

CalSAWS Consortium

Maintenance and Operations RFP #01-2022

July 6, 2022

DOCUMENT HISTORY

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DATE	REVISION DESCRIPTION
July 6, 2022	Initial release to the vendor community
July 27, 2022	Addendum 1
September 1, 2022	Addendum 2
October 4, 2022	Addendum 3
October 18, 2022	Addendum 4
October 31, 2022	Addendum 5
November 23, 2022	Addendum 6
December 1, 2022	Addendum 7
December 8, 2022	Addendum 8
December 19, 2022	Addendum 9
<u>March 29, 2023</u>	<u>Addendum 10</u>

1.11 PROCUREMENT TIMELINE

The following table identifies key dates for the M&O procurement, including the optional Bidder's Conference and the deadline for vendors to respond to this RFP. The Consortium reserves the right to change these dates. Changes to the procurement schedule will be communicated as RFP Addenda. Deadlines for all due date schedule components are no later than 3:00 PM, Pacific Time (PT). Please note, the Bidder's Conferences, and the Oral Presentations and Key Staff Interviews will be conducted in-person in the Sacramento area.

Table 15 - M&O Services Procurement Timeline

	M&O PROCUREMENT EVENT	DUE DATE
1	Release of RFP	July 6, 2022
2	Bidder Question Period 1	July 7 – August 11, 2022
3	Consortium Releases Responses on a Flow Basis	July 13 – September 1, 2022
4	Release Addendum 1	July 26, 2022
5	Conduct Bidder's Conference #1	August 3, 2022
6	Deadline for Bidder Submission of Questions Period 1	August 11, 2022
7	Consortium Releases Responses to Written Questions Period 1	September 1, 2022
8	Release RFP Addendum 2	September 1, 2022
9	Release RFP Addendum 3	October 4, 2022
10	Conduct Bidder's Conference #2	October 4, 2022
11	Release RFP Addendum 4 No Later Than	October 18, 2022
12	Bidder Questions Due Period 2	October 25, 2022
13	Consortium Releases Responses to Written Questions Period 2 on a flow basis	September 23 – November 8, 2022
14	Release RFP Addendum 5	October 31, 2022
15	Release RFP Addendum 6 No Later Than	November 23, 2022
16	Request for SharePoint Proposal Submission Site	November 23, 2022
16	Release Addendum 7	December 2, 2022
17	Release Addendum 8	December 8, 2022

	M&O PROCUREMENT EVENT	DUE DATE
18	Proposal Volumes Due Dates <ul style="list-style-type: none"> Volume 1A – Infrastructure Business Proposal, Part 1 Volume 3A - Confidential Infrastructure Materials Volume – Optional Volume 1B – M&E Business Proposal, Part 1 Volume 3B – Confidential M&E Materials Volume – Optional 	January 4, 2023
19	Proposal Volumes Due Dates No Later Than <ul style="list-style-type: none"> Volume 1A – Infrastructure Business Proposal, Part 2 Volume 2A – Infrastructure Price Proposal Volume 1B – M&E Business Proposal, Part 2 Volume 2B – M&E Price Proposal Volume 4 – Consolidated Infrastructure and M&E Price Proposal 	January 18, 2023
20	Evaluate Administrative Compliance and Firm Qualifications	January 5 – February 1, 2023
21	Evaluate Business Proposals	February 1 – June 12 , 2023
22	M&E Oral Presentations and Key Staff Interviews	June 26 - 29 , 2023
23	Infrastructure Oral Presentations and Key Staff Interviews	April 17 – April 21 , 2023
24	Evaluate Price Proposals	April 26 – July 17 , 2023
25	Conduct M&E Confidential Vendor Discussions	August 2 – 3 , 2023
26	Conduct Infrastructure Confidential Vendor Discussions	June 6 – 8 , 2023
27	Issue Instructions for Best and Final Offers (BAFO) #1	August 10 , 2023
28	BAFO #1 Due Date	August 29 , 2023
29	Evaluate BAFO #1 Business and Price Proposals	August 30 – September 20 , 2023
30	Evaluate Consolidated Price Proposals	September 25 – October 3 , 2023
31	Conduct Agreement Exception Discussions	October 18 – 27 , 2023
32	Issue Instructions for BAFO #2	November 6 , 2023
33	BAFO #2 Due Date	November 20 , 2023
34	Evaluate BAFO #2 Price Proposals	November 21 – December 6 , 2023
35	Prepare Vendor Selection Report (VSR)	December 13 , 2023 – February 8 , 2024
36	Issue Notices of Intent to Award and VSR	February 8 , 2024
37	Agreement(s) Negotiation Period	February 9 – March 8 , 2024

	M&O PROCUREMENT EVENT	DUE DATE
38	State, Federal and Consortium JPA Board of Directors Approval of Agreement	<u>March 11</u> – <u>June 28</u> , 2024
39	Tentative Contract(s) Start Date	<u>August 1</u> , 2024

8.9 EVALUATION OF FINAL PROPOSALS

The evaluation of Final Proposals entails the following steps.

