

Attachment A

RFP 2018-234-JC Revenue Enhancement Study for Utilities	Mark Coolidge			Ranking	Lys Desir			Ranking	Jay Fink			Ranking	Manny Marquez			Ranking	Benjamin Nussbaum			Ranking	Low Aggregate Totals	Ranking
	Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal			
ECS Business Services	55	23	78	3	60	23	83	3	30	23	53	3	66	23	89	2	62	23	85	2	13	3
ISI Water dba Water Company of America	67	25	92	1	75	25	100	1	75	25	100	1	65	25	90	1	72	25	97	1	5	1
Utility Revenue Management (URM)	62	17	79	2	75	17	92	2	60	17	77	2	58	17	75	3	62	17	79	3	12	2

Proposer	Quantitative Points		Total Net Revenue to the City	Maximum Points	Total Points Awarded	Veteran's Points	Total Quantitative (Cost + Veteran's)
	Revenue Share for Cost Savings Realized by the City as a Result of the Revenue Enhancement Study/Recovery	Revenue Share for Cost Savings/Avoidance/Efficiencies Realized by the City as a Result of Recommendations for Future Efficiencies					
ECS	65%	67%	\$ 132,000.00	25	23	0	23
ISI Water	55%	90%	\$ 145,000.00	25	25	0	25
URM	50%	50%	\$ 100,000.00	25	17	0	17