



# Fayette COUNTY

"WHERE QUALITY  
IS A LIFESTYLE"

**PURCHASING DEPARTMENT**  
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To: Steve Rapson  
From: Ted L. Burgess *TLB*  
Date: May 23, 2016  
Subject: Request for Proposals #1112-P: Target System for Outdoor Shooting Range

The county is in the process of constructing a new multi-purpose shooting range on the property where the former Links golf course was located. The Sheriff's Office and the Purchasing Department worked together to locate a qualified firm to provide and install the target system for the range. The system will contain 32 targets. To facilitate its use by more than one group simultaneously, the 16 targets on the left side will be controlled independently from the 16 targets on the right side. The system will allow operation of each target individually, or all 32 at once.

The Purchasing Department issued Request for Proposals #1112-P to solicit proposals. Notices of the opportunity were e-mailed to six vendors. An additional 89 were contacted through the web-based Georgia Procurement Registry. In addition, invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace ([www.glga.org](http://www.glga.org)), and Channel 23.

Three companies submitted proposals. An Evaluation Committee, composed of Sheriff's Office personnel, evaluated and scored the proposals using criteria spelled out in the Request for Proposals (attached). Of the three companies, the Drennan Company earned the highest technical score, and also submitted the lowest proposed price, at \$57,362.59. The Sheriff's Office recommends contracting with the Drennan Company.

Specifics of the proposed contract are as follows:

Contract Name	1112-P: Target System for Outdoor Shooting range
Vendor:	The Drennan Company
Not-to-Exceed Amount	\$57,362.59
Budget:	
Project Code	5565H
Available Budget	\$737,435.97 as of 5/20/2016

Approval Signature

Date: 5/23/16

**PROPOSAL #1112-P  
TARGET SYSTEM FOR OUTDOOR SHOOTING RANGE  
EVALUATION TEAM SUMMARY**

	MAX POINTS	ACTION TARGET INC.	DOWNRANGE HEADQUARTERS, LLC	THE DRENNAN COMPANY
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**TECHNICAL SCORE**

1	Project understanding and the proposed solution	<b>40</b>	23.3	16.7	40.0
2	Company's background and experience	<b>30</b>	26.7	10.0	23.3
3	The Project Team	<b>20</b>	15.0	11.7	18.3
4	The Proposed Schedule	<b>10</b>	5.0	5.0	10.0
<b>Total Technical Score</b>		<b>100</b>	<b>70.0</b>	<b>43.3</b>	<b>91.7</b>
<b>Weighted Tech. Score</b>		<b>70%</b>	<b>49.0</b>	<b>30.3</b>	<b>64.2</b>

**PRICE SCORE**

	Price		<b>\$84,000.00</b>	<b>\$97,650.00</b>	<b>\$57,362.59</b>
	Percent		68%	59%	100%
	<b>Final Price Score</b>	<b>30</b>	<b>20.5</b>	<b>17.6</b>	<b>30.0</b>

**COMBINED TOTAL SCORE**

	<b>Technical</b>		<b>49.0</b>	<b>30.3</b>	<b>64.2</b>
	<b>Price</b>		<b>20.5</b>	<b>17.6</b>	<b>30.0</b>
	<b>Total</b>		<b>69.5</b>	<b>48.0</b>	<b>94.2</b>