

Terry Muralt

From: Terry Muralt
Sent: Friday, October 20, 2017 5:00 PM
To: 'ximena@thecascadagroup.com'; 'Wendy Kincade'; 'vernita@leadervationlearning.com'; 'phutter@hranswers.com'; 'lillian@tsaicomms.com'; 'john@executiveforum.com'; 'tracy@inhance.biz'; 'lyn@lyncikara.com'; 'lenny.borer@gmail.com'; 'Bethanne Kronick'; 'bcooper@coopermanagementinstitute'; 'alisa@developtopemployees.com'; 'linda@integratedsuccess.com'; 'samimperati@icmresolutions.com'; 'cale.pearson@crestcom.com'; 'doug@lighthouse-leader.com'; 'jwg@sgendeavors.com'; 'brion@biz-pi.com'; 'amber.coates@newhorizons.com'; 'info@guntergroupconsulting.com'; dietra@vibrantbusinesssolutions.com
Cc: Matthew Halderman; Robert Crocker; Angela Moreschi; Matthew Rawls
Subject: Notice of Intent to Award the Professional Development Training RFP 3261-18
Attachments: 3261-18_EvaluationScoringMatrix Final_102017.pdf

Dear Proposers,

The City would like to thank each of you for submitting a proposal in response to the RFP for the Professional Development Training, Facilitation and Organizational Development & Related Services #3261-18. The evaluation team has completed their evaluation and this email is the official notice of intent to award a Retainer Agreement to 12 of the 21 firms that submitted proposals (see list below). The recommendation of award will be made at the November 7th Council meeting.

1	Lyn Cikara Leadership Development	90.5
2	Dallo International Corp. dba Lighthouse Leader ship	88
3	Institute for Conflict Management Inc.	81.5
4	Lenny Borer	80
5	Executive Forum	80
6	Alisa Blum & Associates	78.5
7	The Cascata Group	78.25
8	TsaiComms LLC	77.5
9	Simplify	76
10	BlueSkyMorning	75
11	HR Answers	75
12	Vibrant Business Solutions	75

Attached is the scoring of all 21 proposers.

Any proposer who contends it is eligible for the award of the contract and feels adversely affected or aggrieved by the City's decision, must submit to the Purchasing Agent a written protest within seven (7) calendar days from date of issuance of the Notice of Intent to Award or its protest is waived. Forward written protests by mail or email to:

Terry L. Muralt, CPPB, Purchasing Agent, tmuralt@BeavertonOregon.gov
City of Beaverton

Finance Department
12725 SW Millikan Way
PO Box 4755
Beaverton OR 97076

Any written protest shall specify the grounds upon which the protest is based. Complete rules regarding protests may be found in Beaverton's Purchasing Code 47-0740 as found on www.BeavertonOregon.gov.

If you have any questions about this Notice of Intent to Award, please contact me.

Terry L. Muralt, CPPB
Purchasing Agent
City of Beaverton
12725 SW Millikan Way
PO Box 4755
Beaverton, OR 97076
Phone: 503-526-2229
Fax: 503-526-2490
Web Site: www.BeavertonOregon.gov

**Professional Development Training, Facilitation, Organization Development & Related Services Solicitation # 3261-18B
Evaluation Committee Score Sheet**

