



Parks and Recreation Department

Etienne Bejarano
Parks and Recreation Director

MEMORANDUM

Date: June 24, 2019

To: Rafael G. Casals, ICMA-CM, CFM Town Manager

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

Reference: RFP #19-07 Parks Landscape/Grounds Maintenance Services

The Selection Committee Members met, June 24, 2019, at 11:00 a.m. to evaluate the proposals received in response to RFP #19-07. After tabulating each of the member's evaluations, the firms were ranked as follows:

1. VisualScape (74.66 Points)
2. Orchid Man (70 Points)
3. Bright View (67.74 Points)
4. 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 all Companies are very qualified for the scope of work outlined in RFP#19-07, the Committee has selected **VisualScape** to perform the Town Park's Landscape/Grounds Maintenance Services.



TOWN OF CUTLER BAY
BID OPENING - RFP #19-07
PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES
TUESDAY, JUNE 4, 2019 – 4:00PM

<u>NAME</u>	<u>ADDRESS</u>	<u>Total Bid Amt.</u>	<u>No. Copies Submitted</u>	<u>Bond</u>	<u>USB or CD</u>
Orchid Man	17400 SW 232 ST Miami, FL 33170	\$497,622.00	3 copies 1 original	YES	CD
Edward Thompson Lawn Care <i>*Bid was not sealed*</i>	11831 SW 210 ST Miami, FL 33177	\$400,000.00	3 copies 1 original	NO	USB
Visual Scape	17801 NW 137 AVE Miami, FL 33018	\$888,368.00	3 copies 1 original	YES	USB
Bright View	4155 E Mowry Dr Homestead, FL 33033	\$985,700.00	3 copies 1 original	YES	USB

Revised – February 2019



Town of Cutler Bay
Parks and Recreation Department

10720 Caribbean Blvd., Suite 105
 Cutler Bay, Florida 33189
 Phone: (305) 234-4262 Fax: (305) 234-4251
 Website: www.cutlerbay-fl.gov

RFP #19-07

PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

Final Committee Ranking

FIRM NAME	ETIENNE BEJARANO	YENIER VEGA	ALFREDO QUINTERO	AVERAGE SCORE
Orchidman Landscape Artisans Corp.	65	70	75	70
Edward Thompson Lawn Care.	—	—	—	—
Visual Scape Inc.	68	78	78	74.66
Brightview Landscape Services	75.24	57.74	70.24	67.74

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Phone: (305) 234-4262 Fax: (305) 234-4251

Website: www.cutlerbay-fl.govBidder's Name: Orchidman Landscape Artisans, CorpCommittee Member: Etienne Bejarano**RFP #19-07****PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES****Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	50
PROPOSER QUALIFICATIONS	20	5
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	5
TOTAL POINTS	100	65

Additional Notes:

"Billed separately" charged, not included in proposal. (2008) in business. ^{Sub 3} 11 yrs
 No clear directives or schedules for service weekly. ^{NO, experience} no reference letters.
 Decent amount of equipment. Scope of service plan was short. only 30 employees. Grand vision.
 speak nothing of irrigation, Athletic fields/turf. ^{Hourly} rate was ok. no porter exp.
 no detailed plan monthly or weekly.

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Phone: (305) 234-4262 Fax: (305) 234-4251

Website: www.cutlerbay-fl.govBidder's Name: Edward Thompson ^{Lynn} CareCommittee Member: Etienne Bejarano**RFP #19-07****PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES****Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	0
PROPOSER QUALIFICATIONS	20	0
SCOPE OF SERVICES / PLAN	20	0
REFERENCES (RELEVANT EXPERIENCE)	10	0
TOTAL POINTS	100	0

Additional Notes:NO BID BOND!!

