

Commissioner Brown moved to approve the recommendation to re-appoint Heather Cap to the Fayette County Public Arts Committee to serve a two (2) year term beginning June 1, 2017 and expiring May 31, 2019. Vice Chairman Ognio seconded. The motion passed 5-0.

14. **Consideration of a recommendation from the Selection Committee, comprised of Vice Chairman Randy Ognio and Commissioner Brown to nominate Jean Danis to the Fayette County Public Arts Committee to serve a two (2) year term beginning June 1, 2017 and expiring May 31, 2019.**

Commissioner Brown moved to approve the recommendation to appoint Jean Danis to the Fayette County Public Arts Committee to serve a two (2) year term beginning June 1, 2017 and expiring May 31, 2019. Vice Chairman Ognio seconded. The motion passed 5-0.

15. **Consideration of staff's recommendation to award Contract #1229-P, Radio Communications Consultant, to Mission Critical Partners Inc. for a not-to-exceed amount of \$290,000.00 and authorization for the Chairman to sign any related documents.**

Purchasing Director Ted Burgess stated that with the passing of the Special Purpose Local Option Sales Tax (SPLOST) the county will replace the outdated public sector radio system. The Purchasing Department issued a Request for Proposal (RFP) with twelve responses and the evaluation committee reviewed the proposals. The scores from the technical review and the price evaluations resulted in a short list of three companies that made presentations. The evaluation committee was recommending Mission Critical Partners Inc. for a not-to-exceed amount of \$290,000.

911 Director Bernard Brown stated that he served as the chairperson for the evaluation committee which also consisted of Fire Chief David Scarbrough, Lieutenant Terry Black, Peachtree City Police Chief Janet Moon, Fulton County 911 Emergency Manager Joseph Barasoain.

Vice Chairman Ognio moved to approve Contract #1229-P, Radio Communications Consultant, to Mission Critical Partners Inc. for a not-to-exceed amount of \$290,000.00 and authorization for the Chairman to sign any related documents. Commissioner Oddo seconded. Discussion followed.

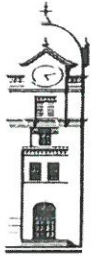
Chairman Maxwell explained that it causes him concern when the low bid was not selected. Mr. Rapson stated that the proposal was for the most responsive and lowest bidder simultaneously. He explained the process.

Discussion followed.

Vice Chairman Ognio moved to approve Contract #1229-P, Radio Communications Consultant, to Mission Critical Partners Inc. for a not-to-exceed amount of \$290,000.00 and authorization for the Chairman to sign any related documents. Commissioner Oddo seconded. The motion passed 5-0.

16. **Consideration of the County Attorney's recommendation to approve the disposition of tax refunds, as requested by Bobby Grant for tax years 2014, 2015 and 2016 in the amount of \$374.08.**

Commissioner Rousseau moved to approve the disposition of tax refunds, as requested by Bobby Grant for tax years 2014, 2015 and 2016 in the amount of \$374.08. Vice Chairman Ognio seconded. The motion passed 5-0.



*Fayette*  
COUNTY

"WHERE QUALITY  
IS A LIFESTYLE"

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To: Steve Rapson

From: Ted L. Burgess

Date: June 22, 2017

Subject: RFP #1229-P: Radio Communications Consultant

Fayette County, Georgia operates a Public Safety radio system which is housed at the 911 Communications Center, and provides services to the Cities of Fayetteville and Peachtree City, the Town of Tyrone; Fayette County Board of Education; Fayette County Sheriff's Office and Marshal's Office; and Fire and Emergency Medical Services. The current system is a Motorola Astro 4.1 trunked simulcast system, with seven radio tower sites.

A consulting firm will be needed to provide an operational assessment of radio communications requirements; recommendations for upgrading the communications network including plans and designs; procurement support for equipment, materials, or other services; and implementation support and project management services.

The Purchasing Department issued Request for Proposals (RFP) #1229-P to select a consulting firm. The Department emailed notices to 25 firms. Invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace ([www.glga.org](http://www.glga.org)), Channel 23, and the Greater Georgia Black Chamber of Commerce. To assure an adequate number of competitive responses, 2,468 vendors were notified through the Internet-based Georgia Procurement Registry using Commodity Codes 83845 (Emergency Radio/Telephone Systems, 411, 911, Dispatch), 91824 (Communications Consulting), 91832 (Consulting Services Not otherwise Classified), 91890 (Strategic Planning & Consulting), and 91895 (Telecommunications Consulting).

Twelve companies submitted proposals. An Evaluation Committee was established, with Committee members representing Fayette County 911, Fulton County 911, Peachtree City Police Department, Fayette County Sheriff's Office, and the Fire & EMS Department.

It was determined that one proposal – NeoGeneration Wireless Services – was non-responsive. While there were a number of concerns (e.g. their proposal does not show that they have public safety communications experience), a major concern was that they did not provide proposed prices as required by the RFP. They only provided the hourly rates for and RF Engineer III, Project Manager, and Construction Manager.

The technical review, evaluation, and scoring process were conducted as follows:

**TECHNICAL REVIEW:** The Evaluation Committee reviewed each proposal. Seventy percent of each firm's score was awarded based on technical merit. Scores were assigned using the following criteria, as stated in the RFP.

