



Seminole County
Resource Management - Purchasing & Contracts
Stephen Koontz, Purchasing and Contracts Manager
1301 East Second St., Sanford, FL 32771

EVALUATION OF PRESENTATION

RFP No. RFP-604788-24/TLR

Grant Consultant Services

RESPONSE DEADLINE: June 19, 2024 at 2:00 pm

Report Generated: Tuesday, October 1, 2024

VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	Anser Advisory Consulting, LLC	Colliers Engineering & Design, Inc.	Hale Innovation, LLC	In Rem Solutions, inc.	Langton Associates, Inc.	PinPoint Results	iParametrics, LLC
Type of Business	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Type in your Legal Entity Name Here.	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Federal Employer ID Number (FEIN)	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Incorporated in the State of _____.	Pass	Pass	Pass	Pass	Pass	Pass	Pass
List of Principals	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Upload evidence of authority to do business in the State of Florida.	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Proposal Content	Pass	Pass	Pass	Pass	Pass	Pass	Pass
License Sanctions	Pass	Pass	Pass	Pass	Pass	Pass	Pass
License Sanctions	No Response	Pass	Pass	No Response	No Response	No Response	No Response

EVALUATION TABULATION
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Grant Consultant Services

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Conflict of Interest Statement	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Conflict of Interest Statement Cont...	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Compliance with the Public Records Law	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Confidential File(s)	No Response	Pass	Pass	No Response	No Response	No Response	No Response
Worker's Compensation Compliance Certification	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Worker's Compensation Compliance Certification Cont...	Pass	Pass	Pass	Pass	Pass	Pass	Pass
W-9 Form	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Drug Free Work Place	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Americans Disabilities Act Affidavit	Pass	Pass	Pass	Pass	Pass	Pass	Pass

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Insurance Confirmation (for the Insurance Agency to complete)	Pass	Pass	Pass	Pass	Pass	Pass	Pass
E-Verify	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Certification	Pass	Pass	Pass	Pass	Pass	Pass	Pass

PHASE 2

EVALUATORS

Name	Title	Agreement Accepted On
Lorie Bailey-Brown	Director	Jul 8, 2024 2:49 PM
Amanda Hamer	Grant Financial Manager	Jun 20, 2024 12:22 PM
Steven Lerner	Planning Manager	Jun 24, 2024 10:03 AM
Kelly Welch	Community Health Program Manager	Jul 29, 2024 10:44 AM
Andrea Wesser-Brawner	Chief Strategy & Innovation Officer	Jun 20, 2024 4:19 PM

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Presentation Topics	0-100 Points	60 (60% of Total)

Description:

(10 points per question)

Criteria	Scoring Method	Weight (Points)
Overall Presentaiton	0-100 Points	40 (40% of Total)

Description:

AGGREGATE SCORES SUMMARY

Vendor	Lorie Bailey-Brown	Amanda Hamer	Steven Lerner	Kelly Welch	Andrea Wesser-Brawner	Total Score (Max Score 100)	Total Average Rank
Colliers Engineering & Design, Inc.	95 (1)	94.4 (1)	-	48.2 (1.5)	52 (1)	72.4	1.13
Hale Innovation, LLC	84 (3)	93.8 (2)	-	48.2 (1.5)	47.6 (2)	68.4	2.13
iParametrics, LLC	82 (4)	89.4 (3)	-	44.8 (3)	46.4 (3)	65.65	3.25
In Rem Solutions, inc.	60 (5.5)	83 (5)	-	44 (4)	45.2 (4)	58.05	4.63
Langton Associates, Inc.	60 (5.5)	86.6 (4)	-	39 (7)	44.8 (5)	57.6	5.38
Anser Advisory Consulting, LLC	90 (2)	56 (7)	-	41.8 (6)	30 (6)	54.45	5.25
PinPoint Results	50 (7)	71.8 (6)	-	42.2 (5)	22 (7)	46.5	6.25

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Presentation Topics 0-100 Points 60 Points (60%)	Overall Presentaiton 0-100 Points 40 Points (40%)	Total Score (Max Score 100)
Colliers Engineering & Design, Inc.	76	67	72.4
Hale Innovation, LLC	71.5	63.8	68.4
iParametrics, LLC	68.3	61.8	65.65
In Rem Solutions, inc.	61.8	52.5	58.05
Langton Associates, Inc.	60.5	53.3	57.6
Anser Advisory Consulting, LLC	56.8	51	54.45
PinPoint Results	50	41.3	46.5

INDIVIDUAL PROPOSAL SCORES

Anser Advisory Consulting, LLC
Presentation Topics 0-100 Points 60 Points (60%)
Lorie Bailey-Brown: 90
Organized and appropriate presentation topics
Amanda Hamer: 60
Felt the presentation didn't cover all the questions requested in the letter of the review. Seemed to be more of review of the proposal and not was requested
Steven Lerner: -
Kelly Welch: 47
During their presentation, Anser reviewed many topics covered in their proposal including the overall service array - needs assessment, research, proposal development & review and grant administration. They use Neighborly which may be a means to maximize the software's functionality in Community Services. They describe an awareness on reducing local match requirements and

using templates to plan for future grants and avoid last minute scrambling. They provide a post grant evaluation meeting to determine areas for improvement in future grant applications.