Company Name	Evaluation Factor	Total Possible	Evaluator 1	Evaluator 2	TOTAL	AVERAGE	Overall Position
The Cascata Group	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	22	50	25	7
	2.Description & Relevance of Product or Service	28	28	24.5	52.5	26.25	
	3. Relevant Experience & References	16	12	12	24	12	
	4. MW/ESB Program	12	9	9	18	9	
	5.Fee Schedule	16	8	4	12	6	
	Total Maximum Points	100	85	71.5		78.25	
BlueSkyMorning	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	22	24	46	23	10
	2.Description & Relevance of Product or Service	28	21	21	42	21	
	3. Relevant Experience & References	16	8	8	16	8	
	4. MW/ESB Program	12	7	7	14	7	
	5.Fee Schedule	16	16	16	32	16	
	Total Maximum Points	100	74	76		75	
Leadervation Learning	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	21	17.5	38.5	19.25	16
	2.Description & Relevance of Product or Service	28	28	21	49	24.5	
	3. Relevant Experience & References	16	12	12	24	12	
	4. MW/ESB Program	12	0	0	0	0	
	5.Fee Schedule	16	12	14	26	13	
	Total Maximum Points	100	73	64.5		68.75	
TsaiComms LLC	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	24	52	26	8
	2.Description & Relevance of Product or Service	28	21	20	41	20.5	
	3. Relevant Experience & References	16	16	12	28	14	
	4. MW/ESB Program	12	11	11	22	11	
	5.Fee Schedule	16	8	4	12	6	
	Total Maximum Points	100	84	71		77.5	
Executive Forum	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	24	52	26	5
	2.Description & Relevance of Product or Service	28	28	26	54	27	
	3. Relevant Experience & References	16	16	16	32	16	
	4. MW/ESB Program	12	7	7	14	7	
	5.Fee Schedule	16	4	4	8	4	
	Total Maximum Points	100	83	77		80	

inhance LLC	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	28	56	28	14
	2.Description & Relevance of Product or Service	28	14	16	30	15	
	3. Relevant Experience & References	16	12	12	24	12	
	4. M/W/ESB Program	12	10	10	20	10	
	5.Fee Schedule	16	8	8	16	8	
	Total Maximum Points	100	72	74		73	
Lyn Cikara Ldrshp Dvlpmnt	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	21	49	24.5	1
	2.Description & Relevance of Product or Service	28	28	24	52	26	
	3. Relevant Experience & References	16	12	12	24	12	
	4. M/W/ESB Program	12	12	12	24	12	
	5.Fee Schedule	16	16	16	32	16	
	Total Maximum Points	100	96	85		90.5	
Lenny Borer	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	24	52	26	4
	2.Description & Relevance of Product or Service	28	28	26	54	27	
	3. Relevant Experience & References	16	16	12	28	14	
	4. M/W/ESB Program	12	1	1	2	1	
	5.Fee Schedule	16	8	16	24	12	
	Total Maximum Points	100	81	79		80	
HR Answers, Inc	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	28	56	28	11
	2.Description & Relevance of Product or Service	28	28	24	52	26	
	3. Relevant Experience & References	16	12	12	24	12	
	4. M/W/ESB Program	12	0	0	0	0	
	5.Fee Schedule	16	8	10	18	9	
	Total Maximum Points	100	76	74		75	
Simplify!	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	28	56	28	9
	2.Description & Relevance of Product or Service	28	28	28	56	28	
	3. Relevant Experience & References	16	16	16	32	16	
	4. M/W/ESB Program	12	0	0	0	0	
	5.Fee Schedule	16	4	4	8	4	
	Total Maximum Points	100	76	76		76	
Cooper Mgmt Institute	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	28	56	28	13
	2.Description & Relevance of Product or Service	28	14	14	28	14	
	3. Relevant Experience & References	16	12	10	22	11	
	4. M/W/ESB Program	12	6	6	12	6	
	5.Fee Schedule	16	12	16	28	14	
	Total Maximum Points	100	72	74		73	

