Download](#) | [Preview](#)

Score: 15%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%)	3	
Paul Castro (25%)	3	
Jane LeClainche (25%)	3	Had 9 planners assigned plus a law firm.
James Murphy (25%)	3	

Total score: 15%

Workload and Scheduling

1.3.4. evaluated Knockout question

Weight: 15%

WORKLOAD AND SCHEDULING

Please attach the following evaluation information:

- Over-all workload of the company
- Project scheduling ability/timely completion of work
- Meeting the Town's operational and administrative requirements

NET WEIGHT OF SCORE 15%

Answer

Attached documents by supplier:

Workload.pdf 339 Kb [Download](#) | [Preview](#)

Score: 9.38%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%)	2.5	
Paul Castro (25%)	3	
Jane LeClainche (25%)	3	Had availability, but didn't have timeframe.
James Murphy (25%)	4	

Total score: 9.38%

Other

1.3.5. evaluated Knockout question

Weight: 5%

- Present and past litigation or disputes
- Insurance
- License sanctions
- Lost accounts and/or cancelled accounts, contract denial
- Financial Information, like financial statements, or any other information like your bank or surety support letter, or letter from you company finance section. Example: Statement that your firm is in a firm financial standing position to support services under this contract.
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NET WEIGHT OF SCORE 5%

Answer

Attached documents by supplier:

 Other.pdf 1505 Kb [Download](#) | [Preview](#)

Score: 3.63%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 3.5	0.88%	
Paul Castro (25%) 4	1%	
Jane LeClainche (25%) 3	0.75%	Small Company
James Murphy (25%) 4	1%	

Total score: 3.63%

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1.3. EVALUATION FACTORS

All answers are evaluated

Weight: 100% Score: 67.88%

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Experience of Firm / Past Performance

1.3.1. evaluated Knockout question

Weight: 25%

EXPERIENCE OF FIRM/PAST PERFORMANCE


Please attach the following evaluation information:

- Completed Municipal Projects
- Demonstrated Experience with other Code Reform Projects
- Relevant Projects
- Schedule/Budget Compliance of Previous Work

NET WEIGHT OF SCORE 25%

Answer

Attached documents by supplier:

 1.3.1_Experience.pdf 10115 Kb [Download](#) | [Preview](#)

Score: 18.13%

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	Score	Comment
Paul Brazil (25%)	4	5%
Paul Castro (25%)	3	3.75%

Score	Comment
4.38%	Clients include WPB, Hollywood, Wilton Manners. They are using REG and Chen Moore as subs. Didn't see a lot of complete code reform projects.

Jane LeClainche (25%) **3.5**

James Murphy (25%) **4**

5%

Total score: 18.13%

Technical Approach

1.3.2. evaluated Knockout question

Weight: 30%

TECHICAL APPROACH

Please attach the following evaluation information:

- Technical Approach to Complete Scope of Work
- Understanding of the Town's needs
- Overall completeness, technical soundness, clarity and quality of proposal

NET WEIGHT OF SCORE 30%

Answer

Attached documents by supplier:

 1.3.2_Technical_approach.pdf 2996 Kb [Download](#) | [Preview](#)

Score: 20.25%

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Score Comment

Paul Brazil (25%) **4**

6%

Paul Castro (25%) **3**

4.5%

Jane LeClainche (25%) **3.5**

5.25%

Have a detailed approach with REG reviewing other historic cities in FL.

James Murphy (25%) **3**

4.5%

Total score: 20.25%

EXPERIENCE/ABILITY OF PERSONNEL

1.3.3. evaluated Knockout question

Weight: 25%

EXPERIENCE/ABILITY OF PERSONNEL

Please attach the following evaluation information:

- Management's Credentials
- Project Personnel Credentials
- Staff Size of Key Participants
- Location of Company/Key Participants

NET WEIGHT OF SCORE 25%

Answer

Attached documents by supplier:

1.3.3_personnel.pdf 13383 Kb [Download](#) | [Preview](#)

Score: 15.63%

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	Score	Comment
Paul Brazil (25%) 3.5	4.38%	
Paul Castro (25%) 3	3.75%	
Jane LeClainche (25%) 3	3.75%	The proposer only had 2 staff members plus PT. Seem to be relying on REG and CM
James Murphy (25%) 3	3.75%	
Total score: 15.63%		

Workload and Scheduling

1.3.4. evaluated Knockout question

Weight: 15%

WORKLOAD AND SCHEDULING

Please attach the following evaluation information:

- Over-all workload of the company
- Project scheduling ability/timely completion of work
- Meeting the Town's operational and administrative requirements

NET WEIGHT OF SCORE 15%

Answer

Attached documents by supplier:

1.3.4 SOLICITATION PACKAGE DOCUMENTS & EVALUATION FACTORS.pdf 56 Kb [Download](#) | [Preview](#)

Score: 10.13%

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	Score	Comment
Paul Brazil (25%) 3.5	2.63%	

