

**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

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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 PASS/ FAIL	INTERVIEW PHASE 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 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 The proposer failed the Interview phase

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

#	<b>PROFESSIONALS</b>
	<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 Krutiyenko
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