

RFQ # 941615 - Government Relations Services

	The Turner Group	Schmidt Government Solutions, LLC	New Horizon Solutions	Windrow Phillips Group
Experience and Qualifications (40 Points)	30	31	12	36
Business Approach and Risk Mitigation (40 Points)	30	30	10	30
Subtotal Technical Evaluation Scores	60	61	22	66
Cost Information (16 Points for Cost and 4 Points for SBE/SDV)	16	13	12	11
Total Evaluation Scores	76	74	34	77

Evaluation Comments

<p>The Turner Group</p> <p>Strengths - Former member of Tennessee General Assembly and on Local Government Committee, Former member of Davidson County delegation. No conflicts of interest. Excellent business approach and risk mitigation provided. The strong relationships with key Democrats and with the Davidson County Delegation would serve Metro well.</p> <p>Weaknesses - Capacity questioned because not very many staff available. A single but well qualified staff member.</p>
<p>Schmidt Government Solutions, LLC</p> <p>Strengths - Years of experience. Worked closely with Housing issues. Good conflict of interest information. Proactive approach is detailed, doesn't like surprises. Education and dealing with Davidson County legislation. Ability to draft amendments for Metro. Keeping Davidson County legislators informed. Would testify if needed. Can supply as many as 8 staff to help in lobbying. Strong Republican relationships and lead lobbyist would serve Metro Well.</p> <p>Weaknesses - Formatting and contact information not in compliance with RFP requirements. Haven't faced difficult lobbying efforts with current clients. Voiced difficulty with dealing with particular legislator. Didn't discuss with minority leader bills affecting them. Dates for achieving accomplishments not shown. Not much experience with lobbying local government issues at the General Assembly.</p>
<p>New Horizon Solutions</p> <p>Strengths - Approach to using Nashville themes in receptions. Willing to testify. Passionate about issues.</p> <p>Weaknesses - No current experience. No client list. Limited to healthcare and judicial. Work in conflict with big Metro health issue. Will depend on Metro Legal when amendment needed. Only relationships mentioned are with former members. No knowledge of areas of concern for Metro. Only person available and will have to subcontract in her absence. No risk mitigation plan.</p>
<p>Windrows Phillips Group</p> <p>Strengths - Excellent experience in working with Metro. No conflicts of interest with client list. Four dedicated staff. Understanding of how the Tennessee General Assembly process works. Strong evidence of oversight and reporting.</p> <p>Weaknesses - Proactive approach not in line with Metro needs. More reactive as opposed to proactive. Underappreciation for Metro involvement. Relationship with Davidson County Legislation. Little evidence that they would draft proposed legislation for Metro review.</p>