- **Understanding and Approach:** Considered such things as the firm's stated understanding of the services required; their approach to addressing the need; identification of major milestones in the project; level of expertise with public safety answering points, computer aided dispatch, records management systems, Next Generation 911 or other Internet protocol-based systems, and GIS. Also considered were the firm's background, size legal status, and professional credentials.
- **Project Team:** Took into account key project team members and their resumes, licenses or certifications, experience with comparable projects, and similar facts.
- **Firm's Expertise and Experience:** Required a list of similar relevant projects. Asked for a description of any specialization or unique capabilities of the firm, which may include technical innovation, cost effectiveness, community outreach, or other areas in which the firm excelled.
- **Quality of Written Proposal:** Considered such factors as effectiveness of the firm's communication, relevance of the information provided, or other factors as may have been discovered in the technical review.

**PRICE PROPOSALS:** Thirty percent of the initial score was awarded for price. Responding firms were asked to propose prices for each of four phases in the project:

- Phase 1: Operational assessment of radio communications requirements
- Phase 2: Recommendations for upgrading the communications network, including plans and designs
- Phase 3: Procurement support for equipment, materials, or other services
- Phase 4: Implementation support and project management services

The majority of firms submitted firm fixed prices, or not-to-exceed prices, for Phases 1-3 but noted that Phase 4 prices would depend on the amount, type, and complexity of work determined to be needed in the first three phases. For Phase 4, they submitted estimated costs, partial costs, ranges of costs, or a note that the amount was to be determined. This led to the conclusion that it would be fair and equitable to score prices on Phases 1-3 where comparison could accurately be made.

**PRESENTATIONS:** Scores from the technical review and price proposal evaluations resulted in a short list of the three top companies. They were Mission Critical Partners, Inc., Omnicom Consulting Group, Inc., and Pallans Associates Communications Consultants. The short-listed firms made in-person presentations on May 17, 2017. The Committee evaluated and scored the presentations, and resulting points were added to their evaluation scores.

As a result of the evaluation process, the Evaluation Committee recommends award of the contract to Mission Critical Partners, Inc. Their prices for the project are as follows:

• Phase 1 – Operational Assessment	\$28,661
• Phase 2 – Recommendations	31,117
• Phase 3 – Procurement Support	48,776
• Phase 4 – Implementation & Project Support (Min & Max)	151,446 to <u>181,446</u>
Total Not-to-Exceed Amount	<u>\$290,000</u>

Mission Critical Partners have not previously contracted with the county, so no Contractor Performance Evaluation will accompany this recommendation.

Specifics of the proposed contract are as follows:

Contract Name	1229-P: Radio Communications Consultant
Vendor	Mission Critical Partners, Inc.
Not-to-Exceed Price	\$290,000
Budget:	
Funding	Approved 2017 SPLOST Funding
Allocated Amount	\$15,000,000

**PROPOSAL #1229-P: RADIO COMMUNICATIONS SYSTEM CONSULTANT  
EVALUATION SCORES**

	Max Pts	ACD Telecom	AECOM Technical Services, Inc.	Black & Veatch Corp	Deltawrx, LLC	Didonato Consulting Services, Inc.	Elert & Associates Networking Division, Inc	Engineering Assoc, LLC	Federal Engineering, Inc	Mission Critical Partners, Inc.	NeoGeneration Wireless Services	OmniCom Consulting Group	Pallans Associates Communication Consultants	
<b>TECHNICAL REVIEW:</b>														
1	Understanding and Approach	40	25.0	31.0	31.8	27.6	27.8	26.6	31.6	30.8	35.0	Non-Responsive	29.8	28.4
2	Project Team	30	17.0	23.0	21.8	20.8	19.0	18.4	20.6	20.0	26.0		21.8	21.0
3	Firm's Expertise and Experience	20	12.0	16.2	15.8	15.0	14.8	14.4	14.8	13.6	16.0		15.0	13.0
4	Quality of Written Proposal	10	5.4	6.4	7.4	6.0	6.6	6.2	7.0	7.2	8.0		7.4	5.6
	Average	100	59.4	76.6	76.8	69.4	68.2	65.6	74.0	71.6	85.0	74.0	68.0	
	<b>Technical Score</b>	<b>70%</b>	<b>41.6</b>	<b>53.6</b>	<b>53.8</b>	<b>48.6</b>	<b>47.7</b>	<b>45.9</b>	<b>51.8</b>	<b>50.1</b>	<b>59.5</b>	<b>51.8</b>	<b>47.6</b>	

<b>PRICE PROPOSALS:</b>													
Operational Assessment		32,500	48,475	35,480	63,000	-	38,900	48,000	44,172	28,661		15,000	15,552
Recommendations		16,500	64,575	30,900	31,000	-	16,000	31,200	33,989	31,117		10,000	1,920
Procurement Support		52,500	49,850	37,970	114,000	-	20,000	27,600	11,388	48,776		25,000	25,200
Total Phases 1-3		101,500	162,900	104,350	208,000	178,421	74,900	106,800	89,549	108,554		50,000	42,672
<b>Score for Price</b>	<b>30%</b>	<b>12.6</b>	<b>7.9</b>	<b>12.3</b>	<b>6.2</b>	<b>7.2</b>	<b>17.1</b>	<b>12.0</b>	<b>14.3</b>	<b>11.8</b>		<b>25.6</b>	<b>30.0</b>

<b>SUMMARY - TECHNICAL REVIEW + PRICE:</b>													
		54.2	61.5	66.0	54.7	54.9	63.0	63.8	64.4	71.3		77.4	77.6

<b>PRESENTATIONS BY SHORT-LISTED FIRMS:</b>													
Avg. Presentation Score	50									42.0		31.0	7.0

<b>SUMMARY - TECHNICAL REVIEW, PRICE, AND PRESENTATION:</b>													
										113.3		108.4	84.6