



CITY OF NORTH WILDWOOD

901 Atlantic Avenue
North Wildwood, NJ 08260-0499
E-mail; nlong@northwildwood.com

Nic Long
QPA

November 12th, 2020

Mayor & Council,

On Thursday November 5th, 2020 an appointed committee met comprised of members representing the City of North Wildwood, City of Wildwood, and Borough of Wildwood Crest. Those members are as follows:

- Mayor Patrick Rosenello of the City of North Wildwood
- Administrator Ron Simone of the City of North Wildwood
- Administrator Carl Groon of the City of Wildwood
- Commissioner Steve Mikulski of the City of Wildwood
- Administrator Connie Mahon of the Borough of Wildwood Crest
- Commissioner Dave Thomson of the Borough of Wildwood Crest

Their duty was to evaluate and score four proposals submitted and due to the North Wildwood City Clerk by Wednesday, October 21st, 2020, 10 am prevailing time. Below is the list of companies that submitted a proposal in order of final ranking:

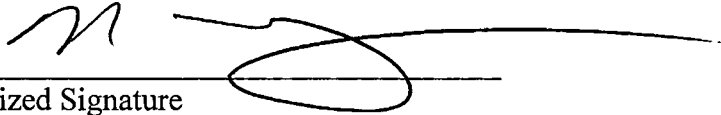
1. Center for Government Research (CGR)
2. Fire Technical Services
3. Matrix Consulting
4. AP Triton Consulting

Based on the committee's discussion and scoring, it is in the best interest of the Cities of North Wildwood, Wildwood, and the Borough of Wildwood Crest to award a contract to conduct a study regarding feasibility of consolidating fire and emergency medical service departments on an island-wide basis (based on cost and other factors) to Center for Governmental Services out Rochester, New York.

Please see attached for a summary and detail of all proposals along with reasoning as to why CGR was selected. In accordance with NJSA 40A:11-4.5(d) this report will be available to the public 48 hour to award of contract.

Thank you,

Sincerely,

A handwritten signature in black ink, consisting of a stylized 'N' followed by a long horizontal stroke that loops back under itself.

Authorized Signature

Nic Long, QPA, City of North Wildwood
NLONG@NORTHWILDWOOD.COM

Scoring

Scoring was done on a weighted average methodology 0 through 10 (0 being worst, 10 being the best) with the scoring criteria being laid out in the original request for proposals. The four criteria categories and their weighting are as follows;

- Technical 20%
- Management 41.67%
- Cost 25%
- Other factors 13.33%

Summary of Proposals

1. Center for Government Research (CGR) Score 51.61 points

CGR submitted a detailed proposal highlighting their years and experience supporting many governmental entities to find cost and service efficiencies. They broke down the project into 4 phases; Project Initiation, Baseline Review, Evaluation of Options for Improvement, and Final report with implementation. They broke down the estimated hours for each phase that will total a final cost of \$86,000.

CGR received the highest score because they demonstrated the clearest understanding of the project, along with clear goals and timelines to achieve the best outcome. They are the highest price, however, the committee agreed that their cost is most realistic based on hours to accomplish the study, while other underestimated their cost causing others to receive lower scores.

The committee agreed that CGR's experience in generating these kinds of study was superior to all other applicants and is what separated them the most.

2. Fire Technical Services Score 41.46

Fire Technical Services was very similar to CGR in that they had a very clear proposal and methodology to achieve the goal of this study. They are also second highest in price, but as before, the committee agreed that it is a more realistic price that lower cost options.

While Fire Technical Services demonstrated years of firefighting experience, they did not demonstrate the same level of experience writing studies as CGR. It is what ultimately led them to receiving a lower score than CGR.

3. Matrix Consulting Score 27.13 points

Like the previous proposals, Matrix provided a clear plan and understanding of the project. They also showed a large list of references for similar project. However, the committee agreed that Matrix did not show enough experience in New Jersey municipalities and fire companies accounting for their lower scores. They had one of the lower projected cost at \$49,500, but the committee believed they are only lower because they underestimated the amount of hours needed to thoroughly complete the project.

4. AP Triton Consulting Score 23.56 points

AP Triton is very similar to Matrix's proposal. It shows a clear plan and understanding of the project, but as before, they do not demonstrate enough experience in New Jersey municipalities and fire companies. The committee also agrees that even though they have a lower cost, they do not have the man power to supply the hour the committee believes it will take to properly complete the project.

All Proposals are on file with the North Wildwood City clerk for review.