Washington State Department of Enterprise Services

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
COMBINED CONSENSUS SCORING SHEET

This Scoresheet Becomes Public Record

Project description
Community Nursing Care Homes Predesign

Project Number
2022-419

Name of Selection Panel Chair
Kristine Keller

Type text here

Phase 1 - SOQ   Date: 9/2/2021   Number of Submitting Firms: 2

Firms	Panelist Names					TOTAL PANEL RANKED SCORE	PHASE 1 RANK ORDER
	Kristine Keller	Bob Hubenthal	Larry Covey	Jeff Flesner	Jim Cortner		
	Rank Order	Rank Order	Rank Order	Rank Order	Rank Order		
1 Ankrom Moisan	2	2	2	2	2	10	2
2 BCRA	1	1	1	1	1	5	1
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20							

Phase 2 Interview   Date: 9/13/2021   Number of Firms Interviewed: 2

Firms	RANK ORDER OF COMMITTEE MEMBERS					TOTAL ASSIGNED RANKS	FINAL RANK ORDER
	Kristine Keller	Bob Hubenthal	Larry Covey	Jeff Flesner	Jim Cortner		
	Rank Order	Rank Order	Rank Order	Rank Order	Rank Order		
1 Ankrom Moisan	2	1	2	2	2	9	2
2 BCRA	1	2	1	1	1	6	1
3							
4							
5							
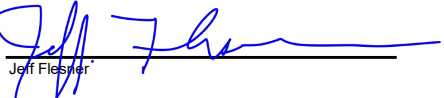
_____
Kristine Keller

_____
Robert J. Hubenthal
Bob Hubenthal
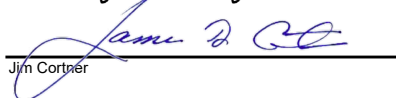
_____
Larry Covey
Larry Covey

_____
Jeff Flesner

_____
Jim Cortner

Washington State Department of Enterprise Services

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE I SCORING SHEET

This Scoresheet Becomes Public Record

Project description	
Community Nursing Care Homes Predesign	
Consensus Date	Project Number
9/2/2021	**2022-419**
Name of Selection Panel Member	
Kristine Keller	

	CRITERIA	Qualification of Key Personnel		Relevent Experience		Past Performance		Life Cycle Cost Analysis Experience		Sustainable Design Experience		TOTAL RAW SCORE	TOTAL WEIGHTED SCORE	RANK ORDER
	Scores	Raw Score	20%	Raw Score	35%	Raw Score	25%	Raw Score	10%	Raw Score	10%			
1	**Ankrom Moisan**	90.0	18.0	90.0	31.5	88.0	22.0	90.0	9.0	90.0	9.0	448.0	89.5	**2**
2	**BCRA**	95.0	19.0	95.0	33.3	95.0	23.8	90.0	9.0	90.0	9.0	465.0	94.0	**1**
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COMMENTS:

Kristine Keller

9/2/2021

Date

Washington State Department of Enterprise Services

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE I SCORING SHEET

This Scoresheet Becomes Public Record

CRITERIA	Qualification of Key Personnel		Relevent Experience		Past Performance		Life Cycle Cost Analysis Experience		Sustainable Design Experience		TOTAL RAW SCORE	TOTAL WEIGHTED SCORE	RANK ORDER
Scores	Raw Score	20%	Raw Score	35%	Raw Score	25%	Raw Score	10%	Raw Score	10%			
1 Ankrom Moisan	86.0	17.2	35.0	12.3	10.0	2.5	20.0	2.0	10.0	1.0	161.0	35.0	2
2 BCRA	90.0	18.0	33.0	11.6	9.0	2.3	25.0	2.5	10.0	1.0	167.0	35.3	1
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20													

COMMENTS:

Bob Hubenthal

9/2/2021
Date

Washington State Department of Enterprise Services

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE I SCORING SHEET

Project description
Community Nursing Care Homes Predesign

Consensus Date	Project Number
9/2/2021	**2022-419**

Name of Selection Panel Member

Larry Covey

This Scoresheet Becomes Public Record

	CRITERIA	Qualification of Key Personnel		Relevent Experience		Past Performance		Life Cycle Cost Analysis Experience		Sustainable Design Experience		TOTAL RAW SCORE	TOTAL WEIGHTED SCORE	RANK ORDER
	Scores	Raw Score	20%	Raw Score	35%	Raw Score	25%	Raw Score	10%	Raw Score	10%			
1	**Ankrom Moisan**	80.0	16.0	80.0	28.0	70.0	17.5	80.0	8.0	90.0	9.0	400.0	78.5	**2**
2	**BCRA**	90.0	18.0	80.0	28.0	80.0	20.0	80.0	8.0	80.0	8.0	410.0	82.0	**1**
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COMMENTS:

