



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

**TABULATION SHEET**

RFP No. RFP-6330-25/RTB

Master Services Agreement for Utility Management Consultant Services

RESPONSE DEADLINE: January 8, 2025 at 2:00 pm

Report Generated: Wednesday, February 19, 2025

**PROPOSALS RECEIVED**

Vendor	Contact Info	Submission Date
Kinz Consulting LLC	James Kinzler jkinzler.kinzconsulting@gmail.com (352) 223-9397	Jan 7, 2025 8:45 AM
Raftelis Financial Consultants, Inc.	Scott Parker sparker@raftelis.com (913) 238-1131	Jan 8, 2025 12:08 PM
Utility Solutions Partners	Colin Harrison colin.harrison@utilityolutionsllc.com (678) 457-4846	Jan 7, 2025 2:34 PM

Tabulated and Posted: Tuesday, February 4, 2025 at 1:30PM EST

Evaluation Committee Meeting: Rescheduled for Tuesday, February 18, 2025 at 1:30PM EST at 1301 East Second Street, Sanford, FL 32771

1. Kinz Consulting, LLC
2. Raftelis Financial Consultants, Inc.
3. Utility Solutions Partners, Inc.

BCC Date: March 11, 2025 Recommendation to award based on total average ranking to: Kinz Consulting, LLC (Updated and Posted, Wednesday, February 19, 2025 at 10:00AM EST)



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**Resource Management - Purchasing & Contracts**

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**EVALUATION TABULATION**

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**AGGREGATE SCORES SUMMARY**

Vendor	William (Johnny) Edwards	Kristian Swenson	William White	Total Score (Max Score 100)	Total Average Rank
Kinz Consulting LLC	98 (1)	100 (1)	78 (1)	92	1
Raftelis Financial Consultants, Inc.	87.8 (2)	90.8 (2)	77.8 (2)	85.47	2
Utility Solutions Partners	76 (3)	80 (3)	74 (3)	76.67	3

We approve the above stated ranking and recommend award to the top ranked firm Kinz Consulting, LLC

  
 Kristian Swenson

  
 Johnny Edwards

  
 Bill White



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**EVALUATION TABULATION**

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**PHASE 1**

**EVALUATORS**

Name	Title	Agreement Accepted On
William (Johnny) Edwards	Deputy Director	Feb 13, 2025 8:51 AM
Kristian Swenson	Assistant County Manager	Feb 18, 2025 10:50 AM
William White	Utilities Engineering Division Manager	Feb 12, 2025 4:03 PM

**EVALUATION CRITERIA**

Criteria	Scoring Method	Weight (Points)
Management Services Experience	Points Based	35 (35% of Total)

Description:

Describe management services experience related to the private or public sector. Show how experience supports the scope of services for MANAGEMENT SERVICES described in this RFP.

Criteria	Scoring Method	Weight (Points)
Business Operations Analysis	Points Based	25 (25% of Total)

EVALUATION TABULATION  
RFP No. RFP-6330-25/RTB  
Master Services Agreement for Utility Management Consultant Services

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Description:

– Demonstrate experience related to BUSINESS OPERATIONS ANALYSIS as described in the scope of services in this RFP.

Criteria	Scoring Method	Weight (Points)
Miscellaneous Support	Points Based	20 (20% of Total)

Description:

Demonstrate experience related to the types of services provided in the MISCELLANEOUS SUPPORT section of this RFP scope of services, or similar services.

Criteria	Scoring Method	Weight (Points)
Local Knowledge	Points Based	10 (10% of Total)

Description:

Demonstrate experience with local utilities and related regulatory agencies (and regulations). Examples may include but not be limited to Seminole County Utilities, Central Florida Water Initiative, Florida Department of Environmental Protection, St. Johns Water Management District, or other water-wastewater utilities in Central Florida.

Criteria	Scoring Method	Weight (Points)
Price Proposal	Points Based	10 (10% of Total)

Description:

## AGGREGATE SCORES SUMMARY

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**VENDOR SCORES BY EVALUATION CRITERIA**

Vendor	Management Services Experience Points Based 35 Points (35%)	Business Operations Analysis Points Based 25 Points (25%)	Miscellaneous Support Points Based 20 Points (20%)	Local Knowledge Points Based 10 Points (10%)	Price Proposal Points Based 10 Points (10%)	Total Score (Max Score 100)
Kinz Consulting LLC	32.7	21.7	17.7	10	10	92
Raftelis Financial Consultants, Inc.	33.3	22	17.7	7.7	4.8	85.47
Utility Solutions Partners	26.7	20	13.3	7.7	9	76.67

**INDIVIDUAL PROPOSAL SCORES**

<b>Kinz Consulting LLC</b>
<b>Management Services Experience   Points Based   35 Points (35%)</b>
William (Johnny) Edwards: 35
30 years experience with water/wastewater utilities management. Similar services in Clermont, Minneola, Groveland, Seminole and for the South Lake Regional Regional Technical Advisory Committee.
Kristian Swenson: 35
Excellent experience

William White: 28

Budgeting and business planning and government operations noted, Project Exp weighted towards master planning, compliance and reporting

**Business Operations Analysis | Points Based | 25 Points (25%)**

William (Johnny) Edwards: 25

Assisted in review of Master Plans. Prepared 20 year forecast of stormwater and wastewater needs, including costs and funding. Identified grants and developed cost-share plans among utilities in region.

