

RFP #21-13 Fencing and Related Products

Evaluation Criteria	Points	Points	Points
		American Eagle Fence	B&T Fencing
Completeness of Response to RFP (Pass/Fail)			
ALL required schedules, forms and informational items have been submitted.	Pass/Fail	Pass	Pass
A. Quality of Response	35 Points	24.25	35
The respondent has all the required license and certifications required to do business in Florida.	0-2	1.75	2
Minimum of 5 years of experience in the sales and installation of chain link fencing.	0-5	0.75	5
The Respondent has provided evidence that installers have been trained in all applicable standards and building codes.	0-15	10	15
The Respondent has clearly demonstrated that the company has the capacity, inventory and variety of products to satisfactorily provide options for fencing, gates (both manual and automatic), and has the capacity to manage both small- and large-scale projects.	0-13	11.75	13
B. Previous Experience	5 Points	3.75	5
Respondent has provided evidence of experience in working with public entities.	0-2.5	1.375	2.5
The respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.375	2.5
C. Pricing/Warranty	30 Points	19.5	28
The relative ranking of this contractor's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 4 and Section 6.	0-30	19.5	28
D. Regional/State Use of Contract-Marketing	10 Points	8	9.5
The extent to which the respondent has demonstrated the ability to provide products and services to eligible customers in multi-county districts in Florida.	0-8	7	7.75
The extent to which the respondent has a marketing plan and willingness to execute it.	0-2	1	1.75
E. Contract Terms & Conditions/Warranty	20	10.5	13.75
The extent to which the respondent has provided the required documents, adherence to formatting, and met all the terms and conditions outlined in the proposal.	0-10	2.25	5
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 3 and 5).	0-10	8.25	8.75
TOTAL	100 Points	66	91.25

Attachment 8
RFP #21-13 Fencing and Related Products
B&T Fencing

Evaluation Criteria	Points	Points	Notes
Completeness of Response to RFP (Pass/Fail)			
ALL required schedules, forms and informational items have been submitted.	Pass/Fail		
A. Quality of Response	35 Points	35	
The respondent has all the required license and certifications required to do business in Florida.	0-2	2	
Minimum of 5 years of experience in the sales and installation of chain link fencing.	0-5	5	
The Respondent has provided evidence that installers have been trained in all applicable standards and building codes.	0-15	15	
The Respondent has clearly demonstrated that the company has the capacity, inventory and variety of products to satisfactorily provide options for fencing, gates (both manual and automatic), and has the capacity to manage both small- and large-scale projects.	0-13	13	
B. Previous Experience	5 Points	5	
Respondent has provided evidence of experience in working with public entities.	0-2.5	2.5	
The respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.5	
C. Pricing/Warranty	30 Points	30	
The relative ranking of this contractor's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 4 and Section 6.	0-30	30	
D. Regional/State Use of Contract-Marketing	10 Points	10	
The extent to which the respondent has demonstrated the ability to provide products and services to eligible customers in multi-county districts in Florida.	0-8	8	
The extent to which the respondent has a marketing plan and willingness to execute it.	0-2	2	
E. Contract Terms & Conditions/Warranty	20	15	
The extent to which the respondent has provided the required documents, adherence to formatting, and met all the terms and conditions outlined in the proposal.	0-10	5	No electronic copy
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 3 and 5).	0-10	10	
TOTAL	100 Points	88	

Reviewer Name Chris Ranzley

Date 4/12/2021

Attachment 8
RFP #21-13 Fencing and Related Products
B&T Fencing

Evaluation Criteria	Points	Points	Notes
Completeness of Response to RFP (Pass/Fail)			
ALL required schedules, forms and informational items have been submitted.	Pass/Fail	Pass	
A. Quality of Response	35 Points		
The respondent has all the required license and certifications required to do business in Florida.	0-2	2	
Minimum of 5 years of experience in the sales and installation of chain link fencing.	0-5	5	
The Respondent has provided evidence that installers have been trained in all applicable standards and building codes.	0-15	15	
The Respondent has clearly demonstrated that the company has the capacity, inventory and variety of products to satisfactorily provide options for fencing, gates (both manual and automatic), and has the capacity to manage both small- and large-scale projects.	0-13	13	
B. Previous Experience	5 Points		
Respondent has provided evidence of experience in working with public entities.	0-2.5	2.5	
The respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.5	
C. Pricing/Warranty	30 Points		
The relative ranking of this contractor's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 4 and Section 6.	0-30	30	
D. Regional/State Use of Contract-Marketing	10 Points		
The extent to which the respondent has demonstrated the ability to provide products and services to eligible customers in multi-county districts in Florida.	0-8	8	
The extent to which the respondent has a marketing plan and willingness to execute it.	0-2	2	
E. Contract Terms & Conditions/Warranty	20		
The extent to which the respondent has provided the required documents, adherence to formatting, and met all the terms and conditions outlined in the proposal.	0-10	2	NO Electronic Copy
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 3 and 5).	0-10	8	
TOTAL	100 Points	90	

