

Henry P. Roybal
Commissioner, District 1

Anna Hansen
Commissioner, District 2

Robert A. Anaya
Commissioner, District 3



Anna T. Hamilton
Commissioner, District 4

Ed Moreno
Commissioner, District 5

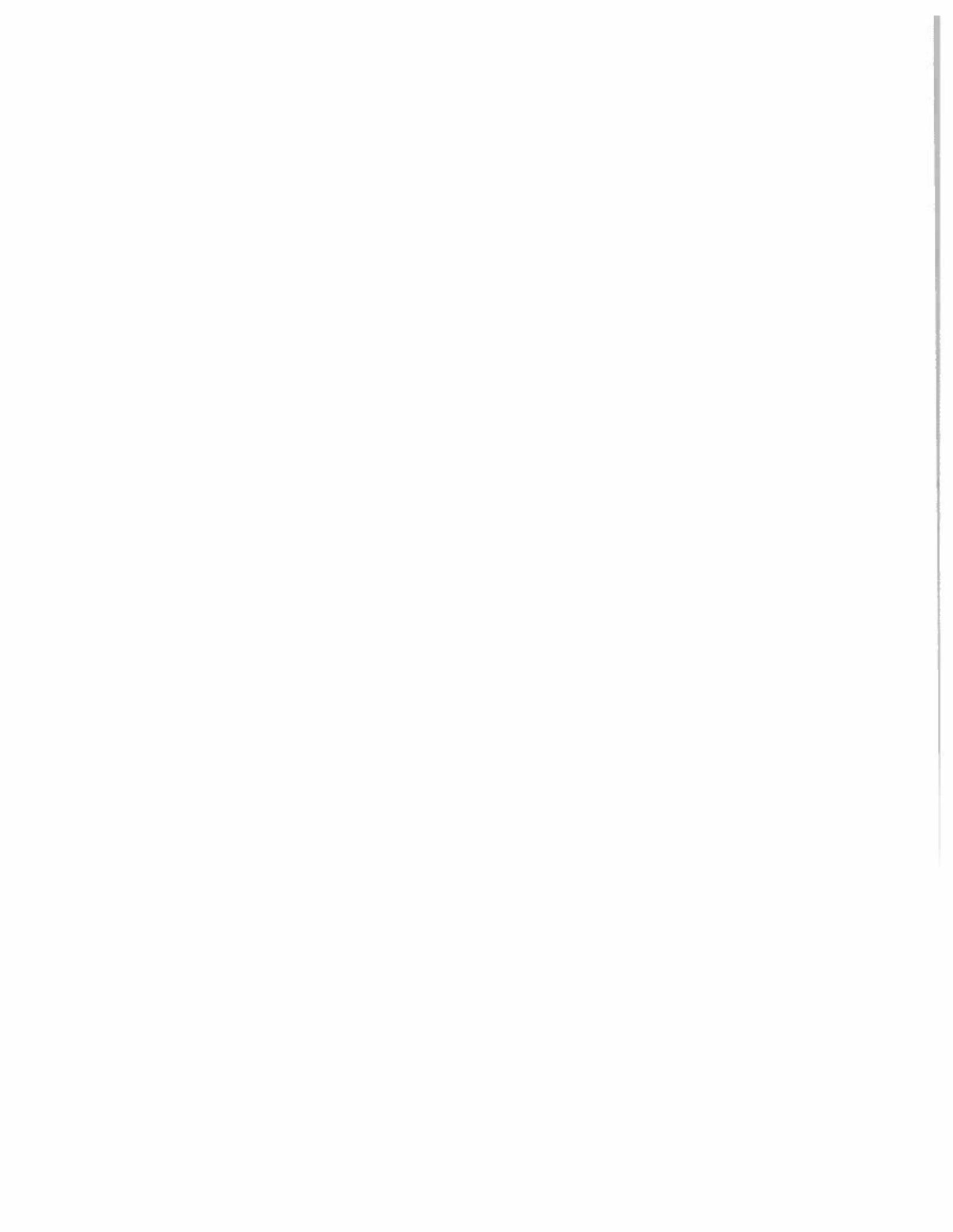
Katherine Miller
County Manager

December 27, 2017

RE: Request for Qualification-Based Proposals for Design-Build Project Delivery Services, RFP No. 2018-0150-CMO/BT – Design Build of the East Mountain Regional Health Facility in Edgewood, New Mexico

This letter is notification that the contract for the subject Request for Proposals was approved and awarded by Santa Fe County to Jaynes Corporation/Studio SW in the amount of \$4,995,000.00, exclusive of NM GRT for the Design-Build project delivery of the East Mountain Regional Health Facility in Edgewood, New Mexico.

The County appreciates the amount of interest and participation in this important procurement.