8.9.1 Business Proposal Scoring

The Infrastructure Proposal Evaluation Team will rank and score each Infrastructure Business Proposal using the evaluation criteria as established in Section 8.5.1 – Infrastructure Business Proposal Evaluation Criteria.

The M&E Proposal Evaluation Team will rank and score each M&E Business Proposal using the evaluation criteria as established in Section 8.7.1 – M&E Business Proposal Evaluation Criteria.

8.9.2 Price Proposal Scoring

A separate Price Proposal Evaluation Team will rank and score Infrastructure Price Proposals using the evaluation criteria as established in Section 8.6.1 and will rank and score M&E Price Proposals using the evaluation criteria as established in Section 8.8.1

8.9.18.9.3 Consolidated Price Proposal Scoring

To reiterate, the Consortium is interested in contracting with either one Contractor or two Contractors to achieve the overall best value for the Consortium. For Bidders who provide Business and Price Proposals for both Infrastructure and M&E Services and a Consolidated Price Proposal, the Contractor's final total score will also consider the Consolidated Infrastructure and M&E Price Proposal.

The series of tables below illustrate the process of applying a consistent evaluation methodology for this consolidated scenario. In this example:

- Bidders A, B and C submitted both Infrastructure and M&E Proposals.
- Bidders D and E submitted an Infrastructure Proposal.
- Bidders F and G submitted an M&E Proposal.

The table below reflects Normalized Business and Price Proposal Scores, Total Proposal Score, and Price for Bidders A through E, who submitted Infrastructure Proposals. The Total Proposal Score is the sum of the Normalized Business Proposal Score and the Normalized Price Proposal Score. The highest Infrastructure Proposal Score is bolded for emphasis.

Table 258 – Consolidated Scoring Example: Infrastructure Proposals

INFRASTRUCTURE PROPOSALS				
BIDDER	NORMALIZED BUSINESS PROPOSAL SCORE	PRICE PROPOSAL	NORMALIZED PRICE PROPOSAL SCORE	TOTAL PROPOSAL SCORE
BIDDER A	525.0	\$ 90,000,000	291.7	816.7
BIDDER B	700.0	\$ 100,000,000	262.5	962.5
BIDDER C	560.0	\$ 87,500,000	300.0	860.0
BIDDER D	686.0	\$ 89,000,000	294.9	980.9
BIDDER E	490.0	\$ 110,000,000	238.6	728.6
BIDDER F	0.0	\$ -	0.0	0.0
BIDDER G	0.0	\$ -	0.0	0.0

The following table reflects the Normalized Business and Price Proposal Scores, Total Proposal Score, and Price for Bidders A through C and Bidders F and G, who submitted M&E Proposals. Total Proposal Score is the sum of the Normalized Business Proposal Score and the Normalized Price Proposal Score. The highest M&E Proposal score is bolded.

Table 359 – Consolidated Scoring Example: M&E Proposals

M&E PROPOSALS				
BIDDER	NORMALIZED BUSINESS PROPOSAL SCORE	PRICE PROPOSAL	NORMALIZED PRICE PROPOSAL SCORE	TOTAL PROPOSAL SCORE
BIDDER A	490.0	\$155,000,000	274.8	764.8
BIDDER B	644.0	\$165,000,000	258.2	902.2
BIDDER C	595.0	\$145,000,000	293.8	888.8
BIDDER D	0.0	\$ -	0.0	0.0
BIDDER E	0.0	\$ -	0.0	0.0
BIDDER F	700.0	\$142,000,000	300.0	1,000.0
BIDDER G	560.0	\$143,000,000	297.9	857.9

The next table represents the sum of the scores and prices from the prior two tables, with the highest scores for Infrastructure and M&E bolded. The Total row at the bottom of this table reflects the total score and total price for the combined highest scoring Infrastructure and M&E Proposals.

Table 460 – Consolidated Scoring Example: Highest Scoring Proposals Combined

HIGHEST SCORING INFRASTRUCTURE AND M&E PROPOSALS COMBINED				
BIDDER	TOTAL INFRASTRUCTURE PROPOSAL SCORE	TOTAL M&E PROPOSAL SCORE	INFRASTRUCTURE + M&E HIGHEST PROPOSAL SCORE	TOTAL PRICE FOR HIGHEST PROPOSAL SCORES
BIDDER A	816.7	764.8		
BIDDER B	962.5	902.2		
BIDDER C	860.0	888.8		
BIDDER D	980.9	0.0	980.9	\$ 89,000,000
BIDDER E	728.6	0.0		
BIDDER F	0.0	1,000.0	1,000.0	\$ 142,000,000
BIDDER G	0.0	857.9		
TOTAL			1,980.9	\$ 231,000,000

The table below illustrates the Consolidated Price Proposal information provided by Bidders A through C.

