

RFP-7-2013
Tennis Management Services
Evaluation Matrix:

This matrix represents the total number of points that can be assigned to a firm. The responding firms are abbreviated and listed in alpha order. The Selection Committee will convene as detailed below:

Selection Committee meeting: January 22, 2013 2:00p.m. Chapman Room

Members Present: Dori Stone
 Ronald Moore
 Jason Seeley

Scale of 0 – 100 points, 0 = lowest, 100 = highest

	Qualifications and Experience	Revenue Proposal	Staffing and Marketing Plan	Business Plan	Firm's Total Score	Order of Ranking
Company Name	(0-30)	(0-30)	(0-15)	(0-25)		
High Performance Sports Management	20	24	13	19	76	2
Junior Grand Prix Tennis	16	12	9	18	45	3
NETRESULTS – All American Tennis	26	23	11	22	82	1


Instructions:

Each member of the Selection Committee should review the *Selection Committee Guidelines* prior to beginning the evaluation process.

Each member of the Selection Committee will review the response received, evaluate them individually and complete their own evaluation matrix for each company named above. There shall be no discussion with anyone (including committee members) regarding the individual evaluations outside of the scheduled and publicly noticed Selection Committee meeting. **Note:** you cannot have any Firm's Total Scores identical. They must be ranked 1 through X with no ties.

Bring your completed evaluation matrix with you to the Selection Committee meeting on January 22, 2013. As a Committee we will prepare a master collective ranking from each evaluation matrix. At least the top 2 firms will be asked to make presentations to the Selection Committee on January 31, 2013. After the presentations conclude the Committee will make a final ranking to present to the Commission for their final decision.

At the conclusion of the Selection Committee meeting, you are to sign and date this evaluation matrix along with any note pages you may have and turn them into the Purchasing Division representative as part of the public record.

Signature 

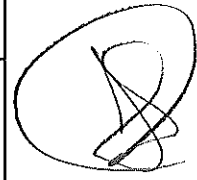
 Jason Seeley

 Print name as signed above

Date January 22, 2013

	Qualifications and Experience	Revenue Prop	Staff/Marketing	Business Plan	NOTES
High Performance	Mngmnt team lacks management experience in public and private tennis facilities; lots of experience playing and coaching. Shaky performance - unable to grasp use of RecTrac	Status Quo	Thorough planning in both regards, but staff all lack facility management	Maintenance plan is thorough but maybe unrealistic. Overall plan is OK	
Jr Grand Prix	Mngmnt team has no facility management experience; No public tennis mngmt.	Higher Rates and only 5%	Marketing plan is vague with no real mention of community partners. Staffing is also vague with only real known tennis staff being Henner	Thorough and concise BP. Maintenance plan is realistic/direct. Like focus on growing the game through grassroots emphasis	
Net Results	Extensive exp in public and private management of tennis facilities	Slightly more competitive pricing, 10%	Detailed marketing plan with focus on growing tennis at grassroots level and through community partners. Staffing is somewhat vague.	BP is weakest of the 3. No real mention of schools and community partnering. Focus is not geared towards public tennis facility, but more a private club.	

Jan 31



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High Performance Sports Management	20	20?	10	15	65	2
Junior Grand Prix Tennis	15	15	5	10	45	3
NETRESULTS – All American Tennis	30	25	5	25	90	1

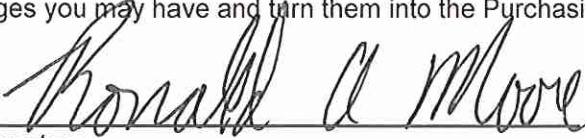
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 Signature

1/22/13

 Date

Ronald A Moore

 Print name as signed above

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 Ronald Moore
 Jason Seeley

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Company Name	(0-30)	(0-30)	(0-15)	(0-25)		
High Performance Sports Management	15	20	10	10	55	2
Junior Grand Prix Tennis	15	15	7	5	42	3
NETRESULTS – All American Tennis	25	20	15	20	80	1

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Dori Stone
 Signature

01/20/13
 Date

Dori Stone
 Print name as signed above