

## Fish Passage & Connecting Washington Right of Way GREC

### Submittal Review Score Sheet

CONSULTANT NAME	EVALUATOR'S SCORES										SCORING CRITERIA
	1	2	3	4	5	6	7	8	9	Total	
Epic Land Solutions	180	70	190	65	0	150	40			695	1. Qualifications/Expertise of Firm; (50 pts/scorer) 2. Qualifications of Proposed ROW Manager(s); (20 pts/scorer) 3. Key Team Members Qualifications; (60 pts/scorer) 4. Firm's Project Management System; (20 pts/scorer) 5. References/Past Performance 6. Cost Factors (prime Only); (50 pts/scorer) 7. Contractor Certification -Workers' Rights; (10 pts/scorer)
Tierra	128	68	220	68	0	200	40			724	
Overland, Pacific and Cutter, LLC	135	59	185	70	0	100	0			549	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	
	0	0	0	0	0	0	0			0	<i>For scoring criteria and point value, see criteria definitions.</i>
	0	0	0	0	0	0	0			0	<i>Category 5, 6 &amp; 7 will be scored by HQ Contract Services Office.</i>
	0	0	0	0	0	0	0			0	

Accumulated Totals

Print Name	Signature	Date	Phone Number	Org Code
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Directions: Please review and score your submittals independently. These submittals and their information are confidential until after contract award. Debriefing of the selection process is to be conducted by HQ Consultant Services Office only, unless otherwise delegated by the Director of Consultant Services. The numbered columns correspond to the criteria to be scored. The firms to be scored are listed down the page. Please clearly write your score for that firm in the corresponding criteria column. It is not necessary to total the score for the firm. Please fill out the information required in the Evaluator section below the scores, and return the completed form to HQ Consultant Services Office.





## Fish Passage & Connecting Washington Right of Way Grec Review

Reviewing all 3 firms that bid on the Fish Passage and Connecting Washington Right of Way Grec were excellent firms.

Overland Pacific and Cutter LLC was given the lowest score do to only two agents in Portland Oregon area where as the other two firms had most of their staffs in Washington State and would be more familiar with the area.

Qualifications /Expertise of Firms Section Epic did a superior job of showing who the hours the people working on the job could commit to and had an org chart which was required while Tierra did not.

All the other things they were fairly equal.

*Bob Sullivan*  
9-24-2019



## OPC notes

### Qualifications/Expertise of Firms on Team:

While they did a good job of listing their staff and expertise and listed the number of hours each person was available to work on the project, I was concerned that they only listed 2 people in their Portland office. They did not explain how they intended to have their staff work on our project. Are they going to move their staff to the Portland office, are they going to set up here locally on a temporary basis, are they going to telework? These are all concerns since their staff isn't local and they did not elaborate.

Also, the projects listed did not include any work in Washington. While a ROW consultant doesn't necessarily need to have worked on projects in Washington, laws vary from state to state. Not under the section with the firm's qualifications but under one of the project managers, it briefly mentions some work the principal of the firm performed in Tacoma, Kent, and Auburn but no details. Since the overwhelming majority of their listed projects are in California, I would have liked to see more information about their expertise and/or experience in Washington or with Washington law. Otherwise, I don't know if they would have a learning curve to familiarize themselves with Washington law which is a concern.

### Qualifications of Proposed Right of Way Manager(s):

Their managers seemed to be experienced and qualified. That being said, other than the one mention that the Principal worked on a project in Tacoma, Kent, and Auburn, none of the others had any experience in Washington. There was a paragraph devoted to explaining their familiarity with relevant state and federal regulations. Although they mentioned they had an "excellent working knowledge" of federal regulations, they said they only had "working knowledge" of Washington state laws and regulations. I didn't penalize them much for this but it was a concern.

### Key Team Members Qualifications:

Key members seemed to be experienced and qualified but no Washington experience and I would have liked to see a little more information on more of their senior staff.

### Firm's Project Management System:

Excellent job explaining their project management system.

## Epic notes

### Qualifications/Expertise of Firms on Team:

I thought they did a very good job describing their firm's qualification and providing the information asked for.

### Qualifications of Proposed Right of Way Manager(s):

Their managers seemed to be highly experienced and qualified with substantial experience in Washington State.

### Key Team Members Qualifications:

Although their managers seemed to be highly experienced and qualified, the rest of their key team members seemed to be a little light on experience and qualifications. They didn't get into much detail about their past experience and training but I had the distinct impression that most of them were fairly new to the ROW field even though some of them had many years of real estate experience. A background as a real estate broker does not translate well to ROW without additional training and experience. SRWA certification would have helped.

### Firm's Project Management System:

While they adequately explained their approach to project management, I would have like to see more on how they utilized technology. It could have been a little more in depth.

Tierra notes

Qualifications/Expertise of Firms on Team:

The qualification portion of their proposal did not include all of the information that was asked for.

Qualifications of Proposed Right of Way Manager(s):

Their managers seemed to be highly experienced and qualified with substantial experience in Washington State.

Key Team Members Qualifications:

Key members seemed to be highly experienced and qualified with substantial experience in Washington State.

Firm's Project Management System:

While they adequately explained their approach to project management, I would have like to see more on how they utilized technology. It could have been a little more in depth.



