



Cefe “Push and Pack” RFP Evaluation



July 28, 2020



Landfill Management Services RFP

The City has two contracts with Republic Services that are expiring on January 31, 2021

- The Landfill Services Agreement (Push and Pack)
- The Collection, Processing and Marketing Residential Recyclable Commodities Contract

The City issued RFP #3016 for Landfill and Recycling Management Services on March 30, 2020 to select the next contractor(s). Respondents were allowed to submit proposals for landfill services, recycling services, or both



Landfill Management Services RFP

The Director of Contracts and Procurement oversaw the RFP process

Consultants from the Nationally recognized consulting firm of Burns and McDonnell assisted in developing and issuing of the RFP

A five person evaluation team was selected, to include

- Three from the Solid Waste Department
- One from the Finance Department
- One from the City Manager's Office



Proposal Scoring

Received 5 proposals in response to the Landfill Management Services RFP

- Integrated Transfer Services, L.P. Fort Worth, Texas
 - Frontier Waste Solutions Corpus Christi, Texas
 - Republic Services Corpus Christi, Texas
 - Texas Disposal Systems Creedmoor, Texas
 - Waste Management of Texas San Antonio, Texas
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Proposal Scoring

The 5 Proposals were evaluated based on the following criteria published in the RFP

- Minimum Qualifications Pass/Fail
- Technical Proposal 40 Points
- Pricing 40 Points
- Interview 20 Points

The team considered the proposer's written proposals, questions asked, past performance, experience of operations personnel, and references



Minimum Qualifications Pass/Fail

Proposal Evaluation	ITS	FRONTIER	WASTE MGT	REPUBLIC	TX DISPOSAL
MINIMUM QUALIFICATIONS (PASS/FAIL)	PASS	PASS	PASS	PASS	PASS

- Required experience
- No outstanding lawsuits during last 5 years or current litigation with the City during last 5 years
- No outstanding regulatory issues last 5 years
- References provided for firm



Technical Proposal (40 Points Max)

Proposal Evaluation	ITS	FRONTIER	WASTE MGT	REPUBLIC	TX DISPOSAL
TECHNICAL PROPOSAL (40 PTS)	36	30	28	22	19

Firms' Experience (15 points)

- Company History and Ownership
- Subcontractors
- Financial Capability
- Performance History – local, state and with other customers

Team Experience (15 points)

- Key Personnel experience and qualifications
- Contractor's Representative
- Communication Plan
- Team members experience with work of similar scope and complexity

Understanding of Project Scope (10 points)

- Operating Plan
- Transition Plan
- Emergency/Disaster Contingency Plan



Proposal Pricing (40 Points Max)

Proposal Evaluation	ITS	FRONTIER	WASTE MGT	REPUBLIC*	TX DISPOSAL
PRICING (40 PTS)	40	35	23	28	0
Landfill Operation 0 - 249,999 tons	\$13.25/ton	\$16.00/ton	\$27.80/ton	\$28.40/ton	TBN
Landfill Operation 250,000 – 399,000 tons	\$10.95/ton	\$12.00/ton	\$21.25/ton	\$17.40/ton	TBN
Landfill Operation 400,000 + tons	\$9.70/ton	\$11.00/ton	\$17.10/ton	\$14.00/ton	TBN

*Republic's pricing is higher if they are not awarded the recycling contract (\$29.82, \$18.37 and \$14.70/ton)

Used Current and historical Landfill Tonnage of 400,000+ tons for scoring purposes

RFP requested pricing for 3 Different Tonnage Ranges to get best value

- 0 - 249,999 tons
- 250,000 – 399,000 tons
- 400,000 + tons

Calculate the score by dividing the low bid by the other bid and multiplying by 40 points [i.e. for Frontier ($\$9.70/\11.00) $\times 40=35$]



Proposal Interview (20 Points Max)

Proposal Evaluation	ITS	FRONTIER	WASTE MGT	REPUBLIC	TX DISPOSAL
INTERVIEW (20 PTS)	19	14	15	13	0

Firms' Experience (7 points)

- Experience on projects of similar scope and complexity;
- Demonstrated capability/capacity on comparable projects;
- Past Performance and Reference Checks.

Team Experience (7 points)

- Team members with experience and qualifications;
- Team members experience with work of similar scope and complexity;

Understanding of Project Scope (6 points)

- Demonstrated understanding of scope of services,
- Demonstrated understanding and experience with similar service with a public agency



Proposal Scoring

Proposal Evaluation	INTEGRATED TRANSFER SERVICES	FRONTIER WASTE SOLUTIONS	WASTE MANAGEMENT	REPUBLIC SERVICES	TEXAS DISPOSAL SERVICES
MINIMUM QUALIFICATIONS (PASS/FAIL)					
Required experience	PASS	PASS	PASS	PASS	PASS
No outstanding lawsuits during last 5 years or current litigation with the City during last 5 years					
No outstanding regulatory issues last 5 years					
References Provided for firm					
TECHNICAL PROPOSAL (40 PTS)	36	30	28	22	19
Firms' Experience (15 pts)					
Team's Experience (15 pts)					
Understanding of Project Scope (10 pts)					
PRICING (40 PTS)	40	35	23	28	0
INTERVIEW (20 PTS)	19	14	15	13	0
Firms' Experience (7 pts)					
Team's Experience (7 pts)					
Understanding of Project Scope (6 pts)					
Total	96	79	65	63	19



Key Points

- Landfill Push and Pack Contract ends January 31, 2021
- Issued a Request for Proposals on March 30, 2020
- Evaluated 5 proposals
- Recommend Integrated Transfer Services (ITS)
- ITS made the best proposal
- ITS is a minority owned company
- ITS currently manages the Push and Pack operation for the City of Fort Worth Southeast Landfill (Twice the size of Cefe)

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Questions?

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