

RFP-1192 Position Detection System for Port Houston Container Terminals

Estimate: \$3,000,000

Date: 9/4/2019

	1					2					3																			
	Kalmar USA, Inc.					Konecranes, Inc.					Mi-Jack Products																			
Project Relative Weight	Average Team Score					Average Team Score					Average Team Score																			
	E1	E2	E3	E4	E5	95.71					E1	E2	E3	E4	E5	54.61					E1	E2	E3	E4	E5	84.60				
Price - 32 pts	Actual Price					Actual Price					Actual Price																			
Purchase Price Calculation per "Instruction to Respondents"	\$ 3,234,571.00					31.31					\$ 3,642,105.00					27.81					\$ 3,164,900.00					32.00				
Respondent - 35 pts																														
Quality of Respondent's goods and services - 10 pts -Respondent's reputation -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	9.00	9.00	10.00	10.00	10.00	9.60	4.00	3.00	2.00	2.00	4.00	3.00	8.00	8.00	6.00	9.00	10.00	8.20												
Financial position and stability of Respondent - 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	1.00	1.00	1.00	1.00	1.00	1.00												
The Respondent's Past Performance - 10 pts	9.00	9.00	9.00	9.00	10.00	9.20	7.00	5.00	1.00	2.00	8.00	4.60	9.00	8.00	6.00	8.00	8.00	7.80												
Respondent's demonstrated understanding and acceptance of the scope of work - 3 pts	3.00	3.00	3.00	3.00	3.00	3.00	1.00	0.00	1.00	1.00	1.00	0.80	2.00	1.00	2.00	3.00	3.00	2.20												
Qualifications and experience of assigned personnel in services or projects like this Project - 5 pts	5.00	5.00	5.00	5.00	5.00	5.00	3.00	3.00	1.00	1.00	3.00	2.20	5.00	4.00	4.00	5.00	4.00	4.40												
Availability of other resources, including staffing capabilities and location of facilities - 4 pts	3.00	3.00	4.00	4.00	4.00	3.60	2.00	3.00	2.00	1.00	4.00	2.40	2.00	3.00	2.00	4.00	4.00	3.00												
Respondent's Safety and Environmental records - 2 pts	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00	2.00	2.00	1.00	1.60	2.00	2.00	2.00	2.00	2.00	2.00												
Total Average - Respondent	32.00	32.00	34.00	34.00	35.00	33.40	20.00	16.00	10.00	10.00	22.00	15.60	29.00	27.00	23.00	32.00	32.00	28.60												
Benefit to PHA - 23 pts																														
The extent to which services, including available service options and solutions proposed meet the PHA needs - 8 pts -They are compatible with existing PHA systems and procedures -They incorporate systems that are environmentally friendly -They exhibit the ability to meet PHA needs	7.00	8.00	8.00	8.00	8.00	7.80	5.00	0.00	1.00	2.00	4.00	2.40	5.00	4.00	4.00	6.00	6.00	5.00												
The anticipated cost of maintenance, including costs related to compatibility (or lack thereof) with other PHA systems, procedures, and equipment - 8 pts	6.00	7.00	8.00	7.00	8.00	7.20	3.00	4.00	2.00	2.00	3.00	2.80	3.00	7.00	4.00	6.00	6.00	5.20												
After contract support, including the availability and quality of technical support and ability to timely deliver needed services - 4 pts	4.00	3.00	4.00	4.00	4.00	3.80	2.00	3.00	1.00	2.00	2.00	2.00	3.00	3.00	2.00	4.00	3.00	3.00												
The total long-term cost to acquire goods or services - 3 pts	2.00	3.00	3.00	2.00	3.00	2.60	3.00	3.00	1.00	1.00	3.00	2.20	3.00	3.00	2.00	3.00	2.00	2.60												
Total Average - Benefit to PHA	19.00	21.00	23.00	21.00	23.00	21.40	13.00	10.00	5.00	7.00	12.00	9.40	14.00	17.00	12.00	19.00	17.00	15.80												
Overall Compliance with PHA Policies and Instructions - 10 pts																														
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 - 2 pts	2.00	2.00	2.00	2.00	2.00	2.00	0.00	0.00	0.00	0.00	0.00	0.00	2.00	1.00	2.00	2.00	2.00	1.80												
Understanding and acceptance of PHA's contract requirements - 2 pts	2.00	2.00	2.00	2.00	2.00	2.00	1.00	0.00	1.00	1.00	1.00	0.80	2.00	1.00	2.00	2.00	2.00	1.80												
Transparency of all fees - 3 pts	3.00	2.00	3.00	2.00	3.00	2.60	1.00	1.00	1.00	1.00	1.00	1.00	2.00	1.00	2.00	2.00	2.00	1.80												

RFP-1192 Position Detection System for Port Houston Container Terminals

Estimate: \$3,000,000

Date: 9/4/2019

	1						2						3					
	Kalmar USA, Inc.						Konecranes, Inc.						Mi-Jack Products					
Project Relative Weight						Average Team Score						Average Team Score						Average Team Score
	E1	E2	E3	E4	E5	95.71	E1	E2	E3	E4	E5	54.61	E1	E2	E3	E4	E5	84.60
Response acceptably presented in terms of clarity, conciseness, organization and appearance - 3 pts	3.00	3.00	3.00	3.00	3.00	3.00	0.00	0.00	0.00	0.00	0.00	0.00	3.00	3.00	2.00	3.00	3.00	2.80
Total Average - Overall Compliance with PHA Policies and Instructions	10.00	9.00	10.00	9.00	10.00	9.60	2.00	1.00	2.00	2.00	2.00	1.80	9.00	6.00	8.00	9.00	9.00	8.20
Local Business - 3 pts																		
Calculation of Local Business participation will be performed by the Small Business Staff during the evaluation phase - 3 pts						0.00						0.00						0.00
Total Average - Local Business						0.00						0.00						0.00
TEAM AVERAGE TOTAL SCORES						95.71						54.61						84.60