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Phone: (305) 234-4262 Fax: (305) 234-4251

Website: www.cutlerbay-fl.govBidder's Name: VisualScape Inc.Committee Member: Etienne Bejarano**RFP #19-07****PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES****Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	28
PROPOSER QUALIFICATIONS	20	15
SCOPE OF SERVICES / PLAN	20	15
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	68

Additional Notes:

Hourly Rate a bit high. Included ^{Sec 8.3} "Billed Separately" in proposal. ^{Sec.} 8.3. Good list of equipment. No clear methodology, ^{not} decent work plan. Amount of staff explained. Company 8 yrs old. Team 30+ yrs exp. 124 employees. 4 ton of licenses. Points of contact good. Great references. Identified all key staff and experience. ✓

References say: landscape @ the Parks, only patching ^{Page 1 of 2} st. Augustine, no Bermuda, work on irrigation. 5 parks @ Hialeah. no porter exp. only landscaping. Good amount of equipment. References spoke highly. No detailed plan. Not much exp w/ Park facilities, more so road ways and highways & streets. sub out spraying

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Phone: (305) 234-4262 Fax: (305) 234-4251

Website: www.cutlerbay-fl.govBidder's Name: Brightview Landscape ServicesCommittee Member: Etienne Bejarno**RFP #19-07****PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES****Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	25.24
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	75.24

Additional Notes:

Hourly rate a little high. Good amount of equipment. Porter exp. Very good exp w/ Bermuda sod and a very detailed schedule/plan. Monthly. Very lengthy and detailed qualifications. Very good exp w/ Bermuda sod, irrigation. Very highly spoken of by references along with very well drawn up power point. tree trimming. Long term contracts w/ all customers.



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Bidder's Name: EDWARD THOMPSON

Committee Member: JENIER VEZA

RFP #19-07

PARKS LANDSCAPE/GROUNDS 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:

NO BID BOND SUBMITTED

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Website: www.cutlerbay-fl.govBidder's Name: BrightviewCommittee Member: JENIER VEGA**RFP #19-07****PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES****Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	25.24
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	7.5
TOTAL POINTS	100	57.74

Additional Notes:



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Phone: (305) 234-4262 Fax: (305) 234-4251

Website: www.cutlerbay-fl.gov

Bidder's Name: ORCHID MAN

Committee Member: YENIER VEZA

RFP #19-07

PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	50
PROPOSER QUALIFICATIONS	20	5
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	70

Additional Notes:



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Phone: (305) 234-4262 Fax: (305) 234-4251

Website: www.cutlerbay-fl.gov

Bidder's Name: VISUALSCAPE INC

Committee Member: YENIER VEZA

RFP #19-07

PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	28
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	78

Additional Notes:

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Website: www.cutlerbay-fl.govBidder's Name: ORCHIDMAN LANDSCAPE ARTISANS CORP.Committee Member: ALFREDO QUINTERO**RFP #19-07****PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES****Evaluation Criteria**

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	50
PROPOSER QUALIFICATIONS	20	10
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	75

Additional Notes:

VERY VAGUE SCOPE OF SERVICES PLAN. VAGUE EXPLANATION OF PROPOSER QUALIFICATIONS. IN BUSINESS FOR 11 YEARS. BID BOND SUBMITTED. INSURANCE CERTIFICATE SUBMITTED, HOWEVER, WORKER'S COMPENSATION LIMIT IS ONLY \$50,000. THE TOWN REQUESTED 1,000,000 LIMIT. NO MSDS SHEETS PROVIDED.

$$\frac{497,622.00}{497,622.00} = 1$$

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



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Bidder's Name: EDWARD TOMPSON LAWN CARE

Committee Member: ALFREDO QUINTERO

RFP #19-07
PARKS LANDSCAPE/GROUNDS 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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CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	28
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	78

Additional Notes:

$$\frac{497,622.00}{888,368.00} = 0.5601$$

$$0.5601 \times 50 = 28.00 \text{ POINTS}$$



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Bidder's Name: BRIGHTVIEW

Committee Member: ALFREDO QUINTANA

RFP #19-07
PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	25.24
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	15
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	70.24

Additional Notes:

THE SCOPE OF SERVICES PLAN IS A BIT VAGUE.

$$\frac{497,622.00}{105,700.00} = 0.5048$$

$$105,700.00$$

$$0.5048 \times 50 = 25.24 \text{ POINTS}$$



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Orchidman Landscape Artisans Corp.	65	70	75	70
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COST	50	50
PROPOSER QUALIFICATIONS	20	5
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	5
TOTAL POINTS	100	65

Additional Notes:

"Billed separately" charged, not included in proposal. (2008) in business. ^{Sub 3} 11 yrs
 No clear directives or schedules for service weekly. ^{NO, experience} no reference letters.
 Decent amount of equipment. Scope of service plan was short. only 30 employees. Grand vision.
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CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	<input checked="" type="checkbox"/>
PROPOSER QUALIFICATIONS	20	<input checked="" type="checkbox"/>
SCOPE OF SERVICES / PLAN	20	<input checked="" type="checkbox"/>
REFERENCES (RELEVANT EXPERIENCE)	10	<input checked="" type="checkbox"/>
TOTAL POINTS	100	<input checked="" type="checkbox"/>

Additional Notes:NO BID BOND!!



