

**HVAC Repairs and Preventive Maintenance
RFP 2017-028**

City of Delray Beach
Final Ranking Form

1. Experience	Joseph Frantz	Isaac Kovner	David Weatherspoon	Tom Kwiatek	Score	35 Points - Proposal
						Strengths
Advanced Roofing, Inc. DBA Advanced Air Systems	25.0	24.0	30.0	20.0	22.5	23 years in business, good experience, large complex and property management, more departments to handle problems and issues, Detailed experience in providing AC services. Seemed to be able to get the job done. services and installations. Located in Fort Lauderdale with 15 yr. HVAC mechanics experience.
	25.0	24.0	30.0	20.0	22.5	
American Network Construction, LLC	30.0	17.0	20.0	20.0	25.0	Provided 5 examples of previous commercial AC units, 12 years in business give them a good experience, good summary of past-performance and their experience was clear on the scope and type of work, good past experience performance within experience. Numerous HVAC installs. Concise listing of telephone and fax information. Good experience with large accounts in their past work, good experience with Schools and big accounts.
	30.0	17.0	20.0	20.0	25.0	

2. Capacity & Approach	Joseph Frantz	Isaac Kovner	David Weatherspoon	Tom Kwiatek	Score	25 Points - Capacity
						Strengths
Advanced Roofing, Inc. DBA Advanced Air Systems	12.0	5.0	15.0	15.0	11.8	Class A license . discussion of scope of work and approach was good, good organization, described in detail their roles and management for each employee. Outlines the number of employees in detail. Detailed hours of service, list of clients and dispatch procedures.
	12.0	5.0	15.0	15.0	11.8	
American Network Construction, LLC	20.0	7.0	20.0	12.0	14.8	Have some information on their organization and approach, did discuss their employee backgrounds and work. Outlined the process to handle situations, only ones to propose a local office for the City. Discussed the ability to get the job done. Outline process for service calls.
	20.0	7.0	20.0	12.0	14.8	

3. Fee Proposal	Joseph Frantz	Isaac Kovner	David Weatherspoon	Tom Kwiatek	Score	25 Points - Fee
						Strengths
Advanced Roofing, Inc. DBA Advanced Air Systems	20.0	25.0	20.0	15.0	20.0	Gave an outline to each category listed in the RFP, they responded to the proposal and all categories, fees were outlined as well as the material, all categories were outlined, requests were answered, filled out the requested points. Detailed hourly staff and material markup.
	20.0	25.0	20.0	15.0	20.0	
American Network Construction, LLC	25.0	25.0	15.0	20.0	21.3	Outlined all fees, answered questions, filled all blanks for the fee proposals, addressed all groups and the pricing seemed in line for us. They included hourly fees and material mark-up.
	25.0	25.0	15.0	20.0	21.3	

5. Location	Frantz	Kovner	Watterspoon	Wiatek	More	5 Points - 1
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5. Location	Joseph	Isaac I	David Wea	Tom K	Sch	Strengths
Advanced Roofing, Inc. DBA Advanced Air Systems	0.0	0.0	0.0	0.0	0.0	This Company is not located within the City of Delray Beach City limits
	0.0	0.0	0.0	0.0	0.0	
American Network Construction, LLC	0.0	0.0	0.0	0.0	0.0	This Company is not located within the City of Delray Beach City limits
	0.0	0.0	0.0	0.0	0.0	

ser's Experience

Weaknesses

Not enough evidence or not too much description of past work, average experience, need more details on previous work , they are not a maintenance HVAC company, it seems they only install AC units but doesn't perform services and maintenance, they seem to work with contractors, they seem to be doing other things besides HVAC servicing and maintenance and not focusing on this requirements. Have not worked with other Municipalities or Police Departments due the the highly particulat nature of the AC units that are very much specialized. Needs more experience dealing specifically with police departments, not many work with municipalities.

They seem to be general contractors, some HVAC units but lack in terms of maintenance. The company does not work in preventative maintenance when dealing with municipalities. I did not see it. They seems to lack experience and have limited experience working with their engineers and specially with maintenance. Do not see them dealing with AC problems from what I saw. Don't see them as a service company dealing with problems on a day-to-day basis or daily. They need more experience working with municipalities. Numerous references that would need to verify.

City & Approach

Contractors for primary seasons. The use of contractors
number of employees, few, outlined not clear, on dispatching work to facilities or non working hours specially, nfo to access police dept on after hours, like Sunday or Saturday not clear on , not see as a strong company,, primary installation company, not clear to show how to handle emergency situations and their people,did not answer any of the info needed to the report.
Failed to describe how they would make repairs and access buildings in respect to preventive maintenance. Failed to detail dispatch information and strategy of maintenance for their vehicles, poor accessibility to general communication and the quality of work, Did not discuss how to approach after hours work and maintenance. They seem to need too much time in advance for notices. Their General Contractors do not work solely on AC.

ee Proposal

Weaknesses

Not sure if they know about the section about parts, they seemed to use something else. Not clear, maybe would need an explanation to understand. Nothing specific on the levels of employees in regards to after hours work. Not clear on parts.

Nothing specific on labor per hour, not specific on emergency hours (after hours), confusing with the prices, not sure on how they would address this. Were not thorough outlining their costs for the job. Would need to understand this further.

Interviews

Weaknesses

I'm concerned this company to be a true maintenance company. It seems this company would be overwhelmed by the amount of work and projects that the City requires and the number of facilities that they would have to service. I still am under the impression that this company is a contractor more than a service company, for me, their mindset or repairs is not related to what the City needs. My impression is that they cannot handle the amount of work that we have and the broad spectrum of situations we have in terms of maintenance and scheduling.

Did not interview

Location

Weaknesses
This Company is not located within the City of Delray Beach City limits
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