

			RFP TITLE: State Governmental Relations Services															
			RFP #: 178-0174-P (SS)															
			Evaluation Date: April 30, 2018															

			RFP TITLE: State Governmental Relations Services															
			RFP #: 178-0174-P (SS)															
			Evaluation Date: April 30, 2018															
						Whit Blanton		Veronica Ettel		Kelli Levy		Brian Lowack		Jake Stowers				
		Potential Points	Criteria	Consensus Range			Total Score		Total Score		Total Score		Total Score		Total Score	TOTAL POINTS	TOTAL AVERAGE	
	3	Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth P.A.					No 1		No 2		No 3		No 4		No 5			
		300	Qualifications	70-90	1	90%	270.00	90%	270.00	90%	270.00	90%	270.00	90%	270.00	1350.00	270.00	
		275	Approach	100	2	100%	275.00	100%	275.00	100%	275.00	100%	275.00	100%	275.00	1375.00	275.00	
		225	Statement of Work	100	3	100%	225.00	100%	225.00	100%	225.00	100%	225.00	100%	225.00	1125.00	225.00	
		150	Compensation		4	65.00%	97.50	65.00%	97.50	65.00%	97.50	65.00%	97.50	65.00%	97.50	487.50	97.50	
		50	No Exceptions		5	100%	50.00	100%	50.00	100%	50.00	100%	50.00	100%	50.00	250.00	50.00	
		1000	Total				917.50		917.50		917.50		917.50		917.50	4587.50	917.50	
						Whit Blanton		Veronica Ettel		Kelli Levy		Brian Lowack		Jake Stowers				
		Potential Points	Criteria	Consensus Range			Total Score		Total Score		Total Score		Total Score		Total Score	TOTAL POINTS	TOTAL AVERAGE	
	4	Floridian Partners, LLC					No 1		No 2		No 3		No 4		No 5			
		300	Qualifications	40-60	1	50%	150.00	50%	150.00	45%	135.00	55%	165.00	50%	150.00	750.00	150.00	
		275	Approach	70-90	2	75%	206.25	70%	192.50	75%	206.25	80%	220.00	75%	206.25	1031.25	206.25	
		225	Statement of Work	70-90	3	80%	180.00	80%	180.00	75%	168.75	85%	191.25	70%	157.50	877.50	175.50	
		150	Compensation		4	100%	150.00	100%	150.00	100%	150.00	100%	150.00	100%	150.00	750.00	150.00	
		50	No Exceptions		5	100%	50.00	100%	50.00	100%	50.00	100%	50.00	100%	50.00	250.00	50.00	
		1000	Total				736.25		722.50		710.00		776.25		713.75	3658.75	731.75	

			RFP TITLE: State Governmental Relations Services														
			RFP #: 178-0174-P (SS)														
			Evaluation Date: April 30, 2018														
						Whit Blanton		Veronica Ettel		Kelli Levy		Brian Lowack		Jake Stowers			
		Potential Points	Criteria	Consensus Range			Total Score		Total Score		Total Score		Total Score		Total Score	TOTAL POINTS	TOTAL AVERAGE
	5	GrayRobinson, P.A.					No 1		No 2		No 3		No 4		No 5		
		300	Qualifications	70-90	1	75%	225.00	75%	225.00	75%	225.00	85%	255.00	75%	225.00	1155.00	231.00
		275	Approach	70-90	2	75%	206.25	75%	206.25	75%	206.25	75%	206.25	75%	206.25	1031.25	206.25
		225	Statement of Work	70-90	3	70%	157.50	70%	157.50	70%	157.50	80%	180.00	70%	157.50	810.00	162.00
		150	Compensation		4	90.28%	135.42	90.28%	135.42	90.28%	135.42	90.28%	135.42	90.28%	135.42	677.10	135.42
		50	No Exceptions		5	100%	50.00	100%	50.00	100%	50.00	100%	50.00	100%	50.00	250.00	50.00
		1000	Total				774.17		774.17		774.17		826.67		774.17	3923.35	784.67
						Whit Blanton		Veronica Ettel		Kelli Levy		Brian Lowack		Jake Stowers			
		Potential Points	Criteria	Consensus Range			Total Score		Total Score		Total Score		Total Score		Total Score	TOTAL POINTS	TOTAL AVERAGE
	6	Southern Strategy Group of Tampa Bay, LLC					No 1		No 2		No 3		No 4		No 5		
		300	Qualifications	70-90	1	80%	240.00	80%	240.00	80%	240.00	90%	270.00	80%	240.00	1230.00	246.00
		275	Approach	70-90	2	75%	206.25	75%	206.25	80%	220.00	85%	233.75	75%	206.25	1072.50	214.50
		225	Statement of Work	70-90	3	85%	191.25	80%	180.00	75%	168.75	85%	191.25	75%	168.75	900.00	180.00
		150	Compensation		4	83.33%	125.00	83.33%	125.00	83.33%	125.00	83.33%	125.00	83.33%	125.00	624.98	125.00
		50	No Exceptions		5	100%	50.00	100%	50.00	100%	50.00	100%	50.00	100%	50.00	250.00	50.00
		1000	Total				812.50		801.25		803.75		870.00		790.00	4077.48	815.50

[illegible]