

FOSTER CITY Rental Registry RFP Scoring Sheet

Reviewer: fill in green boxes only and follow instructions in orange boxes to rank the four proposals submitted for the Rental Registry Program.

Updated November 13, 2024

	Tolemi	HdL Companies	Deckard Technologies	3Di
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A. SUBMITTAL COMPLETENESS	COMPLETE	COMPLETE	COMPLETE	COMPLETE
1 Title Page included	YES	YES	YES	YES
2 Cover Letter of Interest included	YES	YES	YES	YES
3 Conflicts of Interest addressed	YES	NOT CLEAR	YES - COVER LETTER	YES - COVER LETTER
4 Scope of Work included	YES	YES	YES	YES
5 Schedule included	YES	YES	YES	YES
6 Outreach Strategy included	YES	YES	YES	YES
7 Qualifications and References included	YES	YES	YES	YES
8 Cost Proposal included	YES	YES	YES	YES
9 Acknowledgement of Contract included	YES	YES	YES	YES
10 IT Questionnaire included	YES	YES	YES	YES

1 DEMONSTRATED UNDERSTANDING OF THE REQUESTED WORK AND RESPONSIVENESS TO SCOPE OF SERVICES

SCOPE	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score (1= no, 2 = yes)	2	2	2	2	2

2 QUALITY AND COMPLETENESS OF PROPOSAL

PROPOSAL	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score 1 - not complete; 2 = one or more items not clear; 3= complete	3	3	2	1	3
Notes			Conflicts of interest statement not clear	Did not include annual costs after 1st year	

3 RELATED AND RECENT EXPERIENCE OF SIMILAR SCOPE AND COMPLEXITY IN SAN MATEO COUNTY, THE BAY AREA, CALIFORNIA

EXPERIENCE	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score (ranked in order of least to greatest)	4	4	2	1	3
Questions or comments from reviewer		Great Bay Area expertise in small cities	Has Bay Area expertise but is more focused in Southern California, with only one Bay Area City	Has Bay Area expertise but programs are not for rental registries. For Redwood City, for example, program is for short-term rentals.	Has Bay Area Expertise but much bigger cities

4 OUTREACH AND COMMUNITY ENGAGEMENT EXPERTISE AND TECHNIQUES

OUTREACH	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score (2 = digital outreach included; 1 = outreach additional)	2	2	2	2	2
Notes					

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5 EXERTISE AND EXPERIENCE OF PROJECT TEAM AND INHOUSE EXPERTISE, OR INCLUSION OF SUBS TO ADDRESS SCOPE OF WORK

TEAM	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score (2 = meets requirements; 1= does not meet requirements)	2	2	2	2	2
Notes		Includes in-person engagement/meeting add-on option for additional fee			

6 ABILITY TO PERFORM WORK WITHIN A REASONABLE TIMEFRAME AND BUDGET

BUDGET & SCHEDULE	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score - ranked in order	4	3	4	2	1
Notes		10% higher price than HdL; same annual cost as HdL	Most competitive price	Launch cost breakdown shows high cost for outreach letter campaign for small number of properties. Seems like a better fit for a greater number of units.	More than double the price of all other proposals - focus is on larger jurisdictions

7 CREATIVITY TO APPROACH TO SCOPE OF WORK AND DELIVERABLES

CREATIVITY	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score (1, 2 or 3, 3 being highest)	3	3	3	3	3
Notes		Has options to integrate with other systems	Piggybacks on business license tax software, which Foster City Uses HdL for.	Has options to integrate with other systems	Has options to integrate with other systems

8a COST TO CITY TO LAUNCH SOFTWARE PROGRAM, ANNUAL COST TO CITY AND PRICE PER UNIT FOR LL'S

COST	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Launch Cost		\$ 22,000	\$ 20,000	\$ 25,000	\$ 60,000
Score for City Cost	4	3	4	2	1
Notes		Optional in-person meeting/community engagement option is \$1,000 extra			
ranked in order 1-4 with 1 being highest cost and 4 being lowest cost					

8b COST TO CITY TO LAUNCH SOFTWARE PROGRAM, ANNUAL COST TO CITY AND PRICE PER UNIT FOR LL'S - UPDATED 11/12/2024 FOR BMR UNITS ONLY

COST	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Annual Cost to City		\$ 15,000	\$ 15,000	Did not provide	\$31,000+
ranked in order with 1 being highest cost and 2 being lowest cost; 0 if no response; tie=same score					
Score	2	2	2	0	1

9 ACCEPTANCE OF CITY'S STANDARD AGREEMENT AND INSURANCE REQUIREMENTS - 5 points Max

AGREEMENT	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score 1, 2 or 3	3	3	1	3	3
Legend: 3=no changes; 2=minor changes; 1= doesn't meet insurance or substantial changes					

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Notes		No changes	Vendor has only \$2M in insurance and minor changes for contract. If we select them it could be contingent on obtaining higher level of insurance.	No changes	No changes
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10 RELEVANCE OF REFERENCES

REFERENCES	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
Score (1-4)	4	4	3	1	2
Ranked best (4) to least (1)					
Notes		Monterey, Half Moon Bay, Berkeley, EPA	Culver City, Pomona, San Pablo, Cudahy CA	Burlingame, Redwood City, Carlsbad, Placer County, Eastvale CA, and Hallandale Beach, FL	Berkeley, San Francisco, Los Angeles County

FINAL SCORE	Total	Tolemi	HdL Companies	Deckard Technologies	3Di
REVIEWERS TOTAL SCORE	33	31	27	19	23
Rank		1	2	4	3

Completed by: (Reviewer Name)

N Jabba

Date:

Wednesday, November 13, 2024