

RFP-749 Purchase of Eight Diesel Electric Container Yard Cranes for Barbours Cut Terminal

Budget: \$15,200,000

Date: 9/11/2018

	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	E4	E1	E2	E3	E4	E1	E2	E3	E4			
Price - 30 pts	Actual Price				Actual Price				Actual Price						
Purchase Price Calculation per "Instruction to Respondents"	\$15,519,186.00				\$16,962,900.00				\$18,327,870.00						
Respondent - 25 pts															
Respondent's reputation and financial strength - 3 pts	3.00	3.00	2.00	3.00	2.75	3.00	3.00	3.00	3.00	3.00	2.00	2.00	2.00	2.00	2.00
Quality of Respondent's goods and services -Respondent's demonstrated ability and qualifications to successfully perform work of this size, scope and complexity - 5 pts	4.00	4.00	3.00	4.00	3.75	5.00	5.00	5.00	5.00	5.00	3.00	2.00	3.00	2.00	2.50
Anticipated ease of working with Respondent, including: -Respondent's responsiveness - on Proposal; to questions; to contract terms; etc. -Respondent's past relationship with PHA - the product; the after-sales service Respondent's ability to communicate clearly and resolve problems -5 pts	4.00	3.00	3.00	3.00	3.25	4.00	3.00	4.00	3.00	3.50	3.00	2.00	3.00	3.00	2.75
Qualifications and experience of assigned personnel in services or projects needed in or like this project - 3 pts	3.00	2.00	3.00	2.00	2.50	3.00	3.00	3.00	2.00	2.75	3.00	2.00	3.00	3.00	2.75
Availability of other resources, including staffing capabilities and location of facilities - 3 pts	3.00	2.00	2.00	3.00	2.50	3.00	3.00	3.00	2.00	2.75	2.00	1.00	2.00	2.00	1.75
References that show that Respondent has successfully provided the goods and services to others - 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	3.00	3.00	3.00
Respondent's safety and environmental records - 3 pts	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	2.00	1.00	1.00	1.00	1.25
Total Average - Respondent's Reputation and Quality of Services	23.00	20.00	19.00	21.00	20.75	24.00	23.00	24.00	21.00	23.00	18.00	13.00	17.00	16.00	16.00
Benefit to Port Authority - 35 pts															

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The extent to which proposed cranes and other equipment are suitable to and benefit PHA -they meet or exceed performance requirements, including, but not limited to, meeting productivity and efficiency needs or PHA -they exhibit design performance superiority they are compatible with existing PHA systems, maintenance, equipment, and procedures -they incorporate systems that use fuel efficiently -they incorporate systems that are environmentally friendly -they exhibit the ability to meet PHA needs - 5 pts	3.00	3.00	3.00	2.00	2.75				5.00	5.00	5.00	5.00	5.00				3.00	2.00	2.00	3.00	2.50
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). - 5 pts	3.00	3.00	4.00	3.00	3.25				5.00	5.00	5.00	4.00	4.75				3.00	3.00	4.00	2.00	3.00
Respondent's and cranes' ability to address noise and emission concerns at PHA facilities, including the Barbours Cut Terminal - 4 pts	4.00	3.00	4.00	3.00	3.50				4.00	4.00	4.00	4.00	4.00				4.00	3.00	4.00	2.00	3.25
The extent to which alternatives and solutions proposed meet PHA's needs - 3 pts	3.00	3.00	3.00	3.00	3.00				3.00	3.00	3.00	3.00	3.00				2.00	3.00	3.00	2.00	2.50
Anticipated cost of maintenance, including, but not limited to, costs related to compatibility (or lack thereof) with other PHA systems, maintenance, equipment, and procedures - 5 pts	3.00	1.00	2.00	2.00	2.00				4.00	5.00	5.00	3.00	4.25				3.00	1.00	3.00	2.00	2.25
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 - 2 pts	2.00	1.00	1.00	1.00	1.25				2.00	2.00	2.00	2.00	2.00				1.00	1.00	1.00	1.00	1.00
Availability and quality of spare parts - 3 pts	2.00	2.00	2.00	2.00	2.00				2.00	2.00	2.00	2.00	2.00				1.00	2.00	2.00	2.00	1.75
Indirect costs of purchase, such as inspection and project management - 5 pts	3.00	2.00	2.00	2.00	2.25				4.00	5.00	5.00	5.00	4.75				3.00	1.00	1.00	1.00	1.50
The total long-term cost to acquire goods and services - 3pts	2.00	2.00	2.00	2.00	2.00				3.00	3.00	3.00	3.00	3.00				2.00	2.00	1.00	1.00	1.50
Total Average - Personnel Qualifications and Experience	25.00	20.00	23.00	20.00	22.00				32.00	34.00	34.00	31.00	32.75				22.00	18.00	21.00	16.00	19.25

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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	1.00	2.00	1.75	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 - 3 pts	2.00	3.00	3.00	2.00	2.50	3.00	3.00	3.00	1.00	2.50	2.00	2.00	2.00	1.00	
Transparency of all fees and other costs - 1 pt	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	
Demonstrated understanding and acceptance of PHA's contract requirements - 2 pts	1.00	1.00	1.00	1.00	1.00	2.00	2.00	2.00	2.00	2.00	1.00	1.00	1.00	1.00	
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	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	1.00	1.00	
Total Average - Overall Compliance with PHA Policies and Instructions	8.00	9.00	8.00	8.00	8.25	10.00	10.00	10.00	8.00	9.50	9.00	8.00	8.00	7.00	
TEAM AVERAGE TOTAL SCORES					81.00					92.70					68.65