



# PROPOSAL EVALUATION REPORT

Monterey Peninsula Water Supply Project  
Request for Proposals  
for the  
Construction of Fitch Park ASR Wells 5 and 6

April 15, 2019

## I. Executive Summary

This report summarizes the evaluation of proposals received for the Monterey Peninsula Water Supply Project Construction of ASR Wells 5 and 6 Request for Proposals (“RFP”) dated September 29, 2018 as revised by addenda. The review of these proposals resulted with the selection of the most advantageous/preferred Proposer. Proposals were submitted in response to the RFP by the following firms (listed alphabetically):

**Pacific Coast Well Drilling (“PCWD”)  
Zim Industries Inc. (“Zim”)**

While both Proposers were qualified and submitted responsive Proposals, the Proposal submitted by Zim was determined to be the most advantageous. This determination was based upon several factors as described in more detail in this report; however, the primary factors favoring the selected Proposer are cost effectiveness, acceptance of the terms and conditions of the draft Contract, and a strong overall technical approach to completing the work within the schedule.

## II. Evaluation Process

A Selection Committee was established by California American Water to evaluate the Proposals and select the most advantageous Proposer based upon the criteria detailed in Section 5 of the RFP. The Selection Committee consisted of the following California American Water employees:

- *Donald R Monette, PE, Assistant Engineering Manager*
- *Jay Drewry, Senior Buyer*

The Selection Committee individually reviewed the Proposals; identified and discussed advantageous and non-advantageous elements of each Proposal; identified areas where clarification was needed; and reviewed, discussed, and evaluated the Proposals (including any clarifications provided), based upon the criteria and weighting included in the RFP. A breakdown of the overall weighting for each criterion is listed in Table 2 below.

**TABLE 2 – Evaluation Criteria**

<b>CATEGORY</b>	<b>WEIGHTING</b>
<b>TECHNICAL CRITERIA</b>	<b>40 points</b>
Project Delivery (including Diverse Business and Local Resources Utilization)	
Safety	
Construction Management	
Quality Control	
Schedule	
<b>BUSINESS AND FINANCIAL CRITERIA</b>	<b>60 points</b>
Cost Effectiveness of Proposal	
Business Terms and Conditions	

The Selection Committee scored each category based on the points allocated to that category as set forth in the RFP.

## III. Proposal Evaluation and Scoring

### 1. Technical Criteria (40 Points)

Technical Criteria counted for 40 points of the total Proposer Score. Zim received the highest score in this category. Zim scored well using a detailed technical approach, including its past ASR well drilling experience for the Seaside Middle School ASR 4.

## **2. Business and Financial Criteria (60 Points)**

The Business and Financial Criteria counted for 60 points of the Proposer's total score. Zim received the highest score in this category as well. Zim provided no exceptions to the contract.

## **IV. Conclusion**

After careful evaluation of the Proposals based upon the evaluation criteria and weighting set forth in the RFP, the Selection Committee determined that Zim submitted the most advantageous Proposal. As such, California American Water will commence negotiations with Zim.