



The City of Coral Gables

Procurement Division

2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

July 13, 2022

All Responding Proposers (See Distribution List)

SUBJECT: RFP 2022-008 Citywide Landscape Maintenance

Dear Proposers:

The evaluation of the proposals submitted in response to the above cited solicitation is complete. The City Manager has recommended an award as shown in the attached document.

This notice is provided in accordance with Section 2-910 (c) of the Code of the City of Coral Gables. Our provision of this notice also serves to confirm the lifting of the Cone of Silence from this procurement action as dictated by Section 2-1027 (4)(b) of the same City Code.

Thank you for your participation in this competition. If you have any questions please contact Andrea Chung, Procurement Specialist at 305-441-5745 or Achung2@coralgables.com

Sincerely,

A handwritten signature in blue ink, appearing to read "Celeste S. Walker-Harmon", with a long horizontal flourish extending to the right.

Celeste S. Walker-Harmon
Chief Procurement Officer

Attachment: Award Recommendation

Distribution list:

Aero Groundtek, LLC
Brightview Landscape Services, Inc.
Sebastian (KP) Enterprises, Inc.
SFM Landscape Services, LLC
Superior Landscaping & Lawn Services, Inc.
Tenusa Inc.

CITY OF CORAL GABLES

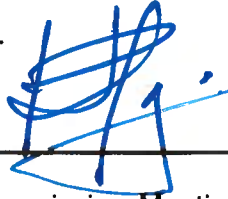
-MEMORANDUM-

TO: Honorable Mayor and
Members of the City Commission

Date: July 12, 2022

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

SUBJECT: Award Recommendation
RFP 2022-008 Citywide Landscape
Maintenance



At the next available City Commission Meeting an award recommendation for RFP 2022-008 Citywide Landscape Maintenance 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 Brightview Landscape Services, Inc., the highest ranked responsive and responsible proposer, for Citywide Landscape Maintenance, RFP 2022-008.
- 2) Should negotiations fail with the top-ranked proposer, negotiations may commence with the next highest ranked responsive-responsible proposer, up to the third ranked qualified Proposer, 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 April 12, 2022, the Procurement Division of Finance formally advertised, issued, and distributed Citywide Landscaping Maintenance, Request for Proposals (RFP) 2022-008. Thirty-six (36) prospective proposers downloaded the RFP package from Public Purchase, the City's web-based e-Procurement service.

On May 20, 2022, six (6) firms submitted proposals in response to the RFP Citywide Landscaping Maintenance: Aero Groundteck, LLC., Brightview Landscape Services, Inc., Sebastian (KP) Enterprises, Inc., SFM Landscape Services, LLC., Superior Landscaping & Lawn Services, Inc., and Tenusa Inc.

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 the following proposers would be deemed non-responsive and would receive no further consideration for award:

- Aero Groundteck, LLC. (Proposer failed to include pricing sheet - Exhibit A as required in Section 8.1 of the RFP).
- Tenusa, Inc., (Proposer failed to timely submit the original bid bond as required by Section 1.13 of the RFP).

On June 22, 2022, the Evaluation Committee convened to evaluate the four (4) responsive and responsible proposals and ranked the firms in the following order of preference: Brightview Landscape Service, Inc., (top-ranked), Superior Landscaping Lawn Service, (second ranked), and SFM Landscaping Services, LLC. (third-ranked). The Evaluation Committee determined that Brightview Landscape Service, was the highest ranked responsive-responsible proposer.

The Evaluation Committee further recommended that should negotiations fail with Brightview Landscape Service, Inc., negotiations could be conducted with the next ranked firm, up to third ranked firm, until an agreement and contract amount acceptable to the City has been reached.

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

Hermes Diaz, Public Works Director

Diana M. Gomez, Finance Director

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

Deena Bell-Llewellyn, Assistant Director of Public Works/ Greenspace Management Division

**Proposal Evaluation Form
RFP 2022-008 Citywide Landscape Maintenance
Totals Composite
Form Active**

Selection Criteria \ Proposers	Maximum Criteria Points per Evaluator	Total Maximum Sub-Criteria Points	Brightview Landscape Services, Inc.	Sabastian (KP) Enterprises, Inc dba Reef Landscaping	SFM Landscaping Services, LLC.	Superior Landscaping & Lawn Services
			TOTAL:	TOTAL:	TOTAL:	TOTAL:
Experience & Qualifications	25	125				
Proposer's qualifications including, but not limited to, company history and description, number of years in business, size, number of employees, office location where work is to be performed, licenses/certifications, credentials, capabilities and capacity to meet the City's needs.		50	47.0	29.0	44.0	37.5
Qualifications and experience of all proposed key personnel		25	24.0	14.0	20.5	18.0
Proposer's relevant knowledge and experience in providing the services described in the "Scope of Services" to public sector agencies similar in size to the City of Coral Gables		50	46.0	28.0	46.0	39.5
Experience & Qualifications Total			117.0	71.0	110.5	95.0
Project Understanding, Proposed Approach, Methodology	35	175				
Proposer's overall detailed understanding, approach and methodology to perform the services solicited herein. Understanding of the RFP scope and requirements, implementation plan, strategies for assuring assigned work is completed on time, communication with City staff, and Proposer's intent to positively and innovatively work with the City in providing the services outlined in this RFP		50	45.5	25.0	42.0	38.0
Describe your approach and methodology to have available additional or necessary tools and or equipment which may be needed to perform routine tasks and project work		25	24.0	12.0	22.0	19.0
Describe your approach and methodology to ensure all required tools and or equipment is maintained or replaced to ensure the equipment is always in quality working order		25	22.5	12.0	22.0	19.0
Describe in detail your ability to provide the services requested herein, including personnel, tools and materials needed for the duration of the contract		50	45.0	25.0	41.5	38.5
Describe in detail your proposed quality assurance plan inspection procedures, and reporting system that will be used to monitor performance standards under this RFP		25	23.5	11.0	20.5	19.0
Project Understanding, Proposed Approach, Methodology Total			160.5	85.0	148.0	133.5
Past Performance and References	10	50				
Proposer's three (3) references (but no more than five (5) from public sector agencies, similar in size to the City of Coral Gables, for which Proposer has provided the services described in the RFP. Proposers MUST NOT include City of Coral Gables work or employees as references.		25	24.5	11.0	19.5	23.0
Public sector clients, if any, that have discontinued use of Proposer's services within the past two (2) years and indicate the reasons for the same		15	15.0	8.0	15.0	13.0
Incidents within the last five (5) years where (a) a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same or similar type services to be provided under this RFP		10	10.0	8.0	10.0	9.5
Past Performance and References Total			49.5	27.0	44.5	45.5
Agreement Exceptions	5	25				
Review exceptions made by the proposer to the conditions listed in the agreement for the services.		25	24.0	23.0	22.0	24.0
Agreement Exceptions Total			24.0	23.0	22.0	24.0
Proposed pricing as shown on the Proposal Pricing Form, Exhibit A – Pricing Sheet. Exhibit A – Pricing Sheet will be used in the evaluation process	25	125	110.0	94.0	82.0	125.0
Total Points	100	500	461.0	300.0	407.0	423.0
Ranking			1	4	3	2

Choose Another Form