

City of Delray Beach  
Scoring Summary / Ranking Form

**Beach Cleaning; Maintenance and Beautification Services**

**RFP No. 2018-020**

Eval Criteria 1	Demarest	Hanson	Karali	Needle	Privitera	Score	EXPERIENCE AND BACKGROUND	
							Strengths	Weaknesses
Universal Beach Services Corp.	35.0	20.0	28.0	35.0	35.0	30.6	30 years in business. Devoted to the process, small organization but efficient. Current provider knows and understands City operations for beach cleaning. Understands and is efficient in hazard management. Demonstrates efficient escarpment debris / repair. Erosion control demonstrated	No information regarding any law suits. Did not show work for other government agencies
						#DIV/0!		
	35.0	20.0	28.0	35.0	35.0	30.6		
W.D. Thompson dba Beach Raker	30.0	30.0	26.0	30.0	35.0	30.2	30 years experience. List several current projects with sufficient time/tenure are used widely in Broward County. Turtle and wildlife are a concern and firm identified a strong process. Firms references were very good. Great detail provided on who employees are with years of experience in beach cleaning.	
						#DIV/0!		
	30.0	30.0	26.0	30.0	35.0	30.2		

City of Delray Beach  
Scoring Summary / Ranking Form

Eval Criteria 2	Demarest	Hanson	Karali	Needle	Privitera	Score	Capacity & Approach	
							Strengths	Weaknesses
Universal Beach Services Corp.	35.0	15.0	25.0	20.0	22.0	23.4	The company has equipment for hauling the debris. Two locations for storage of equipment. Firm is located in Delray Beach. Truck for every tractor	Not clear on engagement or methodology. No detail on sea turtle plan firm presented articles regarding their process.. Firm did not present information that was clear regarding recycling or equipment usage. Did not see overall approach for services.
						#DIV/0!		
	35.0	15.0	25.0	20.0	22.0	23.4		
W.D. Thompson dba Beach Raker	30.0	30.0	30.0	30.0	34.0	30.8	The approach was very detailed for methodology of service. Very detailed on scope and current plan even during large events. Large number of equipment . Firm will use separate trash liners to divide the trash and recycling.	Located in Boca Raton
						#DIV/0!		
	30.0	30.0	30.0	30.0	34.0	30.8		

City of Delray Beach  
Scoring Summary / Ranking Form

Eval Criteria 3	Demarest	Hanson	Karali	Needle	Privitera	Score	Price / Fee Proposal	
Universal Beach Services Corp.	25.0	25.0	25.0	25.0	25.0	25.0		
						#DIV/0!		
	25.0	20.0	25.0	25.0	25.0	24.0		
W.D. Thompson dba Beach Raker	10.1	10.1	10.1	10.1	10.1	10.1		\$116,750. price difference with same services proposed.
						#DIV/0!		
	12.0	15.0	10.0	5.0	9.0	10.2		

City of Delray Beach  
Scoring Summary / Ranking Form

Eval Criteria 4	Demarest	Hanson	Karali	Needle	Privitera	Score	Interviews (if Conducted)	
							No Interviews Conducted.	
Universal Beach Services Corp.	0.0	0.0	0.0	0.0	0.0	0.0		
	0.0					0.0		
	0.0					0.0		
W.D. Thompson dba Beach Raker	0.0					0.0		
	0.0					0.0		
	0.0					0.0		

Buyer Name: Ja'Anal McAden

Date of Technical Evaluations: January 25, 2018

Date of Final Evaluations: February 2, 2018 & February 9, 2018

Ranking	Initial Ranking Total	Final Ranking Total
Universal Beach Services Corp.	79.0	78.0
W.D. Thompson dba Beach Raker	71.1	71.2