Alisa Blum & Associates	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	28	56	28	6
	2.Description & Relevance of Product or Service	28	21	20	41	20.5	
	3. Relevant Experience & References	16	12	12	24	12	
	4. M/W/ESB Program	12	12	12	24	12	
	5.Fee Schedule	16	4	8	12	6	
	Total Maximum Points	100	77	80		78.5	
Integrated Success HR C & C	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	24.5	24	48.5	24.25	20
	2.Description & Relevance of Product or Service	28	21	18	39	19.5	
	3. Relevant Experience & References	16	12	8	20	10	
	4. M/W/ESB Program	12	0	0	0	0	
	5.Fee Schedule	16	8	12	20	10	
	Total Maximum Points	100	65.5	62		63.75	
Institute for Conflict Mgmt	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	21	49	24.5	3
	2.Description & Relevance of Product or Service	28	14	24	38	19	
	3. Relevant Experience & References	16	12	12	24	12	
	4. M/W/ESB Program	12	12	12	24	12	
	5.Fee Schedule	16	12	16	28	14	
	Total Maximum Points	100	78	85		81.5	
Elite Management Training	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	14	14	28	14	21
	2.Description & Relevance of Product or Service	28	21	24	45	22.5	
	3. Relevant Experience & References	16	8	8	16	8	
	4. M/W/ESB Program	12	0	0	0	0	
	5.Fee Schedule	16	4	4	8	4	
	Total Maximum Points	100	47	50		48.5	
Lighthouse Leadership/Dallo	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	24	52	26	2
	2.Description & Relevance of Product or Service	28	28	28	56	28	
	3. Relevant Experience & References	16	16	8	24	12	
	4. M/W/ESB Program	12	12	12	24	12	
	5.Fee Schedule	16	8	12	20	10	
	Total Maximum Points	100	92	84		88	

S & G Endeavors	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	17.5	17.5	35	17.5	15
	2.Description & Relevance of Product or Service	28	28	28	56	28	
	3. Relevant Experience & References	16	12	8	20	10	
	4. M/W/ESB Program	12	1	1	2	1	
	5.Fee Schedule	16	16	16	32	16	
	Total Maximum Points	100	74.5	70.5		72.5	
Bus. Performance Improv.	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	21	21	42	21	17
	2.Description & Relevance of Product or Service	28	21	22	43	21.5	
	3. Relevant Experience & References	16	8	4	12	6	
	4. M/W/ESB Program	12	5	5	10	5	
	5.Fee Schedule	16	12	16	28	14	
	Total Maximum Points	100	67	68		67.5	
New Horizons Comp Lrng Ctr	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	21	49	24.5	18
	2.Description & Relevance of Product or Service	28	21	24	45	22.5	
	3. Relevant Experience & References	16	12	8	20	10	
	4. M/W/ESB Program	12	1	1	2	1	
	5.Fee Schedule	16	8	10	18	9	
	Total Maximum Points	100	70	64		67	
The Gunter Group	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	21	49	24.5	19
	2.Description & Relevance of Product or Service	28	21	21	42	21	
	3. Relevant Experience & References	16	8	4	12	6	
	4. M/W/ESB Program	12	1	1	2	1	
	5.Fee Schedule	16	12	16	28	14	
	Total Maximum Points	100	70	63		66.5	
Vibrant Business Solutions	1.Knowledge & Experience & Qualifications of Project Team Members and Firm	28	28	24	52	26	12
	2.Description & Relevance of Product or Service	28	28	24	52	26	
	3. Relevant Experience & References	16	12	16	28	14	
	4. M/W/ESB Program	12	0	0	0	0	
	5.Fee Schedule	16	8	10	18	9	
	Total Maximum Points	100	76	74		75	

Professional Development Training, Facilitation, Organization Development & Related Services #3261-18
Firms that scored 75 Points and above in total score order

<u>Position</u>		
1	Lyn Cikara Leadership Development	90.5
2	Dallo International Corp. dba Lighthouse Leader ship	88
3	Institute for Conflict Management Inc.	81.5
4	Lenny Borer	80
5	Executive Forum	80
6	Alisa Blum & Associates	78.5
7	The Cascata Group	78.25
8	TsaiComms LLC	77.5
9	Simplify	76
10	BlueSkyMorning	75
11	HR Answers	75
12	Vibrant Business Solutions	75
13	Cooper Managment Institute	73
14	Inhance LLC	73
15	S & G Endeavors	72.5
16	Leadervation Learning	68.75
17	Business Performance Improvement	67.5
18	New Horizons Computer Learning Center	67
19	The Gunter Group LLC	66.5
20	Integrated Success HR Consulting & Coaching LLC	63.75
21	Elite Management Training LLC	48.5