REQUEST FOR PROPOSALS ANALYSIS AND STAFF RECOMMENDATION

Contracting Agency:	Travaux Inc.
Official Notice Number:	58096
Date and Time of Opening:	Wednesday, March 30, 2022, 2:00 PM (CDST)
Type of Work, Services, or Material:	Electrical Design Assist for Phase 4A Townhomes (WRVII)
Housing Development and Number:	Westlawn Gardens Phase 2
Award Amount:	$2,274,800.00 not-to-exceed
Budget Amount/Cost Estimate:	$1,095,693.00
Account Number:	Westlawn Renaissance VII Mixed Financing, 554B/556B-148000

Offeror	City, State	Rank
Hurt Electric Inc.	***Wauwatosa, WI***	***1***
Engler Electric Inc.	Waukesha, WI	2

PROCUREMENT REVIEW

PROCURING SECTION: Modernization & Development Services

Two proposals were received in response to the Request for Proposals (RFP).
Upon initial review of proposals, staff determined that both proposals were acceptable and within the competitive range.
Both offerors were invited to participate in interviews with staff.

During its interview, Hurt Electric Inc. (Hurt Electric) presented its preliminary pricing of $2,068,000.00 and potential value engineering (VE) items that were included within its original proposal.
Hurt Electric also provided written documents regarding its history, experience, and other company information needed to properly evaluate offerors and to determine the offeror best able to perform the requirements of the RFP.
Hurt Electric and staff discussed Hurt Electric's workforce obligations because, if awarded a contract for Phase 4A Townhomes, Hurt Electric would be the electrical contractor for three concurrent projects at Westlawn Gardens Phase 2.
Hurt Electric confirmed its commitment to the Westlawn projects and demonstrated its ability to supply the Phase 4A Townhomes project with necessary electricians and to provide expertise in the continuing VE process.
Hurt Electric cautioned staff of delivery issues with the electrical panels and suggested that an award be made as soon as possible.

During its interview, Engler Electric Inc. (Engler Electric) confirmed that it approached the RFP process as a hard bid.
Its preliminary pricing of $2,947,851.00 contained within its original proposal did not include any cost saving options or incorporate cost saving ideas.
Engler Electric verbally provided a few suggestions that could potentially provide significant cost savings.
Engler Electric did not provide any written documents containing information regarding company history, experience, etc. as this company is driven by one person who did not have that information on hand.
Engler Electric did present itself as a capable electrical contractor that could complete the work and eventually provide suggestions on cost saving ideas, but it could not complete this process in the required time frame.

Staff evaluated both proposals per the criteria stated in the RFP and based on the original proposals and the subsequent interviews.
Hurt Electric was the highest ranked offeror.
Hurt Electric has performed satisfactorily on previous contracts for similar services.

The Modernization & Development Services Section recommends award to Hurt Electric Inc. in an amount not to exceed $2,274,800.00, subject to final negotiation of scope of work and price.

Vice President of Construction _____ Date _____

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EMERGING BUSINESS ENTERPRISES

Target Contracting 25 % 20% MBE and/or WBE
5% any designation (MBE, WBE, DBE, EBE, SBE, VOB)

Proposed Contracting 100 %

Proposed WHEDA Hires zero

Hurt Electric Inc. (Hurt Electric) is a certified MBE with the State of Wisconsin. Hurt Electric has not identified a need to subcontract or to hire at this time. Should Hurt Electric need to subcontract or to hire in the future, then Hurt Electric will contact Purchasing/Contracts Services prior to seeking any subcontractors or candidates on its own. Purchasing/Contracts Services recommends proceeding with award.

Purchasing/Contracts _____ Date _____

SECTION 3

This award falls under the new Section 3 rule. Our consultant, Motivation Inc., will be working with Hurt Electric Inc. on Section 3 participation under the new rule. Purchasing/Contracts Services recommends proceeding with award.

Purchasing/Contracts _____ Date _____

FINANCE AND ACCOUNTING

Finance and Accounting concurs with the recommendation of the Procuring Section to award contract to Hurt Electric Inc. Charge the account number(s) as indicated above.]

Grants/Budget _____ Date _____

RECOMMENDATION

RECOMMEND AWARD OF CONTRACT TO HURT ELECTRIC INC., THE HIGHEST RANKED OFFEROR.

APPROVAL RECOMMENDED

Chief Financial Officer _____ Date _____

APPROVED

Secretary–Executive Director _____ Date _____