



**City of Lake Worth**  
Evaluation Matrix

Financial Services  
7 North Dixie Highway  
Lake Worth, FL 33460

REP 17-201

MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE

Evaluation Meeting: Tuesday, December 13, 2016 @ 3:00 PM City Hall Conference Room

**TOTAL AVERAGE WEIGHTED SCORE**

RANKED:

Evaluation Criteria Score Sheet:		Weight	Industrial Communications	Radio One Communications Service Co.	Bear Communications Inc.	SEI Wireless Solutions, LLC
			2	1	4	3
<b>Email Address</b>			<a href="mailto:Gameron.lautz@induscom.com">Gameron.lautz@induscom.com</a>	<a href="mailto:brennanw@radioinc.com">brennanw@radioinc.com</a>	<a href="mailto:eric.raskin@bearcom.com">eric.raskin@bearcom.com</a>	<a href="mailto:Steven.Repli@sei-comm.com">Steven.Repli@sei-comm.com</a>
1	Professional Hourly Rate Schedule	25	21	21	12	18
2	Evidence of Motorola experience & skill	35	29	33	18	29
3	Evidence of ability to deliver in specific timeline	25	20	23	10	10
4	Minimum three (3) client references	10	10	10	5	9
5	Proper licenses and other related certifications or professional awards	5	5	5	3	4
<b>TOTAL AVERAGE POSSIBLE POINTS</b>		100	84	93	48	71
<b>Total Points Received:</b>			422	464	238	353
Exhibit B - Registration Form			YES	NO	YES	YES
Exhibit C - Proposer Information Form			NO	YES	YES	YES
Exhibit D - Drug Free Workplace			YES	YES	YES	YES
Exhibit E - References			YES	YES	YES	YES
Addendum #1			YES	YES	NO	YES
Required Licenses			YES	YES	YES	YES
Electronic Copy (CD)			YES	YES	YES	NO



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TOTAL AVERAGE WEIGHTED SCORE

*1 BRAHIM CHACHOU*

RFP 17-201  
MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE  
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Evaluation Criteria Score Sheet	Weight	RANKED:			
		1	1	1	1
	Email Address	Industrial Communications	Radio One Communications Service Co.	Bear Communications Inc.	SEI Wireless Solutions, LLC
1 Professional Hourly Rate Schedule	25	0 25	0 22	0 18	0 22
2 Evidence of Motorola experience & skill	35	0 31	0 33	0 32	0 30
3 Evidence of ability to deliver in specific timeline	25	0 23	0 23	0 15	0 0
4 Minimum three (3) client references	10	0 10	0 10	0 9	0 10
5 Proper licenses and other related certifications or professional awards	5	0 4	0 5	0 4	0 4
<b>TOTAL AVERAGE POSSIBLE POINTS</b>	100	0	0	0	0
<b>Total Points Received:</b>		0 93	0 93	0 78	0 85
Exhibit B - Registration Form		YES	NO	YES	YES
Exhibit C - Proposer Information Form		NO	YES	YES	YES
Exhibit D - Drug Free Workplace		YES	YES	YES	YES
Exhibit E - References		YES	YES	YES	YES
Addendum #1		YES	YES	NO	YES
Required Licenses		YES	YES	YES	YES
Electronic Copy (CD)		YES	YES	YES	NO

*[Signature]*  
12/13/16



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Financial Services  
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Lake Worth, FL 33460

RF# 17-201  
MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE  
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TOTAL AVERAGE WEIGHTED SCORE

Evaluation Criteria Score Sheet:		Weight	Industrial Communications	Radio One Communications Service Co.	Bear Communications Inc.	SEI Wireless Solutions, LLC
RANKED: 1 1 1 1						
Email Address			cameron.lautz@induscom.com	brennanw@radioinc.com	etlcraskin@bearcom.com	Steven.Rsell@sei.com.com
1	Professional Hourly Rate Schedule	25	0 20	0 23	0 0	0 20
2	Evidence of Motorola experience & skill	35	0 35	0 32	0 0	0 30
3	Evidence of ability to deliver in specific timeline	25	0 25	0 20	0 0	0 20
4	Minimum three (3) client references	10	0 10	0 10	0 0	0 10
5	Proper licenses and other related certifications or professional awards	5	0 5	0 5	0 0	0 4
TOTAL AVERAGE POSSIBLE POINTS:		100	0 95	0 90	0 0	0 84
Total Points Received:			0	0	0	0
Exhibit B - Registration Form		YES	NO	YES	YES	YES
Exhibit C - Proposer Information Form		NO	YES	YES	YES	YES
Exhibit D - Drug Free Workplace		YES	YES	YES	YES	YES
Exhibit E - References		YES	YES	YES	NO	YES
Addendum #1		YES	YES	YES	YES	YES
Required Licenses		YES	YES	YES	YES	YES
Electronic Copy (CD)		YES	YES	YES	YES	NO

