

## **Award Justification Statement**

### **Solicitation # NS20-83**

#### **Contract Title: Financial Advisor Services for Emery County School District**

#### **I. RESULT**

The selection committee has chosen to award the services requested under this solicitation to Zion's Public Finance.

#### **II. EVALUATION PROCESS**

A request for proposals (RFP) was issued by Emery County School District (the District) to select a vendor to provide financial advisor services. Pursuant to Utah Code § 63G-6a-702(2), the RFP process was used because criteria other than cost were considered important in determining which vendor's proposal provides the best value to the District.

Proposals were evaluated in accordance with Part 7 of the Utah Procurement Code by an Evaluation Committee comprised of subject matter experts from District business, administration, and facilities departments. A representative from the Division of State Purchasing was consulted throughout the process to ensure Procurement Code compliance but was not a voting member of the Evaluation Committee.

Following evaluation of mandatory minimum requirements, two Offerors, Zions Public Finance, and Offeror 1, advanced to the technical scoring stage, which was scored as follows:

#### **III. TECHNICAL CRITERIA – PROPOSAL EVALUATION**

##### **A. Firm Experience, to include experience specific to rural Utah and K-12 public education**

In this category, proposals were evaluated against the following criteria:

- Experience as a financial advisor for Utah School Districts;
- Experience as a financial advisor in rural Utah areas;
- Experience as a financial advisor for Utah bond elections; and
- Demonstrated commitment to rural Utah.

Of a possible 40 points in this category, Zion's Public Finance scored 40 points. Offeror 1 scored 30 points. **In the opinion of the District Evaluation Committee, Zion's Public Finance's proposal met expectations with regard to the above criteria.**

## **B. Individual Experience of advisors who are assigned to this contract**

In this category, proposals were evaluated against the following criteria:

- Individual experience of advisors assigned to the contract, including years of relevant experience and experience related to providing services in rural Utah & public education.

Of a possible 10 points in this category, Zion's Public Finance scored 9 points. Offeror 1 scored 8.5 points. **In the opinion of the District Evaluation Committee, Zion's Public Finance's proposal met expectations with regard to the above criteria.**

## **C. References**

In this category, proposals were evaluated against the following criteria:

- References provided for Utah school districts for which the firm has acted as a financial advisor; and
- Discussions with randomly selected references from the list provided in each proposal.

Of a possible 10 points in this category, Zion's Public Finance scored 9 points. Offeror 1 scored 9 points. **In the opinion of the District Evaluation Committee, Zion's Public Finance's proposal met expectations with regard to the above criteria.**

## **D. Responsiveness**

In this category, proposals were evaluated against the following criteria:

- Does the proposal provide all of the pertinent and requested information in a succinct manner?

Of a possible 10 points in this category, Zion's Public Finance scored 10 points. Offeror 1 scored 10 points. **In the opinion of the District Evaluation Committee, Zion's Public Finance's proposal met expectations with regard to the above criteria.**

## **Proposal Evaluation Conclusion**

Of a possible 70 points in this evaluation stage, Zion's Public Finance scored 68 points. Offeror 1 scored 57.5 points. Both were advanced to the cost evaluation stage.

#### **IV. COST EVALUATION**

Cost was scored as described in the RFP using the following cost formulas:

Points awarded to each Offeror for this subcategory will be based on the formula listed below, with the Offeror with the lowest cost receiving 100% of the maximum possible cost points for the category (30 points), and all other Offerors receiving a percentage of the maximum cost points based on the percentage by which their cost is higher than the lowest offeror. The formula to compute cost points for this category is:  $\text{Cost Points (30)} \times (2 - \text{Proposed Price} / \text{Lowest Proposed Price})$ .

Of a possible 30 points in this category, Zion's Public Finance scored 30 points. Offeror 1 scored 25.5 points. **After a thorough analysis of Zion's Public Finance's cost proposal, it is the Evaluation Committee's opinion that the pricing proposed is reasonable. Therefore, of a possible 30 points in this category, Zion's Public Finance scored 30 points.**

#### **V. CONCLUSION**

**Of a possible 100 points for both scoreable criteria and cost, Zion's Public Finance scored 98 points. Offeror 1 scored 83 points. Based on the justifications outlined above, it is the opinion of the District Committee that award of a contract to Zion's Public Finance provides the best value to the District.**