

## CITY OF CORAL GABLES

### -MEMORANDUM-

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

**Date:** November 17, 2020

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



**SUBJECT:** Award Recommendation  
RTQ 2020-010 Professional Tennis  
Services

At the next available City Commission Meeting an award recommendation for RTQ 2020-010 Professional Tennis 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 Procurement Officer to approve the establishment of a pre-qualified pool of professional tennis instructors.
- 2) Authorize the continuation of approving additional tennis instructors into the pool on an as needed basis.

On May 20, 2020, the Procurement Division of Finance formally advertised, issued and distributed RTQ 2020-010 for Professional Tennis Services. A total of twenty-one (21) prospective providers downloaded the RTQ package from PublicPurchase, the City's web-based e-Procurement service.

On June 17, 2020 eighteen (18) responses were received in response to the RTQ 2020-010, Professional Tennis Services. In the evaluation phase the responses were reviewed by the Procurement Division in order to determine responsiveness to the requirements of the RFP. During the review, it was determined that all eighteen (18) proposers were responsive and could be moved to Phase II / Interview Process. The Interview phase was performed by Parks and Recreation staff that resulted in sixteen (16) of the proposers passing the interview phase as listed in Exhibit 1.

A Professional Services Agreement will be executed with each of the instructors. A more detailed description of the RTQ, and evaluation results will be provided to you as part of the Agenda package.

Please contact me should you have any questions.

Attachment: Exhibit 1 – Instructors by Tiers

Copy:

Miriam Soler Ramos, Esq., City Attorney

Billy Y. Urquia, City Clerk

Eduardo Santamaria, Assistant City Manager

Fred Couceyro, Director, Parks & Recreation

Carolina Vester, Assistant Director, Parks & Recreation

Diana M. Gomez, Finance Director

Celeste S. Walker-Harmon, Finance Assistant Director for Procurement

**RTQ 2020-010 PROFESSIONAL TENNIS SERVICES  
PROPOSAL TABULATION**

| #                            | COMPANY / PROFESSIONAL | EVALUATION PHASE<br>PASS/ FAIL | INTERVIEW PHASE<br>PASS/ FAIL | SCORE                                                   |
|------------------------------|------------------------|--------------------------------|-------------------------------|---------------------------------------------------------|
| <b>Tier 1 - Professional</b> |                        |                                |                               |                                                         |
| 1                            | Denisse Rheault        | PASS                           | PASS                          | 72                                                      |
| 2                            | Federico Acevedo       | PASS                           | PASS                          | 78.33                                                   |
| 3                            | Franco Alonzo Aller    | PASS                           | PASS                          | 80                                                      |
| 4                            | John McLean            | PASS                           | PASS                          | 89                                                      |
| 5                            | Kevin Chow             | PASS                           | PASS                          | 96.5                                                    |
| 6                            | Leandro Gutierrez      | PASS                           | PASS                          | 86.75                                                   |
| 7                            | Luis Jesus Cabrera     | PASS                           | PASS                          | 69.75                                                   |
| 8                            | Oksana Krutiyenko      | PASS                           | PASS                          | 86.75                                                   |
| 9                            | Todd Rubinstein        | PASS                           | PASS                          | 85                                                      |
| 10                           | William Aronson        | PASS                           | PASS                          | 85.25                                                   |
| <b>Tier 2 - Professional</b> |                        |                                |                               |                                                         |
| 11                           | Alfredo Perez          | <u>PASS</u>                    | PASS                          | 62.33                                                   |
| 12                           | Ayaka Terashi          | <u>PASS</u>                    | FAIL                          | * The Proposer<br>did not interview                     |
| 13                           | Pablo D. Lopez         | <u>PASS</u>                    | PASS                          | 71.75                                                   |
| 14                           | Zoran Radosevic        | <u>PASS</u>                    | PASS                          | 73.5                                                    |
| <b>Tier 3 - Professional</b> |                        |                                |                               |                                                         |
| 15                           | Jorge L. Cordova       | <u>PASS</u>                    | PASS                          | 64                                                      |
| 16                           | Reyner Gil             | <u>PASS</u>                    | PASS                          | 71                                                      |
| 17                           | Zurab Zhvania          | <u>PASS</u>                    | PASS                          | 87                                                      |
| 18                           | Yorgy Carreras Matos   | <u>PASS</u>                    | FAIL                          | *54.75<br>The proposer<br>failed the<br>Interview phase |

**EXHIBIT 1**  
**PRE-QUALIFIED POOL OF TENNIS INSTRUCTORS BY TIER**  
**RTQ 2020-010 PROFESSIONAL TENNIS SERVICES**

| #  | PROFESSIONALS                |
|----|------------------------------|
|    | <b>Tier 1 - Professional</b> |
| 1  | Denisse Rheault              |
| 2  | Federico Acevedo             |
| 3  | Franco Alonzo Aller          |
| 4  | John McLean                  |
| 5  | Kevin Chow                   |
| 6  | Leandro Gutierrez            |
| 7  | Luis Jesus Cabrera           |
| 8  | Oksana Krutiyyenko           |
| 9  | Todd Rubinstein              |
| 10 | William Aronson              |
|    | <b>Tier 2 - Professional</b> |
| 11 | Alfredo Perez                |
| 12 | Pablo D. Lopez               |
| 13 | Zoran Radosevic              |
|    | <b>Tier 3 - Professional</b> |
| 14 | Jorge L. Cordova             |
| 15 | Reyner Gil                   |
| 16 | Zurab Zhvania                |