



Interoffice Memorandum

December 7, 2020

TO: Mayor Jerry L. Demings
-AND-
County Commissioners

FROM:  Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager, Procurement Division

CONTACT: William Blackham, Assistant Manager, Real Estate Management Division
(407) 836-7352

SUBJECT: Selection of Firm, Request for Proposals Y20-1094-TJ, Real Estate Management Staff Augmentation Services

RECOMMENDATION:

Selection of Visium Resources, Inc. to provide Real Estate Management Staff Augmentation Services, Request for Proposals Y20-1094-TJ. Request authority for the Procurement Division to negotiate and execute a contract within a budget of \$845,208 for a three-year term. Further request authorization for the Procurement Division to renew the contract for two additional one-year terms.

Proposals were evaluated by the Procurement Committee on November 18, 2020. Commissioner Maribel Gomez Cordero was assigned to the Procurement Committee.

PURPOSE:

This contract will provide Real Estate Management Staff Augmentation Services that will be used for short-term assignments, long-term projects, and staff augmentation. The services will facilitate staffing of Acquisition Agents and Title Examiners to support existing staff.

DISCUSSION:

Three proposals were received in response to this Request for Proposals (RFP). The Procurement Committee evaluated the proposals in accordance with the criteria set forth in the RFP. The proposals submitted by Diskriter, Inc. and Infojini, Inc. scored too low for Board consideration.

Consensus scores of the Procurement Committee are attached.

Procurement Committee Meeting - November, 18, 2020
Y20-1094-TJ, Real Estate Management Staff Augmentation Services

CRITERIA	Qual. of Staff	Qual. of Firm	Technical Approach	Location	M/WBE	Dislocated Workers (B)	SDV (B)	Fee Proposal	Total Weighted Points
Weighted Value	20	20	20	10	10	5	15	20	120
(B) Indicates Bonus Points (Maximums Bonus Points Above)									
Visium Resources, Inc.	80.00	80.00	70.00	50.00	50.00	0.00	0.00	53.89	383.89



INTEROFFICE MEMORANDUM

November 18, 2020

TO: Todd Jackson, Contracting Agent, Procurement Division
FROM: Sheena Ferguson, Manager, Business Development Division
SUBJECT: Business Development Division M/WBE Proposal Evaluation
PROJECT: Y20-1094-TJ / Real Estate Management Staff Augmentation Services

Below are the respondents to the subject RFP with their firm's certified Minority/Women Business Enterprise (M/WBE) sub-consultants, Minority Business Enterprise Workforce and Women Business Enterprise goals:

1. Diskriter, Inc.
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
*n/a			

*The form stated "n/a."

Total M/WBE Participation Proposed: 0%
M/WBE Sub consultant participation Weighted Score: 0

Total M/WBE Workforce: 53%
Total WBE Workforce: 47%
Minority Workforce and Women Workforce Weighted Score: 25

Total M/WBE Participation Weighted Score: 25

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points
*	

*The form stated "n/a ."

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0

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Procurement Division

*Displaced Worker(s) Proposed: 0

Displaced Worker(s) Bonus Points: 0

*The form stated "n/a."

Total Bonus Points: 0

(Includes SDV & Displaced workers)

2. Infojini, Inc.

MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	Sub-consultants Role
Just Write, Inc.	M/WBE- AFAP	24%	Staffing Services

Total M/WBE Participation Proposed: 24%

M/WBE Sub consultant participation Weighted Score: 25

Total M/WBE Workforce: 0%

Total WBE Workforce: 0%

Minority Workforce and Women Workforce Weighted Score: 0

**The proposer did not denote the number of employees on their Equal Opportunity Workforce Schedule form.

Total M/WBE Participation Weighted Score: 25

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

*The SDV forms stated "n/a."

Registered SDV(s) Proposed: 0

SDV Bonus Points: 0

*Displaced Worker(s) Proposed: 0

Displaced Worker(s) Bonus Points: 0

*No displaced workers indicated on the proposer's form

Total Bonus Points: 0

(Includes SDV & Displaced workers)

3. Visium Resources, Inc.
MAJORITY PRIME

M/WBE Sub-consultant(s)	M/WBE Classification	Projected %	SDV Sub-consultant Role
AceApplications, LLC	MBE-AFAM	24%	IT Services

Total M/WBE Participation Proposed: 24%
M/WBE Sub consultant participation Weighted Score: 25

Total M/WBE Workforce: 70%
 Total WBE Workforce: 30%
Minority Workforce and Women Workforce Weighted Score: 25

Total M/WBE Participation Weighted Score: 50

Registered Service-Disabled Veteran(s) (SDV) Sub-consultant	Points	SDV Sub-consultant Role
*		

*The form stated "n/a."

Registered SDV(s) Proposed: 0
SDV Bonus Points: 0

*Displaced Worker(s) Proposed: 0
Displaced Worker(s) Bonus Points: 0

*The form stated "n/a."

Total Bonus Points: 0
(Includes SDV & Displaced workers)