1 2 3  
N/A

Felipe L. H. 50

12/13/16

Public Services



**City of Lake Worth**  
Evaluation Matrix

Financial Services  
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Lake Worth, FL 33460

RFP 17-201  
MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE  
Evaluation Meeting: Tuesday, December 13, 2016 @ 3:00 PM City Hall Conference Room

TOTAL AVERAGE WEIGHTED SCORE

Walt Gill

Evaluation Criteria Score Sheet:		RANKED: 1 1 1 1			
Weight	Email Address	Industrial Communications	Radio One Communications Service Co.	Bear Communications Inc.	SEI Wireless Solutions, LLC
1	Professional Hourly Rate Schedule	22	20	23	17
2	Evidence of Motorola experience & skill	28	33	23	20
3	Evidence of ability to deliver in specific timeline	15	23	13	22
4	Minimum three (3) client references	10	10	10	10
5	Proper licenses and other related certifications or professional awards	5	5	4	3
TOTAL AVERAGE POSSIBLE POINTS		80	91	73	78
Total Points Received:		0	0	0	0
Exhibit B - Registration Form		YES	NO	YES	YES
Exhibit C - Proposer Information Form		NO	YES	YES	YES
Exhibit D - Drug Free Workplace		YES	YES	YES	YES
Exhibit E - References		YES	YES	YES	YES
Addendum #1		YES	YES	NO	YES
Required Licenses		YES	YES	YES	YES
Electronic Copy (CD)		YES	YES	YES	NO

*[Handwritten Signature]*  
12/13/16

# City of Lake Worth

## Evaluation Matrix

Financial Services

7 North Dixie Highway  
Lake Worth, FL 33460

RFP 17-201

MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE

Evaluation Meeting: Tuesday, December 13, 2016 @ 3:00 PM City Hall Conference Room

EVALUATOR:

*Diego Perez*  
~~Israhim Chahoud~~

Evaluation Criteria Score Sheet:	Weight	RANKED:			
		1	1	1	1
		Industrial Communications	Radio One Communications Service Co.	Bear Communications Inc.	SEI Wireless Solutions, LLC
1 Professional Hourly Rate Schedule	25	5	20	0	10
2 Evidence of Motorola experience & skill	35	20	35	0	25
3 Evidence of ability to deliver in specific timeline	25	20	25	0	0
4 Minimum three (3) client references	10	10	10	0	5
5 Proper licenses and other related certifications or professional awards	5	5	5	0	5
<b>TOTAL POINTS RECEIVED</b>	<b>100</b>	<b>0 70</b>	<b>0 95</b>	<b>0 0</b>	<b>0 95</b>
Exhibit B - Registration Form		YES	NO	YES	YES
Exhibit C - Proposer Information Form		NO	YES	YES	YES
Exhibit D - Drug Free Workplace		YES	YES	YES	YES
Exhibit E - References		YES	YES	YES	YES
Addendum #1		YES	YES	NO	YES
Required Licenses		YES	YES	YES	YES
Electronic Copy (CD)		YES	YES	YES	NO

*Diego Perez*  
12-13-16

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RFP 17-201

MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE

Evaluation Meeting: Tuesday, December 13, 2016 @ 3:00 PM City Hall Conference Room

EVALUATOR: Julie Parham, Assistant Utilities Director / Engineer

Evaluation Criteria Score Sheet:		RANKED:			
Weight	1	1	1	1	
1 Professional Hourly Rate Schedule	25	Industrial Communications Miami \$75/\$112.50 22	Radio One Communications Service Co. Boca \$80 21	Bear Communications Inc. Ft. Laud \$65 + \$50/hour 18	SEI Wireless Solutions, LLC Broward \$80 20
2 Evidence of Motorola experience & skill	35	30	28 34	35 33	35
3 Evidence of ability to deliver in specific timeline	25	19	25	23	10
4 Minimum three (3) client references	10	8	10	8	10
5 Proper licenses and other related certifications or professional awards	5	5	5	5	5
TOTAL POINTS RECEIVED	100	0	0	0	0
Exhibit B - Registration Form	YES	NO	YES	YES	YES
Exhibit C - Proposer Information Form	NO	YES	YES	YES	YES
Exhibit D - Drug Free Workplace	YES	YES	YES	YES	YES
Exhibit E - References	YES	YES	YES	YES	YES
Addendum #1	YES	YES	NO	YES	YES
Required Licenses	YES	YES	YES	YES	YES
Electronic Copy (CD)	YES	YES	YES	YES	NO

