

RFP #343-19 2019 Salary Study for Dawson County							
COMPANY	EVALUATOR	COMPANY BACKGROUND & STRUCTURE	EXPERIENCE & QUALIFICATIONS OF DEDICATED STAFF	PROJECT UNDERSTANDING & APPROACH TO SCOPE OF WORK	REFERENCES	COST/ FINANCIAL	Technical SCORE
Gallagher Benefit Services, Inc.	Danny Thompson	16	17.5	10.5	12		56
	Greg Rowan	10	17.5	7.5	7.5		42.5
	Justin Powers	18	22.5	10.5	7.5		58.5
	Lisa Green	15	20	11.25	10.5		56.75
	Vickie Neikirk	20	22.5	15	13.5		71
	AVERAGE SCORE		15.80	20.00	10.95	10.20	
	TOTAL SCORE	79.00	100.00	54.75	51.00	10.83	295.58
Management Advisory Group, Inc.	Danny Thompson	14	17.5	13.5	10.5		55.5
	Greg Rowan	12	17.5	10.5	10.5		50.5
	Justin Powers	18	25	15	15		73
	Lisa Green	16	21.25	12.75	12		62
	Vickie Neikirk	20	25	15	13.5		73.5
	AVERAGE SCORE		16.00	21.25	13.35	22.50	
	TOTAL SCORE	80.00	106.25	66.75	61.50	25.00	339.50

Condrey and Associates and Paypoint HR were disqualified for having price within their technical response.

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Tasks	Gallagher Benefit Services, Inc.	Management Advisory Group, Inc.
Task A - Focus Framework	\$12,500.00	\$4,000.00
Task B - Salary Survey	\$35,000.00	\$11,500.00
Task C - Meetings	\$10,000.00	\$2,000.00
Task D - Reports	\$7,500.00	\$9,500.00
Task E - Implementation	\$5,000.00	\$3,000.00
Task F - Presentations	\$5,000.00	\$2,500.00
Lump Sum Total	\$75,000.00	\$32,500.00
High/Low Variance	42,500.00	0.00
Value of 1 point	7500.00	
Grade Reduction	5.67	0.00
Point (Max. 10)	4.33	10.00
Fee Grade (pts x 2.5)	10.83	25.00

Paypoint HR	Condrey
\$7,875.00	\$52,500.00
\$12,750.00	\$12,500.00
\$7,750.00	
\$11,500.00	
\$3,250.00	
\$3,375.00	
\$46,500.00	\$65,000.00
14,000.00	32,500.00
1.87	4.33
8.13	5.67
20.33	14.17

*Note: Each Proposer was requested to submit the following pricing. This will not be evaluated as it is per hour and these services are unknown.

Per Hour Cost for Additional Consulting Services as Needed	\$5250.00 (\$350.00 **)	\$175.00
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\$125.00

**Note: Gallagher stated the per hour cost is based on 15 hours at the rate of the Senior Consultant Rate depicted in the below chart.

Level	Rate
Managing Director	\$450.00
Principal Consultant	\$452.00

Senior Consultant	\$350.00
Consultant	\$275.00
Consulting Associate	\$175.00

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COMPANY	COMPANY BACKGROUND AND STRUCTURE	EXPERIENCE & QUALIFICATIONS OF DEDICATED STAFF	PROJECT UNDERSTANDING/APPROACH TO SCOPE OF WORK	REFERENCES	TECHNICAL SCORE	Cost/FINANCIAL	Total SCORE
Gallagher Benefit Services, Inc.	79	100	55	51	57	11	68
Management Advisory Group, Inc.	80	106	67	62	63	25	88

Condrey and Associates and Paypoint HR were disqualified for having price within their technical response.

Rounded up to nearest whole number

Contract Awarded To: Management Advisory Group, Inc.

Contract Award Date: 2-Jul-19