_____
Larry Covey

9/2/2021
_____
Date
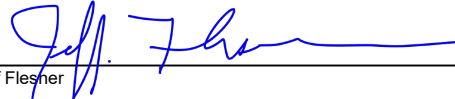
Washington State Department of Enterprise Services

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE I SCORING SHEET

Project description
Community Nursing Care Homes Predesign

Consensus Date	Project Number
9/2/2021	**2022-419**

Name of Selection Panel Member

Jeff Flesner

This Scoresheet Becomes Public Record

	CRITERIA	Scores	Qualification of Key Personnel		Relevent Experience		Past Performance		Life Cycle Cost Analysis Experience		Sustainable Design Experience		TOTAL RAW SCORE	TOTAL WEIGHTED SCORE	RANK ORDER
			Raw Score	20%	Raw Score	35%	Raw Score	25%	Raw Score	10%	Raw Score	10%			
1	**Ankrom Moisan**		10.0	2.0	30.0	10.5	15.0	3.8	6.0	0.6	8.0	0.8	69.0	17.7	**2**
2	**BCRA**		12.0	2.4	30.0	10.5	16.0	4.0	5.0	0.5	7.0	0.7	70.0	18.1	**1**
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18															
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20															

COMMENTS:

Jeff Flesner

9/2/2021
Date

Washington State Department of Enterprise Services

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE I SCORING SHEET

Project description
Community Nursing Care Homes Predesign

Consensus Date	Project Number
9/2/2021	**2022-419**

Name of Selection Panel Member
Jim Cortner

This Scoresheet Becomes Public Record

	CRITERIA	Qualification of Key Personnel		Relevent Experience		Past Performance		Life Cycle Cost Analysis Experience		Sustainable Design Experience		TOTAL RAW SCORE	TOTAL WEIGHTED SCORE	RANK ORDER
	Scores	Raw Score	20%	Raw Score	35%	Raw Score	25%	Raw Score	10%	Raw Score	10%			
1	**Ankrom Moisan**	60.0	12.0	80.0	28.0	70.0	17.5	70.0	7.0	80.0	8.0	360.0	72.5	**2**
2	**BCRA**	90.0	18.0	90.0	31.5	80.0	20.0	80.0	8.0	90.0	9.0	430.0	86.5	**1**
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COMMENTS:

_____
Jim Cortner

9/2/2021
_____
Date

FPS Updated 03/01/2021 rev

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE II - PROPOSAL SCORING SHEET

This Scoresheet Becomes Public Record

Project description
Community Nursing Care Homes Predesign

Date of Evaluation	Project Number
9/13/2021	**2022-419**

Name of Selection Panel Member
Kristine Keller

CRITERIA	Weighting	Ankrom Moisan		BCRA							
		Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
ORGANIZATION	20%	70.0	14.0	90.0	18.0						
Management Plan: How is the team set up to manage this project for the Client. What is their philosophy towords working collaboratively with clients and other outward looking issues.											
Team Member Qualifications: Are the relevent team members present and what role are they assuming in the discussion											
Capacity/Prodution Capabilities: Does the firm explain their workload for the duration of the project and how this project fits into the firm's overall planning											
PROJECT MANAGEMENT	20%	70.0	14.0	90.0	18.0						
Scope Management: Based on the information provided and the Finalist's experience, how well has the team acertained basic project requirements and how well have they managed development of project scope in the past.											
Budgeting & Cost Control: What strategies does the firm use to establish and manage project budgets. How successful have they been with past projects											
Project Scheduling: How does this finalist team develop schedules. How well do they listen to client schedule needs and then meet client schedule needs.											
PROJECT APPROACH	20%	80.0	16.0	90.0	18.0						
Understanding of this project: Has the Finalist demonstrated that they have reviewed available project information, attended informational mtg, or done independent research to better understand the project and the project requirements											
Challenges & Opportunities: Has the Finalist attempted to define challenges and/or opportunities they see for the project?											
EXPERIENCE	20%	80.0	16.0	90.0	18.0						
Relevant Past Projects (firm): Does the Finalist team discuss past work the firm has done and *how* that relates or provides guidance for this project?											
Relevant Past Projects (key team members): Do the individual team members have experience that relates to the project type or complexity?											
LIFE CYCLE COST ANALYSIS EXPERIENCE	10%	90.0	9.0	90.0	9.0						
Does the Finalist team understand the value in a comprehensive Life Cycle Cost exercise in decision making? Are they familiar with the OFM requirements? Are they differentiating between LCCA and ELCCA?											
SUSTAINABLE DESIGN EXPERIENCE	10%	90.0	9.0	90.0	9.0						
What strategies have the Finalists indicated might be appropriate for this project. How can the sustainability strategys mesh with the project budget.											
DIVERSE BUSINESS INCLUSION PLAN (indicate included or not included)	Not Scored										
TOTAL Raw SCORE	100%	480.0		540.0							
TOTAL WEIGHTED SCORE			78.0		90.0						
FINAL RANK ORDER			2		1						
COMMENTS:											

