

RFP-1030 Purchase of Nine Diesel Electric Container Yard Cranes for Bayport Container Terminal

Budget: \$17,100,000

Date: 6/4/2019

	1			2				3				
	Kalmar USA, Inc.			Konecranes Finland Corporation				Shanghai Zhenhua Heavy Industries				
Project Relative Weight				Average Team Score				Average Team Score				Average Team Score
	E1	E2	E3		E1	E2	E3		E1	E2	E3	
Price - 30 pts	Actual Price				Actual Price				Actual Price			
Purchase Price Calculation per "Instruction to Respondents"	\$21,988,606.00			25.54	\$18,722,454.00			30.00	\$26,790,314.00			20.97
Respondent - 25 pts												
Quality of Respondent's goods and services - 4 pts												
o Respondent's reputation												
o Respondent's demonstrated ability and qualifications to successfully perform work of this size, scope and complexity, including references that show that Respondent has successfully provided the goods and services to others	4.00	3.00	4.00	3.67	4.00	4.00	4.00	4.00	3.00	3.00	2.00	2.67
Financial position and stability of Respondent - 2 pts	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
The Respondent's past performance and relationship with PHA, Including, but not limited to, the product and after-sales service - 2 pts	1.00	1.00	1.00	1.00	2.00	2.00	2.00	2.00	1.00	1.00	0.00	0.67
Respondent's demonstrated understanding and acceptance of the scope of work and PHA contractual requirements - 2 pts	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Qualifications and experience of assigned personnel in services or projects needed in or like this Project - 3 pts	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	2.00	2.67
Availability of other resources, including staffing capabilities and location of facilities - 3 pts	2.00	1.00	2.00	1.67	2.00	3.00	3.00	2.67	2.00	1.00	2.00	1.67
References that show that Respondent has successfully provided the goods and services to others - 2 pts	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Respondent's safety and environmental records - 2 pts	2.00	1.00	2.00	1.67	2.00	2.00	2.00	2.00	2.00	1.00	2.00	1.67
Respondent's responsiveness - on the Proposal, to questions, to contract terms, etc. - 3 pts	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	2.00	3.00	2.67
Respondent's ability to communicate clearly and resolve problems - 2 pts	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00	2.00	1.00	1.33
Total Average - Respondent	23.00	20.00	23.00	22.00	24.00	25.00	25.00	24.67	21.00	19.00	18.00	19.33

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				Average Team Score				Average Team Score				Average Team Score
	E1	E2	E3		E1	E2	E3		E1	E2	E3	
Benefit to Port Authority - 35 pts												
The extent to which proposed cranes and other equipment are suitable to and benefit PHA: 7 pts o they meet or exceed performance requirements, including, but not limited meeting productivity and efficiency needs of PHA; o they exhibit design performance superiority; o they are compatible with existing PHA systems, maintenance, equipment, and procedures; o they incorporate systems that use fuel efficiently; o they incorporate systems that are environmentally friendly; and o they exhibit the ability to meet PHA needs	5.00	5.00	4.00	4.67	7.00	7.00	7.00	7.00	4.00	3.00	3.00	3.33
The anticipated ability of the cranes to be delivered and pass acceptance tests on schedule (delivery schedule and Respondent's reputation for on-time performance) - 4 pts	4.00	3.00	3.00	3.33	4.00	3.00	4.00	3.67	3.00	1.00	2.00	2.00
Respondent's and crane's ability to address noise and emission concerns at PHA facilities, including the Bayport Container Terminal - 4 pts	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
The extent to which alternatives and solutions proposed meet PHA's needs- 3 pts	2.00	3.00	2.00	2.33	3.00	3.00	3.00	3.00	2.00	2.00	2.00	2.00
The anticipated cost of maintenance, including, but not limited to, costs related to compatibility (or lack thereof) with other PHA systems, maintenance, procedures, and equipment- 5 pts	4.00	4.00	3.00	3.67	5.00	5.00	5.00	5.00	3.00	3.00	2.00	2.67
After contract support, including, but not limited to, the availability and quality of technical support and ability to timely deliver needed services and quality repair parts- 3 pts	3.00	2.00	3.00	2.67	2.00	3.00	3.00	2.67	2.00	1.00	1.00	1.33
Availability and quality of spare parts- 3 pts	2.00	3.00	2.00	2.33	3.00	2.00	3.00	2.67	2.00	1.00	2.00	1.67
Indirect costs of purchase, such as inspections and project management - 2 pts	1.00	2.00	1.00	1.33	2.00	2.00	2.00	2.00	1.00	1.00	1.00	1.00
The total long-term cost to acquire goods or services - 4 pts	3.00	3.00	2.00	2.67	4.00	4.00	4.00	4.00	3.00	2.00	2.00	2.33
Total Average - Benefit to Port Authority	28.00	29.00	24.00	27.00	34.00	33.00	35.00	34.00	24.00	18.00	19.00	20.33
Overall Compliance with PHA Policies and Instructions - 10 pts												

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Full completion of the proposal Response form and submission of the items required by the proposal documents, including, but not limited to, all items set forth in Section C of the proposal Response form, and including addenda, if any - 3 pts	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Understanding and acceptance of PHA's contract requirements - 2 pts	2.00	1.00	2.00	1.67	2.00	1.00	2.00	1.67	2.00	1.00	2.00	1.67
Transparency of all fees - 1 pts	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Response acceptably presented in terms of clarity, conciseness, organization and appearance - 2 pts	2.00	1.00	2.00	1.67	2.00	1.00	2.00	1.67	2.00	1.00	2.00	1.67
Demonstrated understanding of no-lobbying rules and ethics policies and standards. - 1 pts	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Demonstrated understanding of security policies, access to PHA, and requirements for TWIC cards and other credentialing. - 1 pts	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Total Average - Overall Compliance with PHA Policies and Instructions	10.00	8.00	10.00	9.33	10.00	8.00	10.00	9.33	10.00	8.00	10.00	9.33
Local Business and Small Business Participation - 0 pts												
Calculation of Local Business participation will be performed by the Small Business Staff during the evaluation phase - 3 pts	N/A			N/A	N/A			N/A	N/A			N/A
Calculation of Small Business participation will be performed by the Small Business Staff during the evaluation phase - 5 pts	N/A			N/A	N/A			N/A	N/A			N/A
Total Average - Small Business Participation and Local Business				0.00				0.00				0.00
TEAM AVERAGE TOTAL SCORES				83.87				98.00				69.97