



Public Works Department

Alfredo Quintero Jr., EI, CFM, CGC, CCC
Public Works Director
ISA Certified Arborist

MEMORANDUM

Date: June 24, 2019

To: Rafael G. Casals, Town Manager

From: Selection Committee Members: Alfredo Quintero, Committee Chair
Yenier Vega
Etienne Bejarano

Reference: RFP #19-04 Landscape Maintenance Services (Right-of-Ways)

The Selection Committee Members met, June 24, 2019, at 10:00 a.m. to evaluate the proposals received in response to RFP #19-04. After tabulating each of the member's evaluations, the firms were ranked as follows:

1. VisualScape, Inc. (98.67 Points)
2. SFM Services, Inc. (89.34 Points)
3. Bright View (73.86 Points)
4. Orchid Man (58.57 Points)
5. Edward Thompson Lawn Care (Disqualified-No Bid Bond Submitted)

Attached please find each member's evaluation criteria form, as well as ranking sheet with all of the committee member's scores.

Although the top four Companies qualified for the scope of work outlined in RFP#19-04, the Committee has selected **VisualScape, Inc.** to perform the Town's Landscape Maintenance Services (Right of Ways), as the most responsive and responsible bidder.

TOWN OF CUTLER BAY
BID OPENING - RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
TUESDAY, JUNE 4, 2019 – 3:00PM

<u>NAME</u>	<u>ADDRESS</u>	<u>Total Bid Amt.</u>	<u>No. Copies Submitted</u>	<u>Bond</u>	<u>USB or CD</u>
Edward Thompson Lawn Care	11831 SW 210 ST Miami, FL 33177	\$355,000.00	3 copies 1 original	NO	USB
Orchid Man	17400 SW 232 ST Miami, FL 33170	\$638,884.49	3 copies 1 original	YES	CD
Visual Scape	17801 NW 137 AVE Miami, FL 33018	\$424,720.00	3 copies 1 original	YES	USB
SFM Services, Inc.	9700 NW 79 AVE Hialeah Gardens, FL 33016	\$427,437.00	3 copies 1 original	YES	USB
Bright View	4155 E Mowry Dr Homestead, FL 33033	\$715, 221.00	3 copies 1 original	YES	USB



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RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria
Final Committee Ranking

FIRM NAME	YENIER VEGA	ETIENNE BEJARANO	ALFREDO QUINTERO	AVERAGE SCORE	
EDWARD THOMPSON LAWN	_____	_____	_____	_____	
ORCHID MAN	59.24	58.24	58.24	58.57	④
VISUALSCAPE	100	96	100	98.67	①
SFM SERVICES, INC.	84.68	92.68	90.68	89.34	②
BRIGHT VIEW	67.19	79.69	74.69	73.86	③



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Bidder's Name: EDWARD THOMPSON LAWN CARE

Committee Member: ALFREDO QUINTERO

**RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	<u> </u>
PROPOSER QUALIFICATIONS	20	<u> </u>
SCOPE OF SERVICES / PLAN	20	<u> </u>
REFERENCES (RELEVANT EXPERIENCE)	10	<u> </u>
TOTAL POINTS	100	<u> </u>

Additional Notes:

DISQUALIFIED. NO BID BOND PROVIDED.



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Bidder's Name: ORCHIDMAN LANDSCAPE ARTISANS, CORP.

Committee Member: ALFREDO QUINTERO

RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	33.24
PROPOSER QUALIFICATIONS	20	10
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	58.24

Additional Notes:

VERY VAGUE SCOPE OF SERVICES PLAN. VAGUE EXPLANATION OF PROPOSER QUALIFICATIONS. IN BUSINESS FOR 11 YEARS. BIO BAND SUBMITTED, INSURANCE CERTIFICATE SUBMITTED, HOWEVER, WORKER'S COMPENSATION LIMIT IS ONLY 500,000. THE TOWN REQUESTED 1,000,000 LIMIT, NO MSDS SHEETS PROVIDED.

$$\begin{aligned}
 &424,720.00 \\
 &\hline
 &638,884.41 \\
 &50 \times 0.6648 = 33.24 \text{ points}
 \end{aligned}$$



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Bidder's Name: VISUALSCAPE INC.

Committee Member: ALFREDO QUINTERO

RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	50
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	100

Additional Notes:

$$\frac{424,720.00}{424,720.00} = 1$$

$$50 \times 1 = 50 \text{ POINTS}$$



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Bidder's Name: SFM SERVICES, INC.

