

**CSP-2411 Purchase of Trolley Rails for Nine Dockside Cranes at Barbours Cut and Bayport Container Terminal**

Budget: \$7,200,000 10/31/2022 at 3:00 PM via Teams

| Evaluators: 1-Paulo, 2-Hugh, 3-Nathan, 4-Jimmie   | Gantrex, Inc.  |       |       |       |                    | ZPMC NA East Coast Inc. dba ZPMC USA Inc. |       |       |       |                    |
|---|----------------|-------|-------|-------|--------------------|---|-------|-------|-------|--------------------|
| Project Relative Weight   |                |       |       |       | Average Team Score |   |       |       |       | Average Team Score |
|   | E1             | E2    | E3    | E4    | 98.00              | E1  | E2    | E3    | E4    | 80.00              |
| <b>SMWBE Participation - 35% Organizational Goal/MWBE - 30% Aspirational Goal</b>   |                |       |       |       |                    |   |       |       |       |                    |
| <b>Purchase Price -35 pts</b>   | ACTUAL PRICE   |       |       |       |                    | ACTUAL PRICE                              |       |       |       |                    |
| Purchase Price Calculation per "Instruction to Respondents"   | \$4,473,357.00 |       |       |       | 35.00              | \$6,564,765.00                            |       |       |       | 24.00              |
| <b>Vendor Reputation, Safety, Quality, Past Performance, Environmental Record -20 pts</b>   |                |       |       |       |                    |   |       |       |       |                    |
| Reputation of Respondent and of Respondent's good or services - 7 pts   | 7.00           | 7.00  | 7.00  | 7.00  | 7.00               | 7.00                                      | 5.50  | 6.00  | 6.00  | 6.13               |
| The Respondent's past performance - 6 pts   | 6.00           | 6.00  | 6.00  | 6.00  | 6.00               | 3.00                                      | 5.00  | 5.00  | 5.00  | 4.50               |
| Quality of Respondent's goods or services - 4 pts   | 3.00           | 3.00  | 4.00  | 4.00  | 3.50               | 3.00                                      | 4.00  | 3.00  | 4.00  | 3.50               |
| Safety and environmental records of Respondent - 3 pts  | 2.00           | 3.00  | 3.00  | 3.00  | 2.75               | 2.00                                      | 1.50  | 1.00  | 1.00  | 1.38               |
| <b>Total Average - Respondent's Reputation and Quality of Services</b>  | 18.00          | 19.00 | 20.00 | 20.00 | 19.25              | 15.00                                     | 16.00 | 15.00 | 16.00 | 15.50              |
| <b>Benefit to PHA - 35 pts</b>  |                |       |       |       |                    |   |       |       |       |                    |
| Extent to which the goods or services meet the Port Authority's needs - 10 pts  | 9.00           | 10.00 | 10.00 | 10.00 | 9.75               | 8.00                                      | 10.00 | 9.00  | 10.00 | 9.25               |
| Total long-term cost to the Port Authority to acquire the Respondent's goods or services - 25 pts   | 23.00          | 25.00 | 25.00 | 25.00 | 24.50              | 20.00                                     | 25.00 | 20.00 | 25.00 | 22.50              |
| <b>Total Average -Benefit to PHA</b>  | 32.00          | 35.00 | 35.00 | 35.00 | 34.25              | 28.00                                     | 35.00 | 29.00 | 35.00 | 31.75              |
| <b>Overall Compliance with PHA Policies and Instructions - 10 pts</b>   |                |       |       |       |                    |   |       |       |       |                    |
| Full completion of the Competitive Sealed Bid/Proposal Response form and submission of the items required by the Bid/Proposal Documents, including all items set forth in Part C of the Competitive Sealed Bid/Proposal Response form | 10.00          | 9.00  | 10.00 | 9.00  | 9.50               | 10.00                                     | 7.00  | 10.00 | 8.00  | 8.75               |
| <b>Total Average - Overall Compliance with PHA Policies and Instructions</b>  | 10.00          | 9.00  | 10.00 | 9.00  | 9.50               | 10.00                                     | 7.00  | 10.00 | 8.00  | 8.75               |
| <b>TEAM AVERAGE TOTAL SCORES</b>  |                |       |       |       | <b>98.00</b>       |   |       |       |       | <b>80.00</b>       |