Reviewer Name William H. [Signature]

Date 7-12-21

Attachment 8
RFP #21-13 Fencing and Related Products
B&T Fencing

Evaluation Criteria	Points	Points	Notes
Completeness of Response to RFP (Pass/Fail)			
ALL required schedules, forms and informational items have been submitted.	Pass/Fail	✓	
A. Quality of Response	35 Points	35	
The respondent has all the required license and certifications required to do business in Florida.	0-2	2	
Minimum of 5 years of experience in the sales and installation of chain link fencing.	0-5	5	
The Respondent has provided evidence that installers have been trained in all applicable standards and building codes.	0-15	15	
The Respondent has clearly demonstrated that the company has the capacity, inventory and variety of products to satisfactorily provide options for fencing, gates (both manual and automatic), and has the capacity to manage both small- and large-scale projects.	0-13	13	
B. Previous Experience	5 Points	5	
Respondent has provided evidence of experience in working with public entities.	0-2.5	2.5	
The respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.5	
C. Pricing/Warranty	30 Points	30	
The relative ranking of this contractor's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 4 and Section 6.	0-30	30	
D. Regional/State Use of Contract-Marketing	10 Points	10	
The extent to which the respondent has demonstrated the ability to provide products and services to eligible customers in multi-county districts in Florida.	0-8	8	
The extent to which the respondent has a marketing plan and willingness to execute it.	0-2	2	
E. Contract Terms & Conditions/Warranty	20	17	
The extent to which the respondent has provided the required documents, adherence to formatting, and met all the terms and conditions outlined in the proposal.	0-10	7	
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 3 and 5).	0-10	10	
TOTAL	100 Points	97	

Reviewer Name Judy Hall

Date 4-12-21

Attachment 8
RFP #21-13 Fencing and Related Products
B&T Fencing

Evaluation Criteria	Points	Points	Notes
Completeness of Response to RFP (Pass/Fail)			
ALL required schedules, forms and informational items have been submitted.	Pass/Fail	P	
A. Quality of Response	35 Points		
The respondent has all the required license and certifications required to do business in Florida.	0-2	2	
Minimum of 5 years of experience in the sales and installation of chain link fencing.	0-5	5	
The Respondent has provided evidence that installers have been trained in all applicable standards and building codes.	0-15	15	
The Respondent has clearly demonstrated that the company has the capacity, inventory and variety of products to satisfactorily provide options for fencing, gates (both manual and automatic), and has the capacity to manage both small- and large-scale projects.	0-13	13	
B. Previous Experience	5 Points		
Respondent has provided evidence of experience in working with public entities.	0-2.5	2.5	
The respondent has provided evidence of at least three references willing to offer comments relative to the experience of working with the company or individual.	0-2.5	2.5	
C. Pricing/Warranty	30 Points		
The relative ranking of this contractor's pricing and warranty proposal compared to other RFP submissions based on information provided on Attachment 4 and Section 6.	0-30	22	
D. Regional/State Use of Contract-Marketing	10 Points		
The extent to which the respondent has demonstrated the ability to provide products and services to eligible customers in multi-county districts in Florida.	0-8	7	
The extent to which the respondent has a marketing plan and willingness to execute it.	0-2	1	
E. Contract Terms & Conditions/Warranty	20		
The extent to which the respondent has provided the required documents, adherence to formatting, and met all the terms and conditions outlined in the proposal.	0-10	6	
Comparative analysis of questionnaire and participation in the Florida Buy State Cooperative Purchasing program (attachment 3 and 5).	0-10	7	
TOTAL	100 Points	83	

Reviewer Name Frances Rogers

Date 4-12-2021