

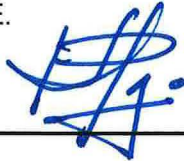
**CITY OF CORAL GABLES**

**-MEMORANDUM-**

**TO:** Honorable Mayor and  
Members of the City Commission

**Date:** October 16, 2020

**FROM:** Peter J. Iglesias, P.E.  
City Manager



**SUBJECT:** Award Recommendation  
RFP 2020-015 Solid Waste and Recycling  
Services

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At the November 10, 2020 City Commission Meeting an award recommendation for RFP 2020-015 Solid Waste and Recycling Services will be included on the agenda. This memorandum serves to notify you that in accordance with Section 2-763 of the City Code entitled "Contract Award", my recommendation to the City Commission for award of the subject RFP is as follows:

- 1) Accept the recommendation of the Chief Procurement Officer to award the RFP and authorize negotiations with Waste Management Inc. of Florida, the highest ranked responsive and responsible proposer, for Solid Waste and Recycling Services, RFP 2020-015.
- 2) Should negotiations fail with the top-ranked proposer, negotiations may commence with the next highest ranked responsive-responsible proposer Coastal Waste & Recycling of Florida, Inc., if determined to be in the best interest of the city, until a satisfactory agreement and contract amount that is fair, competitive, and reasonable is reached.
- 3) Reaffirm the City's right to pursue alternative courses of action.

On June 16, 2020, the Procurement Division of Finance formally advertised, issued, and distributed Solid Waste and Recycling Services, Request for Proposals (RFP) 2020-015. Three (3) prospective proposers downloaded the RFP package from Public Purchase, the City's web-based e-Procurement service.

On August 25, 2020, two (2) firms submitted proposals in response to the RFP: Coastal Waste and Recycling of Florida, Inc., and Waste Management Inc. of Florida.

On October 8, 2020 the Evaluation Committee convened to evaluate the two (2) responsive and responsible proposals and ranked the firms in the following order of preference: Waste Management Inc. of Florida (top-ranked), and Coastal Waste & Recycling of Florida, Inc. (second ranked). The Evaluation Committee determined that Waste Management Inc. of Florida was the highest ranked responsive-responsible proposer.

The Evaluation Committee further recommended that should negotiations fail with Waste Management Inc. of Florida, negotiations could be conducted with the next ranked firm Coastal Waste & Recycling of Florida, Inc.

After successful negotiations, a Professional Services Agreement will be executed. A more detailed description of the RFP, proposal response and evaluation results will be provided to you as part of the Agenda package.

Please contact me should you have any questions.

Copy:

Miriam Soler Ramos, Esq., City Attorney

Billy Y. Urquia, City Clerk

Eduardo Santamaria, Assistant City Manager

Hermes Diaz, Public Works Director

Al Zamora, Public Works Assistant Director for Sanitation

Diana M. Gomez, Finance Director

Celeste S. Walker-Harmon, Chief Procurement Officer

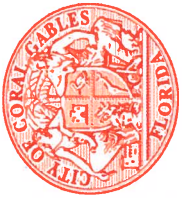


**RFP 2020-015  
SOLID WASTE AND RECYCLING SERVICES  
EVALUATION OF PROPOSALS  
COMPOSITE**

SELECTION CRITERIA	PROPOSERS	Maximum Criteria Points	Maximum Total Points (5 Members)	Coastal Waste & Recycling of Florida, Inc.	Waste Management Inc. of Florida
<b>Experience &amp; Qualifications</b>		200			
Proposer qualifications including, but not limited to: company history and description, number of years in business...			50	38	50
Proposer's relevant knowledge and experience during the past five years in providing similar scope of services...			50	39	50
Proposer's financial stability			75	50	61
Qualifications and experience of all proposed key personnel			25	21.3	24
<b>Experience &amp; Qualifications Total</b>			<b>148.3</b>		<b>185</b>
<b>Proposed Approach and Methodology</b>		125			
Proposer's overall detailed approach to perform the services solicited herein, as per Section 2.0 (Scope of Work)...			75	59	74
Proposer's list of vehicles and equipment proposed for services under the RFP			25	18.5	25
Recent, current and projected workload for the Proposer and how the potential contract will fit into the Proposer's workload			25	20	25
<b>Proposed Approach and Methodology Total</b>			<b>97.5</b>		<b>124</b>
<b>Past Performance and References</b>		100			
Proposer's three (3) references (but no more than five (5) from public sector agencies, particularly municipal/local....			50	36.5	49
Proposer's list with contact information of public sector clients, if any, that have discontinued use of Proposer's services...			25	20	24
Incidents within the last five (5) years where a civil, criminal, administrative, other similar proceeding filed or pending...			15	15	15
Proposer's statement regarding the Proposer's ability to comply with the requirements of a Bid and Performance Bond...			10	10	10
<b>Past Performance and References Total</b>			<b>81.5</b>		<b>98</b>
<b>Overall Cost</b>		75			
Proposer's pricing as shown on the proposal Pricing Form			75	68	56
<b>Overall Cost Total</b>			<b>68</b>		<b>56</b>
<b>TOTAL POINTS</b>		<b>500</b>		<b>395.3</b>	<b>463.0</b>
			<b>2</b>		<b>1</b>
		<b>RANKING</b>			

Signature:   
 Chairperson: Edwardo Hernandez  
 Reviewed By: Letrice Y Smith

Date: 10/18/20  
10/15/20



RFP 2020-015  
SOLID WASTE AND RECYCLING SERVICES  
EVALUATION OF PROPOSALS  
RANKING

	Maximum Criteria Points	Coastal Waste & Recycling of Florida, Inc.	Waste Management Inc. of Florida
TOTAL POINTS	500	395.3	463.0
<b>Ranking</b>			
		2	1

Signature: \_\_\_\_\_  
Chairperson

Date: 10/8/20

Signature: \_\_\_\_\_  
Reviewed by

Date: 10/8/20