	Score	Comment
Paul Castro (25%) <u>3</u>	2.25%	
Jane LeClainche (25%) <u>3</u>	2.25%	Continuing contracts represent 65% of their time. Didn't see a time frame for completion
James Murphy (25%) <u>4</u>	3%	
Total score: 10.13%		

Other

1.3.5. evaluated Knockout question

Weight: 5%

- Present and past litigation or disputes
- Insurance
- License sanctions
- Lost accounts and/or cancelled accounts, contract denial
- Financial Information, like financial statements, or any other information like your bank or surety support letter, or letter from you company finance section. Example: Statement that your firm is in a firm financial standing position to support services under this contract.
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NET WEIGHT OF SCORE 5%

Answer

Attached documents by supplier:

 1.3.5_Other.pdf 663 Kb [Download](#) | [Preview](#)

Score: 3.75%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) <u>4</u>	1%	
Paul Castro (25%) <u>4</u>	1%	
Jane LeClainche (25%) <u>3</u>	0.75%	
James Murphy (25%) <u>4</u>	1%	
Total score: 3.75%		

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Bonnie C. Landry and Associates

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1.3. EVALUATION FACTORS

All answers are evaluated

Weight: 100% Score: 55.13%

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Experience of Firm / Past Performance

1.3.1. evaluated Knockout question

Weight: 25%

EXPERIENCE OF FIRM/PAST PERFORMANCE

Please attach the following evaluation information:

- Completed Municipal Projects
- Demonstrated Experience with other Code Reform Projects
- Relevant Projects
- Schedule/Budget Compliance of Previous Work

NET WEIGHT OF SCORE 25%

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Answer

Attached documents by supplier:

1.3.1 Experience of Firm and Past Performance.pdf 1039 Kb [Download](#) | [Preview](#)

Score: 11.88%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 2.5	3.13%	
Paul Castro (25%) 2	2.5%	
Jane LeClainche (25%) 3	3.75%	Mostly smaller projects.
James Murphy (25%) 2	2.5%	
Total score: 11.88%		

Technical Approach

1.3.2. evaluated Knockout question

Weight: 30%

TECHICAL APPROACH

Please attach the following evaluation information:

- Technical Approach to Complete Scope of Work
- Understanding of the Town's needs
- Overall completeness, technical soundness, clarity and quality of proposal

NET WEIGHT OF SCORE 30%

Answer

Attached documents by supplier:

 1.3.2 Technical Approach.pdf 723 Kb [Download](#) | [Preview](#)

Score: 18%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 2.5	3.75%	
Paul Castro (25%) 3	4.5%	
Jane LeClainche (25%) 3.5	5.25%	Detailed approach and good ideas on video diary and project webpage.
James Murphy (25%) 3	4.5%	
Total score: 18%		

EXPERIENCE/ABILITY OF PERSONNEL

1.3.3. evaluated Knockout question

Weight: 25%

EXPERIENCE/ABILITY OF PERSONNEL

Please attach the following evaluation information:

- Management's Credentials
- Project Personnel Credentials
- Staff Size of Key Participants
- Location of Company/Key Participants

NET WEIGHT OF SCORE 25%

Answer

Attached documents by supplier:

 1.3.3 Experience and Ability of Personnel.pdf 1016 Kb [Download](#) | [Preview](#)

Score: 11.25%

[View evaluation method](#)

	Score	Comment
Paul Brazil (25%) 2.5	3.13%	
Paul Castro (25%) 2	2.5%	

Score Comment

Jane LeClainche (25%) 2.5

3.13% Only 2 people on firm and outsourced GIS. Not many people to handle this task.

James Murphy (25%) 2

2.5%

Total score: 11.25%

Workload and Scheduling

1.3.4. evaluated Knockout question

Weight: 15%

WORKLOAD AND SCHEDULING

Please attach the following evaluation information:

- Over-all workload of the company
- Project scheduling ability/timely completion of work
- Meeting the Town's operational and administrative requirements

NET WEIGHT OF SCORE 15%

Answer

Attached documents by supplier:

1.3.4 Workload and Scheduling.pdf 575 Kb Download | Preview

Score: 10.5%

View evaluation method

Score Comment

Paul Brazil (25%) 3

2.25%

Paul Castro (25%) 4

3%

Jane LeClainche (25%) 3

2.25% It appears that we would be their only project.

James Murphy (25%) 4

3%

Total score: 10.5%

Other

1.3.5. evaluated Knockout question

Weight: 5%

- Present and past litigation or disputes
- Insurance
- License sanctions
- Lost accounts and/or cancelled accounts, contract denial
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NET WEIGHT OF SCORE 5%

Answer

Attached documents by supplier:

 1.3.5 Other and Financial Statement.pdf 402 Kb [Download](#) | [Preview](#)

Score: 3.5%

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	Score	Comment
Paul Brazil (25%) <u>3</u>	0.75%	
Paul Castro (25%) <u>4</u>	1%	
Jane LeClainche (25%) <u>3</u>	0.75%	
James Murphy (25%) <u>4</u>	1%	
Total score: 3.5%		

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