

## Purchasing Summary

<b>EVENT #</b> 6871	<b>TITLE:</b> Delinquent Utility Account Collection Services	<b>COST:</b> Cost Neutral
<b>TYPE OF PROCUREMENT:</b> RFP	<b>ANNUAL CONTRACT</b> <input checked="" type="checkbox"/> <b>ANNUAL MAINTENANCE AGREEMENT</b> <input type="checkbox"/>	<b>ONE TIME PURCHASE</b> <input type="checkbox"/>

**CONTRACT TERM (IF APPLICABLE)**  
September 12, 2019 through December 31, 2020

**DBE (IF APPLICABLE)**  
N/A

**MATRIX (IF APPLICABLE)**

Proposer	Proposer's Qualifications and Experience (25 points)	Technical Capabilities (25 points)	References (20 points)	Fees (25 points)	Local Vendor Participation (5 points)	Total (100 points)
Professional Recovery	18	18	16.6	23.63	0	76.23
Online Collections	18.2	19.6	14.6	15.5	0	67.9
LJ Ross	20	15	16.2	25	0	76.2
Professional Credit	22.6	24	17.2	16.85	0	80.65
Penn Credit	18	17.6	19	19.87	0	74.47

### NOTES

Recommend approval to award an annual contract for delinquent utility account collections to Professional Credit. This contract will be cost neutral, with Professional Credit receiving 23.00% of all funds recovered. The City of Savannah desires to implement delinquent account collections on closed utility accounts to assist in cost recovery for services rendered. This vendor will collect upon all closed accounts three years or less in age, and will assist in creating a process whereby closed accounts are strategically collected moving forward. Increased focus on delinquent collections, both internal and external, was included as a recommendation in the 2017 KPMG Utility Audit. This will be the City's first partnership with an outside agency to assist in collecting delinquent accounts.

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 proposer's qualifications and experience, technical capabilities, references, fees, and local vendor participation.

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

B.P. Professional Credit (Springfield, OR)(D) Cost Neutral\*

\*Professional Credit will receive 23.00% of all funds recovered.

A pre-bid conference was conducted and 5 attended. (D) Indicates non-local, non-DBE business. Recommend approval.

Local Available: No  
Total Sent: 101  
Total Received: 15  
DBE Received: 0  
Vendor Federally Debarred/Suspended: No