Committee Member: ALFREDO QUINTERO

RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	49.63
PROPOSER QUALIFICATIONS	20	17
SCOPE OF SERVICES / PLAN	20	14
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	90.63

Additional Notes:

DID NOT SUBMIT PROPOSAL COST IRRIGATION PER SECTION 9.3 (REPAIR ITEMS) AS PER CHECK LIST.

DID NOT SUBMIT BLANK COPY/DOCUMENTS OF THE PERFORMANCE BOND AS PER CHECK LIST.

DID NOT SUBMIT BLANK COPY/DOCUMENTS OF THE CONTRACT AGREEMENT AS PER CHECK LIST.

$$\frac{424,720.00}{427,431.00} = 0.9936$$

$$427,431.00$$

$$50 \times 0.9936 = 49.68 \text{ POINTS}$$



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Bidder's Name: BRIGHTVIEW

Committee Member: ALFREDO QUINTERO

RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	29.69
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	15
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	74.69

Additional Notes:

THE SCOPE OF SERVICES PLAN IS A BIT VAGUE.

$$\frac{424,720.00}{715,221.00} = 0.5938$$

$$50 \times 0.5938 = 29.69$$



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Bidder's Name: Edward Thompson

Committee Member: YENIER VBA

RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	/
PROPOSER QUALIFICATIONS	20	/
SCOPE OF SERVICES / PLAN	20	/
REFERENCES (RELEVANT EXPERIENCE)	10	/
TOTAL POINTS	100	—

Additional Notes:

NO BID BOND SUBMITTED



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Bidder's Name: ORCHIDMAN

Committee Member: YENIER VEGA

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Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	33.24
PROPOSER QUALIFICATIONS	20	15
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	6
TOTAL POINTS	100	59.24

Additional Notes:



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Bidder's Name: VISUALSCAPE INC

Committee Member: YENIER VEZA

RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	50
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	100

Additional Notes:



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Bidder's Name: SFM SERVICES

Committee Member: YENIER UZGA

**RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	49.68
PROPOSER QUALIFICATIONS	20	15
SCOPE OF SERVICES / PLAN	20	10
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	84.68

Additional Notes:



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Bidder's Name: Brightview

Committee Member: YENIER UZA

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Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	29.69
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	10
REFERENCES (RELEVANT EXPERIENCE)	10	7.5
TOTAL POINTS	100	67.19

Additional Notes:



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Bidder's Name: Edward Thompson Lawa lare

Committee Member: Etienne Bejarano

RFP #19-04
LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	Ø
PROPOSER QUALIFICATIONS	20	Ø
SCOPE OF SERVICES / PLAN	20	Ø
REFERENCES (RELEVANT EXPERIENCE)	10	
TOTAL POINTS	100	Ø

Additional Notes:

No Bid Bond !!



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Bidder's Name: Orchidman Landscape Artisans Corp.

Committee Member: Etienne Bejarano

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Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	33.24
PROPOSER QUALIFICATIONS	20	10
SCOPE OF SERVICES / PLAN	20	10
REFERENCES (RELEVANT EXPERIENCE)	10	5
TOTAL POINTS	100	58.24

Additional Notes:

Very well list of equipment. Plan lacks detail. Good methodology though. Not a very well descriptive list of qualifications. Smaller jobs. The entire proposal lacks specific details



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Bidder's Name: Visual Scape Inc.

Committee Member: Etienne Bejarno

RFP #19-04
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Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	50
PROPOSER QUALIFICATIONS	20	18
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	8
TOTAL POINTS	100	96

Additional Notes:

Very detailed list of equipment. Seems to be they have the needed equipment to handle the services requested. Very detailed & lengthy Services plan. 30+ years of exp. Maint, design, install.
 Very detailed resumes for top staff
 Good references.



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Bidder's Name: SFM Services, INC

Committee Member: Etienne Bejarano

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LANDSCAPE MAINTENANCE SERVICES
Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	49.68
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	15
REFERENCES (RELEVANT EXPERIENCE)	10	8
TOTAL POINTS	100	92.68

Additional Notes:

Very qualified based on the amount of large accounts and the length of obtaining those accounts. Extensive list of qualified personnel. Long list of individual certifications. Very detailed resume's of key personnel. Very detailed methodology. 750+ employees. Company over 30 yrs exp. Good references. Very good list of equipment. very detailed service plan.



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Bidder's Name: Brightview Landscape Services.

Committee Member: Etienne Béjane

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Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	29.69
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	79.69

Additional Notes:

Detailed list of equipment. Very Well designed Scope Plan. Chemical product list is very elaborative. Many years exp w/ large accounts. Very detailed power point. Over 30yrs exp. Overall very detailed proposal and very renown company with extensive exp.