_____   9/13/2021
Kristine Keller   Date

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE II - PROPOSAL SCORING SHEET

This Scoresheet Becomes Public Record

Project description
Community Nursing Care Homes Predesign

Date of Evaluation	Project Number
9/13/2021	**2022-419**

Name of Selection Panel Member
Bob Hubenthal

CRITERIA	Weighting	Ankrom Moisan		BCRA							
		Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
ORGANIZATION	20%	85.0	17.0	85.0	17.0						
Management Plan: How is the team set up to manage this project for the Client. What is their philosophy towords working collaboratively with clients and other outward looking issues.											
Team Member Qualifications: Are the relevent team members present and what role are they assuming in the discussion											
Capacity/Prodution Capabilities: Does the firm explain their workload for the duration of the project and how this project fits into the firm's overall planning											
PROJECT MANAGEMENT	20%	85.0	17.0	80.0	16.0						
Scope Management: Based on the information provided and the Finalist's experience, how well has the team acertained basic project requirements and how well have they managed development of project scope in the past.											
Budgeting & Cost Control: What strategies does the firm use to establish and manage project budgets. How successful have they been with past projects											
Project Scheduling: How does this finalist team develop schedules. How well do they listen to client schedule needs and then meet client schedule needs.											
PROJECT APPROACH	20%	90.0	18.0	85.0	17.0						
Understanding of this project: Has the Finalist demonstrated that they have reviewed available project information, attended informational mtg, or done independent research to better understand the project and the project requirements											
Challenges & Opportunities: Has the Finalist attempted to define challenges and/or opportunities they see for the project?											
EXPERIENCE	20%	95.0	19.0	90.0	18.0						
Relevant Past Projects (firm): Does the Finalist team discuss past work the firm has done and *how* that relates or provides guidance for this project?											
Relevant Past Projects (key team members): Do the individual team members have experience that relates to the project type or complexity?											
LIFE CYCLE COST ANALYSIS EXPERIENCE	10%	80.0	8.0	80.0	8.0						
Does the Finalist team understand the value in a comprehensive Life Cycle Cost exercise in decision making? Are they familiar with the OFM requirements? Are they differentiating between LCCA and ELCCA?											
SUSTAINABLE DESIGN EXPERIENCE	10%	85.0	8.5	85.0	8.5						
What strategies have the Finalists indicated might be appropriate for this project. How can the sustainability strategys mesh with the project budget.											
DIVERSE BUSINESS INCLUSION PLAN (indicate included or not included)	Not Scored										
TOTAL Raw SCORE	100%	520.0		505.0							
TOTAL WEIGHTED SCORE			87.5		84.5						
FINAL RANK ORDER			**1**		**2**						
COMMENTS:											

Robert J. Hubenthal
_____
Bob Hubenthal

9/13/2021
_____
Date

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE II - PROPOSAL SCORING SHEET

