

## RFP -916 Enterprise Video Management for Maritime Security

Budget: \$980,000

1/3/2019

1					2					
	Convergent Technologies				Dowley Security Systems					
Project Relative Weight					Average Team Score					Average Team Score
	E1	E2	E3	E4		E1	E2	E3	E4	
Price - 30 pts	Actual Price					Actual Price				
Purchase Price Calculation per "Instruction to Respondents"	\$1,134,885.00				30.00	\$1,150,728.00				29.59
Respondent - 35 pts										
<b>Quality of Respondent's goods and services - 6.5 pts</b> 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	6.50	6.50	6.50	5.50	6.25	6.50	6.50	6.50	6.00	6.38
<b>Financial position and stability of Respondent - 6.5 pts</b>	6.50	6.50	6.50	6.00	6.38	6.00	6.00	6.50	5.50	6.00
<b>Respondent's past performance in the industry - 6.5 pts</b>	6.50	6.50	6.50	6.00	6.38	6.50	6.50	6.50	6.00	6.38
<b>Respondent's demonstrated understanding and acceptance of the scope of work - 6.5 pts</b>	6.50	6.50	6.50	6.00	6.38	6.00	6.50	6.50	6.00	6.25
<b>Qualifications and experience of assigned personnel in services or projects like this Project and availability of other resources, including staffing capabilities and location of facilities- 6.5 pts</b>	6.50	6.50	6.50	5.50	6.25	6.00	6.50	6.50	6.00	6.25
<b>Respondent's safety and environmental records - 2.5 pts</b>	2.00	2.00	2.50	2.00	2.13	2.00	2.00	2.50	1.00	1.88
<b>Total Average - Respondent</b>	34.50	34.50	35.00	31.00	33.75	33.00	34.00	35.00	30.50	33.13
Benefit to Port Authority - 20 pts										

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<b>The extent to which services, including available service options and solutions proposed meet the PHA's needs: - 8 pts</b> o they are compatible with existing PHA systems and procedures o they incorporate systems that are environmentally friendly o they exhibit the ability to meet PHA needs	8.00	7.00	5.00	7.50	<b>6.88</b>	7.50	8.00	8.00	7.50	<b>7.75</b>
<b>The anticipated cost of maintenance, including costs related to compatibility (or lack thereof) with other PHA systems, procedures, and equipment and the total long-term cost to acquire goods or services - 8 pts</b>	8.00	8.00	5.00	7.50	<b>7.13</b>	8.00	8.00	8.00	7.50	<b>7.88</b>
<b>After contract support, including the availability and quality of technical support and ability to timely deliver needed services - 4 pts</b>	4.00	2.00	2.00	2.00	<b>2.50</b>	4.00	4.00	4.00	3.00	<b>3.75</b>
<b>Total Average - Benefit to Port Authority</b>	20.00	17.00	12.00	17.00	<b>16.50</b>	19.50	20.00	20.00	18.00	<b>19.38</b>
<b>Overall Compliance with PHA Policies and Instructions - 10 pts</b>										
<b>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 2.5 pts</b>	2.50	2.50	2.50	1.00	<b>2.13</b>	1.50	2.00	1.50	1.00	<b>1.50</b>
<b>Understanding and acceptance of PHA's contract requirements 2.5 pts</b>	2.50	2.00	2.50	2.00	<b>2.25</b>	2.00	2.50	2.50	2.00	<b>2.25</b>
<b>Transparency of all fees 2.5 pts</b>	2.50	2.00	2.50	2.00	<b>2.25</b>	2.50	2.50	2.50	2.00	<b>2.38</b>
<b>Response acceptably presented in terms of clarity, conciseness, organization and appearance 2.5 pts</b>	2.50	2.50	2.50	2.00	<b>2.38</b>	2.50	2.50	1.50	2.00	<b>2.13</b>

FOR ED AND PORT COMMISSION ONLY

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<b>Total Average - Overall Compliance with PHA Policies and Instructions</b>	10.00	9.00	10.00	7.00	<b>9.00</b>	8.50	9.50	8.00	7.00	<b>8.25</b>
<b>Small Business Participation - 5 pts</b>										
<b>Calculation of Small Business participation will be performed by the Small Business Staff during the evaluation phase - 5 pts</b>	5.00				<b>5.00</b>	0.00				<b>0.00</b>
<b>Total Average - Small Business Participation</b>	5.00				<b>5.00</b>	0.00				<b>0.00</b>
<b>TEAM AVERAGE TOTAL SCORES</b>					<b>94.25</b>					<b>90.34</b>