*Julie Parham* 12/13/16



**Lake Worth  
RFP Oath**

**RFP 17-201**  
**Title: MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE**  
**Meeting: Tuesday, December 13, 2016 @ 3:00 PM**  
**City Hall Conference Room**

I understand that I am serving on an evaluation and selection committee for the above RFP and to the best of my ability will be fair and impartial in my evaluation and decision. By signing this Declaration I certify that:

1. I have read each proposal thoroughly and independently and have evaluated each on its own merits with no assistance from anyone. I will hold proposal information, evaluation discussions, and negotiations confidential and proprietary until released to the public. I will not discuss the content of proposals except as authorized by the Department of Management and Budget.
2. Neither I, nor my partner nor any members of my immediate family holds a position with a proposer such as an officer, director, trustee, partner, or the like, and is not employed in any capacity by any proposer. I have no business affiliation either by ownership or obligation to any of the proposing firms.
3. Neither I, nor my partner nor any member of my immediate family have a pecuniary interest arising from the procurement transaction.
4. I have not been lobbied either written or orally by any of the proposers or members of their team. For purposes of clarification, a team's representatives shall include, but not be limited to, the team's employee, partner, officer, director, consultant, lobbyist, or any actual or potential subcontractor or consultant of the team. This includes letters, phone calls, e-mails or any conversation regarding this RFP. The "No Lobbying Condition" is in effect from the date of publication of the RFP and shall terminate once the contract is signed.
5. I have not and will not accept gifts from any proposer.

I confirm the above declarations are true and correct to the best of my knowledge.

  
Signature

12/13/16  
Date

IBRAHIM CHALHOUB  
Print Name

EVAB MEMBER  
Title/Position

Please sign & date and bring with you to the Selection Committee meeting to turn in.



**Lake Worth  
RFP Oath**

**RFP**            17-201  
**Title:**        **MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE**  
**Meeting:**    **Tuesday, December 13, 2016 @ 3:00 PM**  
                  **City Hall Conference Room**

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I confirm the above declarations are true and correct to the best of my knowledge.

  
\_\_\_\_\_  
Signature

12/13/16  
\_\_\_\_\_  
Date

Felipe Lotaso  
\_\_\_\_\_  
Print Name

Ass't Dir. Public Services  
\_\_\_\_\_  
Title/Position

Please sign & date and bring with you to the Selection Committee meeting to turn in.



**Lake Worth  
RFP Oath**

**RFP 17-201**  
**Title: MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE**  
**Meeting: Tuesday, December 13, 2016 @ 3:00 PM**  
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Signature

12/13/16  
Date

WALT GILL  
Print Name

ASST DIR ELEC UTIL  
Title/Position

Please sign & date and bring with you to the Selection Committee meeting to turn in.



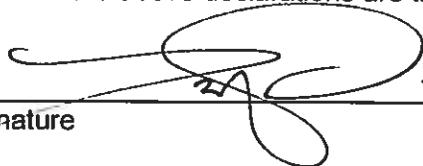
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RFP Oath**

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I confirm the above declarations are true and correct to the best of my knowledge.

  
Signature

12-13-16  
Date

Diego Perez  
Print Name

SCADA PROGRAMMER  
Title/Position

Please sign & date and bring with you to the Selection Committee meeting to turn in.



**Lake Worth  
RFP Oath**

**RFP: 17-201  
Title: MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE  
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5. I have not and will not accept gifts from any proposer.

I confirm the above declarations are true and correct to the best of my knowledge.

Julia Parham  
Signature

12/13/16  
Date

Julia Parham  
Print Name

Asst. Water Utilities Director  
Title/Position

Please sign & date and bring with you to the Selection Committee meeting to turn in.



**Minutes - RFP 17-201**  
**MOTOROLA DIGITAL TWO-WAY RADIO SYSTEM UPGRADE**  
**Evaluation Meeting**

December 13, 2016 @ 3:00 PM  
City Hall Conference Room

**Evaluators:**

Ibrahim Chalhoub, EUAB  
Felipe Lofaso, Assistant Public Services Director  
Walt Gill, Assistant Electric Utility Director  
Diego Perez, SCADA Technician  
Julie Parham, Assistant Utilities Director / Engineer

**Vendors:**

Brennan Watermann – Radio One

**Purchasing Agent:**

Hirut Darge

Evaluation was discussed

Final Score 93, Radio One

Meeting ended at 3:30 PM