

**RFP Selection Matrix BI-0003-14**

**ASSESSMENT OF THE EFFICIENCY AND EFFECTIVENESS OF THE CORPUS CHRISTI FIRE DEPARTMENT**

The RFP selection panel reviewed each proposal submitted to develop a “short-list” of firms to be interviewed. All of the proposers were regarded as meeting the minimum criteria established in the RFP to be considered as “qualified”: a) The proposing organization may not be part of a company that is in the business of providing fire suppression or emergency medical services; and b) The proposing organization must have at least five years of experience conducting municipal fire department evaluations; and c) The proposing organization must have sufficient staffing in order to meet project deliverable deadlines; and d) The proposing organization must assign to this project a project manager with at least five years of experience conducting fire department evaluations.

<i>Proposer</i>	<i>Price*</i>	<i>Short Listed</i>
Berkshire Advisors, Inc.	\$79,600	✓
Emergency Services Consulting International (ESCI)	\$60,037	✓
Fitch & Associates	\$148,690	
ICMA	\$123,303	
Matrix Consulting Group	\$87,000	✓
MGT of America	\$97,950	✓
System Planning Corporation – Tri Data Division	\$94,152	
Public Safety Solutions, Inc. (PSSi)	\$98,850	

\*Average proposal price = \$98,698

**Ranking of Short-Listed Companies subsequent to interviews.** The RFP stated that “Proposals will be evaluated on the merits of content including types and size of municipalities assessed, methodology proposed for the assessment and any other relevant information which reflects the competency and ability of the proposer to perform the services specified in this RFP.” The ranking below reflects the consensus opinion regarding the ranking of the firms best able to meet the needs of this engagement.

<i>Proposer</i>	<i>Overall ranking</i>	<i>Key differentiating factors</i>
MGT of America	1	Most experienced project team on projects of similar nature; team has worked together in past; good balance of practical experience with evaluation experience; very high quality and succinct proposal
Matrix Consulting Group	2	Project team has little experience working together; the on-site project lead has limited experience in similar fire studies; research skills, specifically benchmarking, weak
Emergency Services Consulting International (ESCI)	3	Concerns about perception of ownership interests of the International Association of Fire Chiefs and the lack of explicit disclosure in the written proposal; questions about clarity of scope
Berkshire Advisors, Inc.	4	Presentation style not as strong; RFP not succinct