

Purchasing Summary

EVENT # 6488	TITLE: Phase 1 of the Arena Operations and Management (Design Assist Services)	ESTIMATED COST: \$87,500.00
TYPE OF PROCUREMENT: RFP	ANNUAL CONTRACT <input type="checkbox"/> ANNUAL MAINTENANCE AGREEMENT <input type="checkbox"/>	ONE TIME PURCHASE <input type="checkbox"/>

CONTRACT TERM (IF APPLICABLE)
April 11, 2019 through February 28, 2022

S/DBE (IF APPLICABLE)
This project was assigned an open DBE goal for a maximum of 15 points. A maximum of six points was awarded to the proposer proposing the highest level of DBE participation at the prime level. A maximum of nine points was awarded to the proposer proposing the highest level of DBE participation at the subcontractor level. The recommended proposer earned the full 15 points for DBE participation. Oak View Group Facilities, LLC submitted its proposal as a joint venture with Pat Mathis Construction Co. (A). Oak View Group Facilities, LLC submitted DBE subcontractor participation in the amount of 75%.

MATRIX (IF APPLICABLE)

Proposer	Relevant firm experience and capabilities (25 points)	Team experience and qualifications (15 points)	Strategic Approach (25 points)	Fees (15 points)	DBE Participation (15 points)	Local Vendor Participation (5 points)	Total (100 points)
A Joint Venture between Oak View Group Facilities, and Pat Mathis Construction Company	23.8	12.8	20.6	11.17	15	0	83.37
SMG Venue Services Joint Venture, LLC	25	14.8	23	7.6	9	0	79.40
Global Spectrum LP dba Spectra Venue Management	23.6	13.2	20	15	5.5	0	77.30

NOTES

The City issued a request for proposals (RFP) for highly qualified companies specializing in the comprehensive operational and management of several city-owned facilities. The facilities identified in the RFP were: the existing Savannah Civic Center, the New Savannah Arena ("Arena"), and the Water Works Pump House.

Upon further evaluation, staff recommends the award of design assistance services for the Arena to the joint venture created between the Oak View Group, LLC and Pat Mathis ("OVG"), in the estimated amount of \$87,500.00. Pursuant to the RFP, staff also recommends a phased approach for additional contracts related to design, operations, and management services. Any future contracts related to this RFP would require additional City Council approval.

In addition to other duties, OVG provides expert insight to the project team, that will create a more commercially viable and efficient facility by:

- Reviewing design documents after each of the five main design stages: (Predesign, Schematic Design, Design Development, GMP, Construction Documents)
- Participating in meetings through the design and construction process in order to provide recommendations regarding the operational impact of architectural and systems design
- Assisting the Owner and Project Team in the planning for, selection of, and procurement of furniture, fixtures and equipment

The method used for this procurement was the request for proposals (RFP), which evaluates criteria in addition to cost. The criteria used for this RFP were relevant firm experience and capabilities, team experience and qualifications, strategic approach, DBE participation, local vendor participation, and fees. The proposals were evaluated on both qualitative and quantitative data. Each proposal had strengths and areas for improvement. This contract is being recommended to the proposer that scored the highest across all six (6) categories.

The proposal was advertised, opened, and reviewed. Delivery: As needed. Terms: Net 30 days. The proposers were:

B.P.	Oak View Group Facilities, LLC (joint venture with Pat Mathis Construction Co.) (Savannah, GA) ^(A)	\$575,000.00*
	SMG Venue Services Joint Venture, LLC (Savannah, GA) ^(A)	\$391,250.00*
	Global Spectrum LP dba Spectra Venue Management (Philadelphia, PA) ^(D)	\$772,500.00*

A pre-bid conference was conducted and nine vendors attended. (A) Indicates local, DBE business. (D) Indicates non-local, non-DBE business. (*) Indicates the average proposed revenues based on the four scoring scenarios.

Recommend approval.

Local Available: Yes

Total Sent: 700

Total Received: 3

DBE Received: 2

Vendor Federally Debarred/Suspended: No