

RFP-1504 Purchase of Nine (9) Electric Container Yard Cranes for BPT

Budget: \$ 17,100,000

May 27, 2020, 3:00 WebEx

Project Relative Weight	1				3				2			
	Konecranes Finland Corporation				Shanghai Zhenhua Heavy Industries (ABB EZ)				Shanghai Zhenhua Heavy Industries (ABB)			
	E1	E2	E3	Average Team Score	E1	E2	E3	Average Team Score	E1	E2	E3	Average Team Score
				95.67				76.67				76.33
Price - 30 pts	Actual Price				Actual Price				Actual Price			
Purchase Price Calculation per "Instruction to Respondents"	\$19,141,800				\$20,506,959				\$23,260,149			
	30.00				27.00				24.00			
Respondent's (and Subconsultant's, if applicable) Reputation and Quality of Services - 25 pts												
Quality of Respondent's services - 5 pts	5.00	5.00	5.00	5.00	4.00	4.00	3.00	3.67	4.00	4.00	3.00	3.67
Respondent's Past Performance - 5 pts	4.00	5.00	5.00	4.67	3.00	3.00	2.00	2.67	3.00	4.00	2.00	3.00
Respondent's demonstrated understanding and acceptable of the scope of work - 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
Qualifications and experience of assigned personnel in service or projects like this Project - 5pts	4.00	4.00	5.00	4.33	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
Availability of other resources, including staffing capabilities and location of facilities - 4pts	3.00	3.00	3.00	3.00	3.00	2.00	2.00	2.33	3.00	3.00	2.00	2.67
Respondent's safety and environmental records - 2pts	2.00	2.00	2.00	2.00	1.00	2.00	1.00	1.33	1.00	2.00	1.00	1.33
Total Average - Respondent's Reputation and Quality of Services	22.00	23.00	24.00	23.00	19.00	19.00	16.00	18.00	19.00	21.00	16.00	18.67
Benefit to PHA - 35 pts												
The extent to which proposed equipment are suitable to and benefit PHA - 13pts	13.00	13.00	13.00	13.00	7.00	8.00	8.00	7.67	9.00	10.00	8.00	9.00
After contract support, including the availability and quality of technical support and ability to timely deliver needed services and quality repair parts - 7pts	6.00	7.00	6.00	6.33	4.00	4.00	4.00	4.00	5.00	4.00	4.00	4.33
Availability and quality of spare parts - 5pts	4.00	4.00	5.00	4.33	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
The total long-term cost to acquire goods or services - 10pts	9.00	9.00	9.00	9.00	7.00	7.00	7.00	7.00	8.00	7.00	7.00	7.33
Total Average - Performance Plan and Other Benefits	32.00	33.00	33.00	32.67	21.00	22.00	22.00	21.67	25.00	24.00	22.00	23.67
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 - 3pts	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 - 2pts	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Transparency of all fees - 2pts	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Response acceptably presented in terms of clarity, conciseness, organization and appearance - 3pts	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Total Average - Overall Compliance with PHA Policies and Instructions	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00
Small Business Participation - 0 pts												
Calculation of Small Business participation will be performed by the Small Business Staff during the evaluation phase - 0 pts	0.00			0.00	0.00			0.00	0.00			0.00
Calculation of Local Business participation will be performed by the Small Business Staff during the evaluation phase - 0 pts	0.00			0.00	0.00			0.00	0.00			0.00
Total Average - Small Business Participation and Local Business	0.00			0.00	0.00			0.00	0.00			0.00
TEAM AVERAGE TOTAL SCORES				95.67				76.67				76.33