

2021 Public Education Events & Outreach Proposals

Recommendation for Proposal Selection

Date: April 22, 2021

To: The Energy Efficiency and Resource Management Council (EERMC)

From: Consultant Services Review Committee – Joe Garlick, Peter Gill Case, and Roberta Fagan

Subject: EERMC-2021-02 – 2021 Public Education Events & Outreach

The Review Committee, comprised of Joe Garlick, Peter Gill Case, and Roberta Fagan, members of the Energy Efficiency and Resources Management Council (EERMC), reviewed the three (3) proposals received by the Energy Efficiency and Resource Management Council (EERMC) on March 29, 2021 for the subject EERMC-2021-02 – 2021 Public Education Events & Outreach. The valuation was based on the following criteria: 1. Overview and Work Plan (35 points), 2. Qualifications and Experience (25 Points), 3. Project Management and Organization (5 points), 5. ISBE proposal (6 points), 6. Cost proposal (25 points), and 7. Interview Presentation Quality (10 points).

No interviews were conducted as the Review Committee believed that the proposals provided sufficient information to inform scoring and selection. Therefore, all proposals received 0 points in the Interview Presentation Quality category.

The proposal from KSA Marketing did not receive an average technical score greater than the required 55 out of 65 technical points. Therefore, the cost and ISBE proposals for KSA Marketing were not opened, and the KSA Marketing proposal was deemed not technically qualified.

Based on the review of the proposals submitted, the Review Committee believes that the Duffy & Shanley proposal offers all the components that this requisition specifies with a reasonable price and ISBE proposal for the Council.

The Review Committee proposes that the contract with Duffy & Shanley be limited to one (1) year from the contract start date with the option to renew the contract for up to two (2) additional, twelve (12) month periods depending on vendor performance (maximum three (3) year contract length). The contract should be limited to the hourly rates included in the proposal. The Review Committee also encourages the Council to accept the workplan as submitted by Duffy & Shanley on 3/29/2021 as the basis of the contract.

Offeror	Total Points
Duffy & Shanley	91.00
URI Outreach Center	84.19
KSA Marketing	Not Technically Qualified

Thank you,

Joe Garlick, Peter Gill Case, and Roberta Fagan

Proposal Scores

VENDOR	Total Points: Reviewer 1	Total Points: Reviewer 2	Total Points: Reviewer 3	TOT. AVE.
Duffy & Shanley	84.00	93.00	96.00	91.00
URI Outreach Center	82.86	84.86	84.86	84.19
KSA Marketing	54.00	60.00	49.00	Not Technically Qualified

Notes/Comments:

1. *Duffy & Shanley:*

- Very impressive, polished and has a keen grasp on the work the EERMC is tasked with
- Knowledge/experience of the evolving energy landscape
- Overly broad, general workplan

2. *URI Outreach Center:*

- More relevant/actual experience
- Detailed workplan
- URI has done tremendous work for the EERMC. They are fully capable of meeting the requirements of the RFP; but is it time to try another team?

3. *KSA Marketing:*

- Broad, general workplan
- Not as polished as Duffy & Shanley

	Reviewer 1 Technical & Interview Scores				
VENDOR	Overview & Work Plan – 35 Points	Quals & Experience - 25 points	Project Mngmt & Organization – 5 Points	Total Technical Points - 65 Points	Interview Quality Points - 10 Points
Duffy & Shanley	25	25	3	53	0
URI Outreach Center	32	25	4	61	0
KSA Marketing	26	25	3	54	0

	Reviewer 2 Technical & Interview Scores				
VENDOR	Overview & Work Plan – 35 Points	Quals & Experience - 25 points	Project Mngmt & Organization – 5 Points	Total Technical Points - 65 Points	Interview Quality Points - 10 Points
Duffy & Shanley	32	25	5	62	0
URI Outreach Center	33	25	5	63	0
KSA Marketing	32	23	5	60	0

	Reviewer 3 Technical & Interview Scores				
VENDOR	Overview & Work Plan – 35 Points	Quals & Experience - 25 points	Project Mngmt & Organization – 5 Points	Total Technical Points - 65 Points	Interview Quality Points - 10 Points
Duffy & Shanley	35	25	5	65	0
URI Outreach Center	34	24	5	63	0
KSA Marketing	25	20	4	49	0

VENDOR	Average Total Technical & Interview Points - 75 Points – <i>(55 minimum for qualification)</i>	ISBE Points –6 Points -	Cost Points –25 Points -	Average Total – 106 Points -
Duffy & Shanley	60.00	6.00	25.00	91.00
URI Outreach Center	62.33	0.00	21.86	84.19
KSA Marketing	54.33	Not Opened	Not Opened	Not Technically Qualified