



Association of Educational  
PURCHASING AGENCIES

## Recommendation for New Contracts

### AEPA 025.5 B Disaster Recovery Services

#### RFPs received that were rejected PRIOR to Category Committee evaluation with cause for rejection:

None.

#### RFPs received that were rejected DURING Category Committee evaluation with cause for rejection:

BMS CAT due to its inability to serve 90% of participating states and deviations and exceptions to T's & C's.

BELFOR Restoration due to deviations and exceptions to T's & C's.

Continuity Operations Group and Thomas Howell Ferguson P.A., CPAs due to lack of pricing and not offering the services requested in the RFP.

Modulus due to score being below 70 due to low public sector sales and did not have a strong contract implementation plan.

Service Restoration due to its inability to serve 90% of participating states.

Servpro due to deviations and exceptions to T's & C's.

#### Methodology Used by the Committee for Determination:

    X     Responsive and responsible Respondents(s) based on the RFP criteria below.

    X     Baseline score of 70 points or higher

#### Vendor(s) recommended with reason for recommendation:

360 Fire & Flood due to their responsiveness, cost, and overall score.

Royal Plus due to their responsiveness, cost, and overall score.

#### The below responses listed deviations and/or exceptions :

#### Proposed Motion:

The Category Committee recommends AEPA reject the RFPs from:

BMS CAT, BELFOR Restoration, Continuity Operations Group, Thomas Howell Ferguson P.A., CPAs, Modulus

Service Restoration, and Servpro

#### Proposed Motion:

The Category Committee recommends the following responses for approval by AEPA: 360 Fire & Flood and Royal Plus

#### Committee Members

Committee Chair – Name & Signature: Anna Marie Hollander

Committee Member: Hope Hardin Borbely

Committee Member: Patricia McKim

Committee Member: Joni Puffett

Criteria	Yes/No
Complete Response to Solicitation	
Financial Viability	
Ability to provide good/services to 90% of participating agencies.	
Criteria	Points
Conformance to Terms and Conditions	5
Pricing EQUAL TO or BETTER THAN offered to individual entities or cooperatives with Equal or Lesser Volume	5
Quality and Suitability of Products, Services & Solutions Offered	6
Marketing Plan	7
Demonstrated Track Record of Performance in the Public Marketplace (may include reference checks)	5
Value Added Attributes	5
Demonstrated Safety and Compliance	5
Evidence of smooth contract implementation and customer transition	6
Demonstration of Performance Capability	5
Total Score - Technical	49
Cost Evaluation	51
Total Scores	100