Henry P. Roybal
Commissioner, District 1

Anna Hansen
Commissioner, District 2

Robert A. Anaya
Commissioner, District 3



Anna T. Hamilton
Commissioner, District 4

Ed Moreno
Commissioner, District 5

Katherine Miller
County Manager

MEMORANDUM

MEMORANDUM

Date: January 12, 2018

To: Procurement File

From: Bill Taylor, Procurement Manager *BT*

Subject: Selection Committee Report – Shortlisting and Final Selection of Respondents to RFP# 2018-0150-PW/BT Design-Build Project Delivery Services for the East Mountain Regional Health Facility Located in Edgewood, New Mexico

In accordance with the Request for Proposal (RFP) for Design-Build Project Delivery Services for the East Mountain Regional Health Facility, four proposals were received on the November 13, 2017. The following proposals were received and deemed to be responsive to the RFP requirements:

Jaynes Corporation/Studio SW
Enterprise Builders/KGA
Bradbury Stamm/GTH
Brycon Corporation/Formative

The evaluation committee consisted of four members from Santa Fe County staff. The committee convened on November 13, 2017 to review, evaluate and rank the proposals. Scoring forms were developed by the Purchasing Division and provided to each of the selection committee members. The evaluation committee reviewed each proposal based on the Offerors response to the evaluation criteria factors contained in Section IV. A.1 "Evaluation Factors" in the RFP. Below are the total point values from the combined evaluation factors of each Offeror. The report details the evaluation components, the point value and the scoring for each offeror based on a maximum total point value of 1000. The scores in numerical order between the highest rated offeror to the lowest rated offeror are provided below:

OFFEROR	SCORE	RANK
Bradbury Stamm/GTH	3461	1

Jaynes Corp./StudioSW	3387	2
Brycon Corp./Formative	2876	3
Enterprise Builders/KGA	2513	4

EVALUATION COMMITTEE SHORTLISTING DELIBERATIONS:

Enterprise Builders (EB)/KGA's proposal was evaluated and determined to be well organized and easy to follow their response, with moderate comments to each of the criteria factors in the RFP. The response to the specialized design did not hit all the bullets requested under this criteria factor. The proposal lacked certain detail information of their past performance relationship with the design-build project delivery method. Only one project was identified where EB worked with KGA, and no Design-Build projects were identified.

Brycon Corp./Formative's proposal was evaluated and determined to be well organized and easy to follow their response to the criteria factors in the RFP. Although the D-B Team is qualified to perform the work, the response to specialized design, past performance and capacity and capability lacked information regarding the Teams history of projects performed together. The proposal was not clear about the current workload of both the contractor and the design team.

Jaynes Corp./StudioSW's proposal was well written, organized well, with good to exceptional response. Their specialized experience with design-build projects was made apparent to the evaluation committee. The contractor and design team worked together on a number of projects; however not on any design-build projects. The proposal lacked information regarding their subs for this project. Could have been more detailed with information about their management place approach. Jaynes' health and safety record is exceptional.

Based on the evaluation performed, the highest rated proposal received was from Bradbury Stamm/GHT. The committee was impressed with the proposal as they felt it was well presented and organized with all sections thoroughly completed and defined. The committee felt the proposal clearly demonstrated their experience and capabilities and met the needs of the County. The committee ranked their response to their management plan to be exceptional by providing their specific approach to operations and schedule. Their experience with 1st Choice on previous projects was also found to be a valuable qualification for this project.

The evaluation committee shortlisted Bradbury Stamm/GHT and Jaynes Corp./StudioSW as the most qualified respondents to the RFP and recommended the two D-B Teams proceed to Phase II, Oral Presentations and Cost Proposal.

ORAL PRESENTATIONS:

Phase II of the RFP required the shortlisted firms to submit their technical response to the following criteria factors:

- Project Staffing (previous score received in Phase I, unless conditions changed)
- Past Performance (previous score received in Phase I, unless conditions changed)
- Quality of Design Solution, including required technical submittals
- Quality of Construction Approach
- Management Plan for constructing the project
- Cost and Schedule (submitted in a separate, sealed envelope)

Each Shortlisted Offeror was provided an opportunity to present their alternative technical concepts (ATC) separately to the County prior to oral presentations. Bradbury Stamm/GHT declined, while the Jaynes Team accepted and presented their ATC's to County Staff on Thursday December 7, 2017.

Phase II documents were submitted timely by both Offerors, at 2:00 PM on Wednesday, December 20, 2017. Oral presentations were held beginning at 9:00 AM on Thursday December 21, 2017. The results of the presentations rating and ranking were as follows:

OFFEROR	SCORE	RANK
Jaynes Corp/StudioSW	752/3761	1
Bradbury Stamm/GHT	703/3513	2

Bradbury Stamm/GHT presented first. The committee found their technical response and presentation to be exceptional with previous experience working together with health facilities. The design solution and technical response was found to be adequate, but somewhat lacking in originality. The building presented was a typical metal building with what did not appear to have much design effort. The concept of 14 roof-top HVAC units was of some concerns by the committee. When asked, the Offeror felt that the limited budget did not allow for any other alternate solutions. The presentation provided strong project management experience, and the committee was pleased with the floor plan and work flow concept for the proposed facility. Overall, the presentation, although was received well, the Offeror's presentation was somewhat concerning and focused more on the budget limitations, even mentioning a previous project budget with 1st Choice that was \$7.2 million for basically the same design as this project. This left the committee with some doubt. The cost proposal that was submitted was approximately 7% over the project budget, receiving 231 points out of a total of 250 points for cost.

The Jaynes Corp./StudioSW presentation was ranked as the most qualified response. The conceptual design of the proposed building was significant. It was evident to the committee that a good amount of time and effort was made by this Team with both the design of the building and the floor plan concept. The exterior façade of the building was appealing to the committee. The challenge that was identified by the Offerors as the most concerning, was with the project completion date. Their response, that a strong and committed collaboration between Santa Fe County, 1st Choice and Jaynes Corp. can easily overcome this challenge. The presentation left the committee with absolutely no doubt that the project would be completed on time and on budget. The cost proposal that was submitted was less than 1% under the project budget, receiving the total 250 points for cost.

