

**Invitation For Multi-Step Bid**

**No. GPA-048-04**

**PERFORMANCE MANAGEMENT CONTRACT**

**FOR THE**

**GUAM POWER AUTHORITY  
CABRAS UNITS #3 AND #4  
SLOW SPEED DIESEL POWER PLANT**



**Volume IV**

**Proposal Scoring Mechanism**

**JULY 2009**

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## **1. Introduction**

### **1.1 Overview**

GPA will use the Proposal Scoring Procedures described in this volume of the Invitation for Bid (IFB) to qualify BIDDERS for the participation in the final bid stage. The Proposal Scoring Procedures provide the BIDDERS the opportunity to highlight their qualifications to bid in terms of their resources, skills, operating philosophy and commitments to perform specific tasks and originality.

The IFB proposal evaluation shall be based on such specifications and based on the relative ranking of each BIDDER's qualifications, financial information, fixed management fees, staffing proposal, O&M spending budget and performance guarantees.

### **1.2 Proposal Scoring Worksheets**

PROPONENTS shall complete the following:

- Qualitative Proposal Scoring.xls.
- Priced Proposal Evaluation.xls

The BIDDER's Proposed Guarantees for Equivalent Availability Factor (EAF) shall be equal to or above the Minimum EAF Guarantee required by GPA.

The Baseline Curve for the Relative Heat Rate Guarantees for the first contract year shall be based on the latest Performance Test Results (completed on April 2009, to be forwarded at a later time). The Baseline Curve shall be adjusted after succeeding Performance Tests, as discussed in Appendices F and G.

## 2. Qualitative Proposal Scoring

### 2.1 Overview

The qualitative proposal scoring is designed to assess the quality of the BIDDER's resources, skills, comprehensiveness and responses to open-ended topical questions. Each GPA evaluator shall score each BIDDER separately under a point system to determine the acceptability of each Proposal. The majority of the determinations of GPA evaluators shall prevail in the decision to Qualify or not Qualify a BIDDER for Step 2 — Price Proposal.

#### 2.1.1 Qualitative Proposal Scoring Procedure

The instructions for filling out the Qualitative Proposal Scoring Workbook are listed in the **Proposal Instructions** tab in the Workbook. The BIDDER must complete all entries in the **Part 1- Qual Support References** tab of the Workbook.

GPA may elect to have up to five (5) evaluators for this IFB.

Each GPA evaluator will score BIDDER responses in the **Part 1- Qual Support References** Worksheet Tab using the following steps in filling out the Part 2 – Qual Eval Scoresheet tab:

- Review each BIDDER's response to each question;
- Assign a relative score to each BIDDER's response to each question;
- Determine each BIDDER's weighted average raw score using pre-specified weights for each question.

The Total Qualitative Score is 720 points.

Each GPA evaluator will analyze the contents of the Proposals and categorize the Proposals as:

- a. Acceptable: Score  $\geq 80\%$
- b. Potentially Acceptable, that is reasonably susceptible of being made Acceptable:  $80\% > \text{Score} \geq 75\%$
- c. Unacceptable: Score  $< 75\%$ .

A percent score of less than 75% indicates that a GPA evaluator has determined that the BIDDER has not supplied sufficient evidence of qualifications and should not be allowed to participate in Step 2 – Price Proposal.

After each GPA evaluator has completed the evaluation of BIDDERS, GPA shall complete the Table below. The Procurement Officer will enter for each GPA evaluator and BIDDER one and only one of the following in the appropriate table cell below:

- Acceptable
- Potentially Acceptable
- Unacceptable.

If the majority of the GPA evaluators rate the BIDDER as Acceptable , that BIDDER is determined to be Qualified and will be allowed to participate in Step 2– Price Proposal.

The Procurement Officer may initiate Step Two if there are sufficient acceptable Unpriced Technical Proposals to assure effective price competition in the second phase without technical discussions.

If the Procurement Officer finds that such is not the case, the Procurement Officer shall issue an amendment to this Invitation for Bid or engage in technical discussions with BIDDERS who are rated by a majority of the GPA evaluators as Acceptable or Potentially Acceptable. During the course of such discussions, the Procurement officer shall not disclose any information derived from one Unpriced Technical Proposal to any other BIDDER. Once discussions are begun, any BIDDER who has been notified that its Offer has been finally found acceptable may submit supplemental information amending its Technical Proposal at any time. Such submission may be made at the request of the Procurement Officer or upon the BIDDER’s own initiative.

BIDDERS who are rated by the majority of the GPA evaluators as Unacceptable is determined to be Not Qualified and will not be allowed to participate in Step 2– Price Proposal.

The Procurement Officer shall record in writing the basis for finding a Bidder Not Qualified and make it part of the procurement file.

Table 1. Final Evaluation of Bidder Qualification

GPA Evaluator	BIDDER 1	BIDDER 2	BIDDER 3	BIDDER 4	BIDDER 5	BIDDER 6
1						
2						
3						
4						
5						

**3. Priced Proposal Evaluation: Fixed Management Fee, O&M Spending Budget and Performance Guarantee Evaluation**

GPA shall score each Qualified BIDDER's Proposed Fixed Management Fees, Proposed O&M Spending Budget, and Proposed Performance Guarantees by evaluating the Net Present Value (NPV) to GPA for each BIDDER's proposed Fixed Management Fees, O&M Spending Budget and Performance Guarantees with GPA Plant Staffing.

GPA will perform its Net Present Value evaluation by entering the BIDDER's proposal for **Fixed Management Fee, O&M Spending Budget, and Performance Guarantees as found** in the MS EXCEL workbook **Priced Proposal Evaluation.xls**.

GPA will award the PMC Contract to the BIDDER whose proposal yields the highest positive Net Present Value.