Andrea Wesser-Brawner: 30

Did not answer Qs on KPIs, legislative trends and deadline monitoring/tactics

Overall Presentaiton | 0-100 Points | 40 Points (40%)

Lorie Bailey-Brown: 90

Great overall presentation, slide deck is professional and speakers as well.

Amanda Hamer: 50

Was underwhelmed by overall presentation both in schedule questions and review

Steven Lerner: -

Kelly Welch: 34

The presentation was well attended by members of Answer and displayed the firm's knowledge and experience.

Andrea Wesser-Brawner: 30

Strong presenters with decent experience; just were unable to answer some tough/relevant questions

Colliers Engineering & Design, Inc.

Presentation Topics | 0-100 Points | 60 Points (60%)

Lorie Bailey-Brown: 95

Clear agenda and topics covered

Amanda Hamer: 94

The topics reviewed were on point. New writer in our local area. Ability to do more than narratives and have access to additional experts.

Steven Lerner: -

Kelly Welch: 55

Colliers Engineering employs a vast number of employees with extensive experience primarily in infrastructure projects. Due to the array of staff, outsourcing for professional expertise should be minimal. The pricing structure is based on individual services - fee for services. Colliers described a means to evaluate proposals and improve efforts.

Andrea Wesser-Brawner: 60

Great job answering exactly what we asked - plus the quality of their answers is excellent. Very thoughtful and strong experts

Overall Presentaiton | 0-100 Points | 40 Points (40%)

Lorie Bailey-Brown: 95

Professional slide deck and presenters.

Amanda Hamer: 95

I appreciated that all members were present even if ill. They showed strong knowledge in most areas with opportunities to grow in the competitive human service area.

Steven Lerner: -

Kelly Welch: 38

The presentation was clear and concise with detail regarding the grant services being offered and the method of delivery. Colliers has a good method for staying abreast of updates in the industry including regulations. Colliers uses templates to maximize efficiency and optimize results.

Andrea Wesser-Brawner: 40

Wonderful firm! They don't do enough work with community services projects/grants

Hale Innovation, LLC

Presentation Topics | 0-100 Points | 60 Points (60%)

Lorie Bailey-Brown: 80

Introductions then straight to questions for presentation topics

Amanda Hamer: 95

The presentation hit all major components. I appreciated the outline was clear and the topics on point. I would have liked to see strategies that hit points of challenges.

Steven Lerner: -

Kelly Welch: 55

Hale Innovation consists of 2 FTEs, 2 PTEs and a soon to be hired MEPA biologist (PTE). Hale provided methodical responses to the questions presented and while they are a relatively small company, they appear organized and efficient. Hale describes a pricing fee that includes a \$2k/monthly fee for admin/meetings/research and then a fee for service method for additional grant services.

Andrea Wesser-Brawner: 56

Loved all their answers and they addressed all of them, i just docked points off for the Q on cost proposal as it was too hyperfocused on parks and rec and I thought the software/tools answer was not as thorough/exercised as other competitors

Overall Presentaiton | 0-100 Points | 40 Points (40%)

Lorie Bailey-Brown: 90

slide deck was clear and presentation personable

Amanda Hamer: 92

I appreciated that they remain active in the sectors and communicate with grant agencies. We're able to share how they remain updated on things. I was impressed with their success rate. I would have liked to see more of the breakdown of that number.

Steven Lerner: -

Kelly Welch: 38

The overall presentation was thoughtful and well planned. Hale responded to the questions presented and instilled confidence and a desire to succeed in partnership with the County. The owner recently moved to Seminole County (Wekiva area) and the main office is in Maitland so easy access to the principles should be expected.

Andrea Wesser-Brawner: 35

Very strong presentation - just thought they held back as opposed to their stunning, thorough written proposal

In Rem Solutions, inc.

Presentation Topics | 0-100 Points | 60 Points (60%)

Lorie Bailey-Brown: 60

Appropriate topics

Amanda Hamer: 85

Met some of the questions requested but not all topics were covered.

Steven Lerner: -

Kelly Welch: 50

In Rem's presentation could not be displayed during the presentation but was sent to Procurement who shared it with the evaluation committee. The company consists of one FTE, the owner. Multiple grant consultants are contracted to provide grant writing. In Rem has been a Seminole County contracted grant writing consultant for approximately 18 years and has assisted in the completion of a number of grants including problem solving courts.

Andrea Wesser-Brawner: 52

Answered each question; some were not as detailed answers as other competitors but at least they cover human services based topics

Overall Presentaiton | 0-100 Points | 40 Points (40%)

Lorie Bailey-Brown: 60

slide deck is clear, presentation was read.

Amanda Hamer: 80

Has overall sector background. Wanted to keep current structure however, has not demonstrated current success with Seminole County.