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Bidder's Name: VisualScape Inc.

Committee Member: Etienne Bejarano

RFP #19-07

PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	28
PROPOSER QUALIFICATIONS	20	15
SCOPE OF SERVICES / PLAN	20	15
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	68

Additional Notes:

Hourly Rate a bit high. Included ^{Sec 8.3} "Billed Separately" in proposal. ^{Sec.} 8.3. Good list of equipment. No clear methodology, ^{not} decent work plan. Amount of staff explained. Company 8 yrs old. Team 30+ yrs exp. 124 employees. 4 ton of licenses. Points of contact good. Great references. Identified all key staff and experience. ✓

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CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	25.24
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	75.24

Additional Notes:

Hourly rate a little high. Good amount of equipment. Porter exp. Very good exp w/ Bermuda sod and a very detailed schedule/plan. Monthly. Very lengthy and detailed qualifications. Very good exp w/ Bermuda sod, irrigation. Very highly spoken of by references along with very well drawn up power point. Many years of exp w/ irrigation, Bermuda sod tree trimming. Long term contracts w/ all customers.



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Bidder's Name: EDWARD THOMPSON

Committee Member: JENIER VEZA

RFP #19-07

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Evaluation Criteria

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

Additional Notes:

NO BID BOND SUBMITTED



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Bidder's Name: Brightview

Committee Member: JENIER VEGA

RFP #19-07

PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	25.24
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	7.5
TOTAL POINTS	100	57.74

Additional Notes:



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Bidder's Name: ORCHID MAN

Committee Member: YENIER VEZA

RFP #19-07

PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	50
PROPOSER QUALIFICATIONS	20	5
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	70

Additional Notes:



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Bidder's Name: VISUALSCAPE INC

Committee Member: YENIER VEZA

RFP #19-07

PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	28
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	78

Additional Notes:

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CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	50
PROPOSER QUALIFICATIONS	20	10
SCOPE OF SERVICES / PLAN	20	5
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	75

Additional Notes:

VERY VAGUE SCOPE OF SERVICES PLAN. VAGUE EXPLANATION OF PROPOSER QUALIFICATIONS. IN BUSINESS FOR 11 YEARS. BID BOND SUBMITTED. INSURANCE CERTIFICATE SUBMITTED, HOWEVER, WORKER'S COMPENSATION LIMIT IS ONLY \$50,000. THE TOWN REQUESTED 1,000,000 LIMIT. NO MSDS SHEETS PROVIDED.

$$\frac{497,622.00}{497,622.00} = 1$$

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



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Bidder's Name: EDWARD TOMPSON LAWN CARE

Committee Member: ALFREDO QUINTERO

RFP #19-07
PARKS LANDSCAPE/GROUNDS 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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CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	28
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	20
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	78

Additional Notes:

$$\frac{497,622.00}{888,368.00} = 0.5601$$

$$0.5601 \times 50 = 28.00 \text{ POINTS}$$



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Bidder's Name: BRIGHTVIEW

Committee Member: ALFREDO QUINTANA

RFP #19-07
PARKS LANDSCAPE/GROUNDS MAINTENANCE SERVICES

Evaluation Criteria

CATEGORIES	MAX POINTS	AWARDED POINTS
COST	50	25.24
PROPOSER QUALIFICATIONS	20	20
SCOPE OF SERVICES / PLAN	20	15
REFERENCES (RELEVANT EXPERIENCE)	10	10
TOTAL POINTS	100	70.24

Additional Notes:

THE SCOPE OF SERVICES PLAN IS A BIT VAGUE.

$$\frac{497,622.00}{985,700.00} = 0.5048$$

$$985,700.00$$

$$0.5048 \times 50 = 25.24 \text{ POINTS}$$