This Scoresheet Becomes Public Record

Project description
Community Nursing Care Homes Predesign

Date of Evaluation	Project Number
9/13/2021	**2022-419**

Name of Selection Panel Member

Larry Covey

CRITERIA	Weighting	Ankrom Moisan		BCRA							
		Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
ORGANIZATION	20%	80.0	16.0	80.0	16.0						
Management Plan: How is the team set up to manage this project for the Client. What is their philosophy towords working collaboratively with clients and other outward looking issues.											
Team Member Qualifications: Are the relevent team members present and what role are they assuming in the discussion											
Capacity/Prodution Capabilities: Does the firm explain their workload for the duration of the project and how this project fits into the firm's overall planning											
PROJECT MANAGEMENT	20%	70.0	14.0	90.0	18.0						
Scope Management: Based on the information provided and the Finalist's experience, how well has the team acertained basic project requirements and how well have they managed development of project scope in the past.											
Budgeting & Cost Control: What strategies does the firm use to establish and manage project budgets. How successful have they been with past projects											
Project Scheduling: How does this finalist team develop schedules. How well do they listen to client schedule needs and then meet client schedule needs.											
PROJECT APPROACH	20%	90.0	18.0	90.0	18.0						
Understanding of this project: Has the Finalist demonstrated that they have reviewed available project information, attended informational mtg, or done independent research to better understand the project and the project requirements											
Challenges & Opportunities: Has the Finalist attempted to define challenges and/or opportunities they see for the project?											
EXPERIENCE	20%	80.0	16.0	85.0	17.0						
Relevant Past Projects (firm): Does the Finalist team discuss past work the firm has done and *how* that relates or provides guidance for this project?											
Relevant Past Projects (key team members): Do the individual team members have experience that relates to the project type or complexity?											
LIFE CYCLE COST ANALYSIS EXPERIENCE	10%	80.0	8.0	90.0	9.0						
Does the Finalist team understand the value in a comprehensive Life Cycle Cost exercise in decision making? Are they familiar with the OFM requirements? Are they differentiating between LCCA and ELCCA?											
SUSTAINABLE DESIGN EXPERIENCE	10%	70.0	7.0	70.0	7.0						
What strategies have the Finalists indicated might be appropriate for this project. How can the sustainability strategys mesh with the project budget.											
DIVERSE BUSINESS INCLUSION PLAN (indicate included or not included)	Not Scored										
TOTAL Raw SCORE	100%	470.0		505.0							
TOTAL WEIGHTED SCORE			79.0		85.0						
FINAL RANK ORDER			2		1						

COMMENTS:

_____ Larry Covey _____

9/13/2021 _____
Date

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE II - PROPOSAL SCORING SHEET

| This Scoresheet Becomes Public Record |

| Project description |
| **Community Nursing Care Homes Predesign** |

| Date of Evaluation | Project Number |
| **9/13/2021** | **2022-419** |

| Name of Selection Panel Member |
| **Jeff Flesner** |

CRITERIA	Weighting	Ankrom Moisan		BCRA							
		Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
ORGANIZATION	20%	15.0	3.0	16.0	3.2						
Management Plan: How is the team set up to manage this project for the Client. What is their philosophy towords working collaboratively with clients and other outward looking issues.											
Team Member Qualifications: Are the relevent team members present and what role are they assuming in the discussion											
Capacity/Prodution Capabilities: Does the firm explain their workload for the duration of the project and how this project fits into the firm's overall planning											
PROJECT MANAGEMENT	20%	10.0	2.0	15.0	3.0						
Scope Management: Based on the information provided and the Finalist's experience, how well has the team acertained basic project requirements and how well have they managed development of project scope in the past.											
Budgeting & Cost Control: What strategies does the firm use to establish and manage project budgets. How successful have they been with past projects											
Project Scheduling: How does this finalist team develop schedules. How well do they listen to client schedule needs and then meet client schedule needs.											
PROJECT APPROACH	20%	8.0	1.6	15.0	3.0						
Understanding of this project: Has the Finalist demonstrated that they have reviewed available project information, attended informational mtg, or done independent research to better understand the project and the project requirements											
Challenges & Opportunities: Has the Finalist attempted to define challenges and/or opportunities they see for the project?											
EXPERIENCE	20%	18.0	3.6	15.0	3.0						
Relevant Past Projects (firm): Does the Finalist team discuss past work the firm has done and *how* that relates or provides guidance for this project?											
Relevant Past Projects (key team members): Do the individual team members have experience that relates to the project type or complexity?											
LIFE CYCLE COST ANALYSIS EXPERIENCE	10%	4.0	0.4	8.0	0.8						
Does the Finalist team understand the value in a comprehensive Life Cycle Cost exercise in decision making? Are they familiar with the OFM requirements? Are they differentiating between LCCA and ELCCA?											
SUSTAINABLE DESIGN EXPERIENCE	10%	10.0	1.0	10.0	1.0						
What strategies have the Finalists indicated might be appropriate for this project. How can the sustainability strategys mesh with the project budget.											
DIVERSE BUSINESS INCLUSION PLAN (indicate included or not included)	Not Scored										
TOTAL Raw SCORE	100%	65.0		79.0							
TOTAL WEIGHTED SCORE			11.6		14.0						
FINAL RANK ORDER			2		1						
COMMENTS:											

Jeff Flesner   9/13/21

Jeff Flesner   Date

FACILITY PROFESSIONAL SERVICES

CONSULTANT SELECTION
PHASE II - PROPOSAL SCORING SHEET

This Scoresheet Becomes Public Record

Project description	
Community Nursing Care Homes Predesign	
Date of Evaluation **9/13/2021**	Project Number **2022-419**
Name of Selection Panel Member **Jim Cortner**	

