



# PROPOSAL EVALUATION REPORT

Monterey Peninsula Water Supply Project  
Request for Proposals for the  
Design Build of Fitch Park ASR Wells 5 and 6  
Above Ground Facilities

April 15, 2019

## I. Executive Summary

This report summarizes the evaluation of proposals received for the Monterey Peninsula Water Supply Project Design Build of Fitch Park ASR Wells 5 and 6 Above Ground Facilities Request for Proposals (“RFP”) dated September 29, 2018. The review of these proposals resulted with the selection of the most advantageous/preferred Proposer. Proposals were submitted in response to the RFP by the following firms (listed alphabetically):

**Hal Hays Construction Inc. (“Hal Hays”)  
Monterey Peninsula Engineering (“MPE”)**

While both Proposers were qualified and submitted responsive Proposals, the Proposal submitted by Hal Hays was determined to be the most advantageous. This determination was based upon several factors as described in this report; however, the primary factors favoring the selected Proposer are cost effectiveness, acceptance of the terms and conditions of the draft Contract, and a strong overall technical approach to completing the work within the schedule.

## II. Evaluation Process

A Selection Committee was established by California American Water to evaluate the Proposals and select the most advantageous Proposer based upon the criteria detailed in Section 5 of the RFP. The Selection Committee consisted of the following California American Water employees:

- *Donald R Monette, PE, Assistant Engineering Manager*
- *Jay Drewry, Senior Buyer*

The Selection Committee individually reviewed the Proposals; identified and discussed advantageous and non-advantageous elements of each Proposal; identified areas where clarification was needed; and reviewed, discussed, and evaluated the Proposals (including any clarifications provided), based upon the criteria and weighting included in the RFP. A breakdown of the overall weighting for each criterion is listed in Table 2 below.

**TABLE 2 – Evaluation Criteria**

<b>CATEGORY</b>	<b>WEIGHTING</b>
<b>TECHNICAL CRITERIA</b>	<b>40 points</b>
Project Delivery (including Diverse Business and Local Resources Utilization)	
Safety	
Construction Management	
Quality Control	
Schedule	
<b>BUSINESS AND FINANCIAL CRITERIA</b>	<b>60 points</b>
Cost Effectiveness of Proposal	
Business Terms and Conditions	

The Selection Committee scored each category based on the points allocated to that category as set forth in the RFP.

## III. Proposal Evaluation and Scoring

### 1. Technical Criteria (40 Points)

Technical Criteria counted for 40 points of the total Proposer Score. Hal Hays received the highest score in this category. Hal Hays scored well using a detailed technical approach, including several key conceptual renderings, a site plan, and building room layouts.

## **2. Business and Financial Criteria (60 Points)**

The Business and Financial Criteria counted for 60 points of the Proposer's total score. Hal Hays received the highest score in this category as well. Among other things, all key terms and conditions to the contract were accepted.

## **IV. Conclusion**

After careful evaluation of the Proposals based upon the evaluation criteria and weighting set forth in the RFP, the Selection Committee determined that Hal Hays submitted the most advantageous Proposal. As such, California American Water will commence negotiations with Hal Hays.