- The Consolidated Price Proposal amounts represent the discounted prices each Bidder provided as compared to the separate Infrastructure and M&E Price Proposal amounts reflected in the previous tables above.
- The Combined Business Proposal Score simply adds the Infrastructure and M&E Business Proposal Scores reflected in the previous tables.
- The Combined Infrastructure/M&E Proposal Score represents the compilation of the two scores from the Highest Infrastructure Proposal Score and Highest M&E Proposal Score from above.
- The Normalized Price Proposal Score is derived by applying the following formula:
 - *Normalized Price Proposal Score = (Lowest Price / Contractor Price) * 600*

Note that the value of 600 points is used here instead of the 300 points used for each separate Price Proposal normalization to represent the weight of both sets of prices. In this example, the highest Total Consolidated Proposal Score is bolded for Bidder B, along with the corresponding Consolidated Price Proposal Bidder B provided. Note that the price for the Combined Infrastructure/M&E Proposal Score has also been normalized using the 600-point scale.

Table 561 – Consolidated Scoring Example: Consolidated Price Proposal

CONSOLIDATED PRICE PROPOSAL				
BIDDER	CONSOLIDATED PRICE PROPOSAL	COMBINED BUSINESS PROPOSAL SCORE	NORMALIZED PRICE PROPOSAL SCORE	TOTAL CONSOLIDATED PROPOSAL SCORE

CONSOLIDATED PRICE PROPOSAL				
BIDDER A	\$ 232,750,000	1,015.0	509.45	1,524.5
BIDDER B	\$ 238,500,000	1,344.0	497.17	1,841.2
BIDDER C	\$ 197,625,000	1,155.0	600.00	1,755.0
BIDDER D	\$ -	0.0	0	0.0
BIDDER E	\$ -	0.0	0	0.0
BIDDER F	\$ -	0.0	0	0.0
BIDDER G	\$ -	0.0	0	0.0
HIGHEST INFRASTRUCTURE & M&E BIDDERS	\$ 231,000,000	1,386.0	513.31	1,899.3

The final step of the Consolidated Price Scoring is to determine which option provides the overall Best Value to the Consortium. When comparing the total score of 1,899.3 for the separate highest scoring Proposals (represented by Bidders D and F) to the total score of 1,841.2 for the highest scoring Consolidated Proposal (represented by Bidder B), the Best Value is represented by separately awarding to Bidder D for the Infrastructure Work and to Bidder F for the M&E Services.

8.9.28.9.4 Agreement Exception Discussions

In this step, the Consortium will conduct Agreement Exception Discussions with each Bidder. The objective of the discussion is for the Consortium and Bidder to discuss and resolve as many Agreement exceptions as possible prior to entering into final Agreement negotiations with the selected Bidder, which will occur following the issuance of the Vendor Selection Report (VSR) and the Notice of Intent to Award. The discussion at this stage will focus on the addressing and seeking to resolve the contract exceptions each Bidder submitted with its Infrastructure proposal, Attachment A7 – Exceptions to the Infrastructure Agreement or M&E proposal, Attachment B7 – Exceptions to the M&E Agreement.

8.9.38.9.5 Best And Final Offer

The Consortium reserves the right to require one or more Best and Final Offers from one or more Contractors, requesting a final adjustment, confirmation, or resubmission of any or all parts of the Infrastructure Business Proposals, Infrastructure Price Proposals, M&E Business Proposals, M&E Price Proposals, Consolidated Price Proposals and/or other terms.

8.9.6 Final Proposal Scoring

The Infrastructure Contractor's final total score will be the sum of the normalized scores for the Infrastructure Business Proposal plus the Infrastructure Price Proposal.

The M&E Contractor's final total score will be the sum of the normalized scores for the M&E Business Proposal plus the M&E Price Proposal.

For Bidders who provided Business and Price Proposals for both Infrastructure and M&E Services and a Consolidated Price Proposal, the Contractor's final total score will also consider the Consolidated Infrastructure and M&E Price Proposal.

Final selection will be made in one of two ways. As shown in the example in the prior section, the Consortium will compare the scores of the separate Infrastructure and M&E Proposals to the scores of any Consolidated Infrastructure and M&E Proposals. Based on the total score which reflects best value to the Consortium, the Consortium may select two separate Bidders: one for Infrastructure and another for M&E, or the Consortium may award both sets of Services to a single Bidder.