Steven Lerner: -

Kelly Welch: 35

The presentation was scripted and repetitive of the proposal with vague answers to the post proposal questions. In Rem did not provide clear methods of evaluating their success in grant writing attempts. In Rem utilizes templates such as letters of support templates to add efficiency to the process. When asked specifically about human service grant writing experience outside of the problem solving courts, the presented stated that they 'could contract with someone' in this area.

Andrea Wesser-Brawner: 35

Good presentation - I just wish she had a bit more strength and oomph behind her presentation

iParametrics, LLC

Presentation Topics | 0-100 Points | 60 Points (60%)

Lorie Bailey-Brown: 80

Topics presented throughout the presentation

Amanda Hamer: 87

Topics were all reviewed. Pricing review appeared high. I would have liked to see more about how the company handles challenges. I appreciated their utilization of technology. Spoke about writing an array of federal agency written for and looked more specific in Emergency Management.

Steven Lerner: -

Kelly Welch: 52

iParametrics provided sufficient responses to the questions and described the ability to provide quality services that include high level graphics and analytics and expertise on a variety of projects. The cost (\$120k annually) only allows for two grant applications per year which is insufficient for the needs of the County. iParametrics appears to be quite conservative and cautious in grant selection with limited experience in human service grant applications.

Andrea Wesser-Brawner: 54

strong presenters and experts; wish they were not so expensive-we need more

Overall Presentaiton | 0-100 Points | 40 Points (40%)

Lorie Bailey-Brown: 85

Professional slide deck and presenters

Amanda Hamer: 93

I appreciated their data-driven and mindful imaging. Pricing is high in efforts.

Steven Lerner: -

Kelly Welch: 34

iParametrics' presentation was thoughtful and their ability to answer questions during the Q&A portion instilled confidence in their ability to perform well. However, their cost is prohibitive.

Andrea Wesser-Brawner: 35

nice presentation and excellent at answering questions

Langton Associates, Inc.

Presentation Topics | 0-100 Points | 60 Points (60%)

Lorie Bailey-Brown: 60

Topics and questions covered

Amanda Hamer: 85

Full-time team and spoke of consultants available to handle pressure of additional grants. Most questions in letter were addressed but not all.

Steven Lerner: -

Kelly Welch: 45

Langston is familiar with Seminole County and the Grants Mgmt team. Their presentation and response to the questions was thorough. Langston states that there is no limit to the number of grant applications which suggests the possibility of high dependence on County staff to perform many of the tasks.

Andrea Wesser-Brawner: 52

They answered all the questions we asked although some of the answers were light, notably the one on tools/databases etc. they use to assist with grant development. Compared to other vendors, they did not express adding as much value and additional services (i.e. helping with construction and/or environmental certs/details) as other candidates. While I appreciate the service all these years, other competitors presented a stronger expertise.

Overall Presentaiton | 0-100 Points | 40 Points (40%)

Lorie Bailey-Brown: 60

slide deck clear

Amanda Hamer: 89

Overall was able to understand the actions that Langton's firm could bring to the organization. I felt that some wording was unprofessional in the presentation.

Steven Lerner: -

Kelly Welch: 30

Langston describes a personalized experience with a smaller firm. Langston has worked with the County for many years, in partnership with another firm. When questioned about service provision as a stand alone grant consultant, Langston was vague in their response.

Andrea Wesser-Brawner: 34

They spent a lot of time talking about the history with the County and could have spent that time discussing recent wins (if there were any/etc.) to really make a homerun on why we should choose them again.

PinPoint Results

Presentation Topics | 0-100 Points | 60 Points (60%)

Lorie Bailey-Brown: 50

Topics presented throughout the presentation

Amanda Hamer: 73

Hit the topics in about average capacity. Seemed to be more state-driven than the wide scope of all projects.

Steven Lerner: -

Kelly Welch: 47

PinPoint did not use a PowerPoint presentation but was able to address the questions and demonstrated great lobbying abilities and knowledge of grants relevant to County operations. However, the team is small and only one grant writer is currently on staff which calls into question the company's capacity to provide comprehensive services to meet the County's needs.

Andrea Wesser-Brawner: 30

Feel like a number of answers were lacking - this firm is too lobbying centric and compared to other candidates, do not seem to be focused on grant development and therefore, the team we need to supplement our own.

Overall Presentaiton | 0-100 Points | 40 Points (40%)

Lorie Bailey-Brown: 50

Questions were addressed

Amanda Hamer: 70

They seemed underprepared for the presentation and were stronger in lobbying than Grant Writing. Concern with their grant department being small in personnel being able to handle the amount of Grants requested.

Steven Lerner: -

Kelly Welch: 35

PinPoint described a unique philosophy of searching grant opportunities beyond the trandtional means. They stated that unsuccessful grant applications are not the end of the story but only the beginning as they would seek answers to why the application was denied and explore other sources for the requested funding.

Andrea Wesser-Brawner: 10

While this team are competent and speak eloquently, the lack of a Powerpoint and addressing the topics we asked for in an organized presentation was lacking.