Kristian Swenson: 25

Several contracts performing the same tasks

William White: 15

Identified master planning, exp in operational analysis performance indicators and reporting not identified, operational analysis of facilities identified

**Miscellaneous Support | Points Based | 20 Points (20%)**

William (Johnny) Edwards: 18

Limited staffing resources (individual). Prepared SOPs for utilities and has water and wastewater operator licenses. Involved in CFWI. Assisted in planning and CUP review process with SJRWMD.

Kristian Swenson: 20

Good experience

William White: 15

Identified relevant support with similar projects, exp in controls and integration not identified

**Local Knowledge | Points Based | 10 Points (10%)**

William (Johnny) Edwards: 10

Extensive interaction with regulatory agencies in preparing/submitting plans such as Water Supply Facilities Work Plan, Resilience Assessment and WRF expansions. 30 years in Central Florida; also performed work for Seminole.

Kristian Swenson: 10

Several local similar contracts

William White: 10

Identified exp in Florida through various County and municipalities

**Price Proposal | Points Based | 10 Points (10%)**

William (Johnny) Edwards: 10

\$56,000.00

Kristian Swenson: 10

\$56,000.00

William White: 10

\$56,000.00

**Raftelis Financial Consultants, Inc.**

**Management Services Experience | Points Based | 35 Points (35%)**

William (Johnny) Edwards: 35

32 year history with multi-national footprint including utilities engineering assessment in Pinellas, evaluation of desalination plant O&M options for Tampa Bay Water, strategic planning for Winter Park and Peel Region (Canada) assessment of capital delivery. Several on staff with utilities management experience.

Kristian Swenson: 35

Good experience

William White: 30

Identified staffing and yrs exp >30 in business, noted exp with Plan Mgmt, Organizational assessments, Finance, Tech, & Strategic planning

**Business Operations Analysis | Points Based | 25 Points (25%)**

William (Johnny) Edwards: 23

Excellent descriptions of strategic planning and asset management. Excellent descriptions of organizational assessment.

Kristian Swenson: 25

Good experience

William White: 18

Identified Exp with organizational assessment, efficiency and effectiveness, presented with FL utilities

**Miscellaneous Support | Points Based | 20 Points (20%)**

William (Johnny) Edwards: 20

180 consultants with extensive experience in utilities nationally.

Kristian Swenson: 18

Good experience but not shown as Florida based

William White: 15

presented support for data and asset management, organizational assessment

**Local Knowledge | Points Based | 10 Points (10%)**

William (Johnny) Edwards: 5

Majority of resume information indicate experience in other states, but several projects listed in Florida.

Kristian Swenson: 8

Some local knowledge but not the groups listed

William White: 10

Project team exp in Florida through various Counties

**Price Proposal | Points Based | 10 Points (10%)**

William (Johnny) Edwards: 4.8  
\$117,500.00

Kristian Swenson: 4.8  
\$117,500.00

William White: 4.8  
\$117,500.00

**Utility Solutions Partners**

**Management Services Experience | Points Based | 35 Points (35%)**

William (Johnny) Edwards: 25  
Brings a technology component to the table, but utilities management experience is more project-oriented, rather than big picture, planning level.

Kristian Swenson: 30  
Proposal indicated could perform the work in this arena but did not tie back to examples

William White: 25  
Identified staffing and yrs exp, noted exp with Plan Mgmt, Performance indicators and reporting, Proj exp weighted towards billing system improvements and oversight of utilitiy

**Business Operations Analysis | Points Based | 25 Points (25%)**

William (Johnny) Edwards: 20  
Limited demonstration of financial review of utilities.

Kristian Swenson: 20  
Would have preferred more detailed comparisons

William White: 20  
Identified SLA and KPI Development, Stakeholder Mgmt, Financial Mgmt

**Miscellaneous Support | Points Based | 20 Points (20%)**

William (Johnny) Edwards: 15

Limited demonstration of assisting utilities with service contracts, financial reports, etc..

Kristian Swenson: 15

Seems heavily focused on computer type work

William White: 10

Identified process controls and integration and technology knowledge and support

**Local Knowledge | Points Based | 10 Points (10%)**

William (Johnny) Edwards: 7

Firm's experience and projects are primarily out of State, but key project member has projects in S/SW Florida.

Kristian Swenson: 6

Most experience is from out of the area

William White: 10

Project team with experience in Florida through OUC and various FL Counties

**Price Proposal | Points Based | 10 Points (10%)**

William (Johnny) Edwards: 9

\$62,075.00

Kristian Swenson: 9

\$62,075.00

William White: 9

\$62,075.00