CRITERIA	Weighting	Ankrom Moisan		BCRA									
		Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
ORGANIZATION	20%	90.0	18.0	95.0	19.0						
Management Plan: How is the team set up to manage this project for the Client. What is their philosophy towords working collaboratively with clients and other outward looking issues.											
Team Member Qualifications: Are the relevent team members present and what role are they assuming in the discussion											
Capacity/Prodution Capabilities: Does the firm explain their workload for the duration of the project and how this project fits into the firm's overall planning											
PROJECT MANAGEMENT	20%	90.0	18.0	95.0	19.0						
Scope Management: Based on the information provided and the Finalist's experience, how well has the team acertained basic project requirements and how well have they managed development of project scope in the past.											
Budgeting & Cost Control: What strategies does the firm use to establish and manage project budgets. How successful have they been with past projects											
Project Scheduling: How does this finalist team develop schedules. How well do they listen to client schedule needs and then meet client schedule needs.											
PROJECT APPROACH	20%	95.0	19.0	90.0	18.0						
Understanding of this project: Has the Finalist demonstrated that they have reviewed available project information, attended informational mtg, or done independent research to better understand the project and the project requirements											
Challenges & Opportunities: Has the Finalist attempted to define challenges and/or opportunities they see for the project?											
EXPERIENCE	20%	90.0	18.0	95.0	19.0						
Relevant Past Projects (firm): Does the Finalist team discuss past work the firm has done and *how* that relates or provides guidance for this project?											
Relevant Past Projects (key team members): Do the individual team members have experience that relates to the project type or complexity?											
LIFE CYCLE COST ANALYSIS EXPERIENCE	10%	90.0	9.0	95.0	9.5						
Does the Finalist team understand the value in a comprehensive Life Cycle Cost exercise in decision making? Are they familiar with the OFM requirements? Are they differentiating between LCCA and ELCCA?											
SUSTAINABLE DESIGN EXPERIENCE	10%	90.0	9.0	90.0	9.0						
What strategies have the Finalists indicated might be appropriate for this project. How can the sustainability strategys mesh with the project budget.											
DIVERSE BUSINESS INCLUSION PLAN (indicate included or not included)	Not Scored										
TOTAL Raw SCORE	100%	545.0		560.0							
TOTAL WEIGHTED SCORE			91.0		93.5						
FINAL RANK ORDER			**2**		**1**						

COMMENTS:

Jim Cortner (signature)

Jim Cortner

9/13/21

Date

PROPOSAL EVALUATION PROCESS

The Selection Panel may consider all factors relevant to its decision including but not limited to Proposal content, the skills of proposed team members,references, personal knowledge, and design solution.The information provided in response to the Evaluation Section of the RFP will be scored based on the following:

    A. The Finalist Consultant Team's understanding of the basic project requirements.

    B. The degree to which the Proposed Consultant Team understands the Owner's/DES' goals and objectives with respect to the project; and

    C. The strength of the Proposed Finalist Team's management plan for the project, including not only the specific topics and specialized components outlined in the RFP, but also any other component or element that the Proposed Finalist Team deems essential to the success of the Project.

SCORING GUIDELINES

In evaluating each of the criteria, the Selection Panel will identify significant and minor strengths and weaknesses from the interview and discussion. The Selection Panel will then use the following guidelines to evaluate the Finalists for each Selection Criterion, based on the weighting assigned in the RFQ and any addenda. After initial scoring, the selection team will come to a consensus ranking of the Firms.

Excellent (81-100 percent of points available in each criterion)**:** The Evaluative Criteria demonstrates an approach that is considered to exceed the Project Goals and the RFQ requirements and provide a consistently outstanding level of quality. To be considered *Excellent*, it must be determined to have significant strengths and/or a number of minor strengths and few or no appreciable weaknesses.

Good (61-80 percent of available points in each criterion)**:** The Evaluative Criteria demonstrates an approach that is considered to meet the RFQ in a beneficial way (providing advantages, benefits, or added value to the Project) and offers quality. To be considered *Good*, it must be determined to have strengths and few, if any, significant weaknesses. Minor weaknesses are offset by strengths.

Fair (41-60 percent of available points in each criterion)**:** The Evaluative Criteria demonstrates an approach that contains minor and/or significant weaknesses and limited appreciable strengths.

Deficient (0-40 percent of available points in each criterion)**:** The Evaluative Criteria demonstrates an approach that contains significant weaknesses and no appreciable strengths.

 Non-Responsive: Does not meet the Minimum Qualifications required for evaluation. In addition, the Owner, at its sole discretion, may reject any Evaluative Criteria deemed non-responsive to any of the requirements.