

**TO:** Felicia Strong-Whitaker, Director  
Department of Purchasing & Contract Compliance

**FROM:** Evaluation Committee Recommendation Letter

**DATE:** December 17, 2020

**PROJECT:** #20RFP041620K-CRB - Fulton County Judicial Center Complex  
DDC Conversion Project - Phase II

In accordance with the Purchasing Code, a duly appointed Evaluation Committee has reviewed the proposals submitted in response to the above-reference project on behalf of the Department of Real Estate and Asset Management.

Four (4) qualified firms submitted proposals for evaluation and consideration for award of this project:

1. Control Concepts, LLC
2. Johnson Controls, Inc.
3. Trane US, Inc.
4. Maxair, Inc.

After review and scoring of the Technical Proposal, only three (3) of the four (4) firms were found to be reasonably susceptible for award. Oral Interviews were held with Control Concepts, LLC, Johnson Controls, Inc. and TRANE U.S., Inc.

1. Control Concepts, LLC
2. Johnson Controls, Inc.
3. TRANE U.S., Inc.

After Oral Interviews with the three firms listed above, **Control Concepts, LLC** scored the highest overall and the Evaluation Committee chose to negotiate with them. The evaluation of the Negotiation and consideration of all available information related to the requirements set forth in the evaluation criteria of the RFP has determined that the proposal submitted by **Control Concepts, LLC**, with a score of **84.55%** is the recommended vendor for the award of #20RFP041620K-CRB - Fulton County Judicial Center Complex DDC Conversion Project - Phase II.

The Evaluation Committee members attest that each member scored each proposal independently in accordance with the evaluation criteria set forth in the Request for Proposal and that their individual score is a part of the final scores in the attached Evaluation Matrix.

**SELECTION COMMITTEE MEMBERS:**

DocuSigned by:  
*Timothy Dimond*  
AK27AE09275A434...  
Timothy Dimond, DREAM  
Deputy Director  
*Michael Ross*  
ED4240D25D844B6...  
Michael Ross, DREAM  
Administrator Building Grounds  
*Bill Mason*  
82E7050EEFC0482...  
Bill Mason, DREAM  
Facilities Program Manager

EVALUATION CRITERIA	WEIGHT	Control Concepts, LLC	Johnson Controls, Inc.	Trane, Inc.
Executive Summary	2	1.67	1.50	1.83
Project Plan/Approach to Work	35	35.00	26.25	32.08
Qualifications of Key Personnel	15	12.50	11.25	12.50
Relevant Project Experience/Past Performance	15	13.75	11.25	12.50
Availability of Key Personnel	4	3.00	3.00	3.33
Safety Qualifications	5	3.75	3.75	3.75
Employee Training	2	1.50	1.50	1.67
Local Preference	5	0.00	5.00	5.00
Service Disabled Veterans Preference	2	0.00	0.00	0.00
Cost Proposal	15	13.38	15.00	10.78
TOTAL SCORE:	100.00	84.55	78.50	83.44

*\*To sum Total Score columns highlight the row and press F9*