

## Summary of Evaluator Scoring

<b>EVALUATOR 1</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>Written Evaluation</b>	<b>Frasca &amp; Associates</b>	<b>Ricondo &amp; Associates, Inc.</b>	<b>Unison Consulting Inc.</b>
Firm's Background, Qualifications & Experience (175 pts)	155	165	165
Key Personnel/Proposed Staffing (150 pts)	130	135	135
Approach and Methodology (110 pts)	95	105	105
Organization/Completeness of Response (20 pts)	16	18	20
Compliance with the County Model Contract (20 pts)	20	20	20
<b>WRITTEN EVALUATION SCORE TOTAL</b>	<b>416</b>	<b>443</b>	<b>445</b>
<b>Interview Evaluation</b>			
Describe your experience with common use versus preferential billing strategies. How did you determine which approach was appropriate, and what was the outcome? (133pts)	125	131	115
Walk us through your approach in gaining airline consensus for implementing a new rates and charges model. What steps would you take, and how would you address differing airline priorities? (134pts)	120	134	123
Describe how you would approach collaboration related to an existing settlement agreement while managing simultaneous airline negotiations? (133pts)	108	130	117
<b>INTERVIEW EVALUATION SCORE TOTAL</b>	<b>353</b>	<b>395</b>	<b>355</b>
<b>COMBINED WRITTEN &amp; INTERVIEW</b>	<b>769</b>	<b>838</b>	<b>800</b>
<b>OBJECTIVE COST SCORE (ADDED TO EVALUATOR'S SCORE)</b>	<b>97</b>	<b>102</b>	<b>125</b>
<b>COMBINED WRITTEN, INTERVIEW &amp; COST</b>	<b>866</b>	<b>940</b>	<b>925</b>
<b>FINAL RANKING</b>	<b>3</b>	<b>1</b>	<b>2</b>

## Summary of Evaluator Scoring

<b>EVALUATOR 2</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>Written Evaluation</b>	<b>Frasca &amp; Associates</b>	<b>Ricondo &amp; Associates, Inc.</b>	<b>Unison Consulting Inc.</b>
Firm's Background, Qualifications & Experience (175 pts)	170	160	165
Key Personnel/Proposed Staffing (150 pts)	145	135	140
Approach and Methodology (110 pts)	100	95	100
Organization/Completeness of Response (20 pts)	20	18	20
Compliance with the County Model Contract (20 pts)	20	20	20
<b>WRITTEN EVALUATION SCORE TOTAL</b>	<b>455</b>	<b>428</b>	<b>445</b>
<b>Interview Evaluation</b>			

Describe your experience with common use versus preferential billing strategies. How did you determine which approach was appropriate, and what was the outcome? (133pts)	126	130	117
Walk us through your approach in gaining airline consensus for implementing a new rates and charges model. What steps would you take, and how would you address differing airline priorities? (134pts)	126	134	117
Describe how you would approach collaboration related to an existing settlement agreement while managing simultaneous airline negotiations? (133pts)	110	130	115
<b>INTERVIEW EVALUATION SCORE TOTAL</b>	<b>362</b>	<b>394</b>	<b>349</b>
<b>COMBINED WRITTEN &amp; INTERVIEW</b>	<b>817</b>	<b>822</b>	<b>794</b>
<b>OBJECTIVE COST SCORE (ADDED TO EVALUATOR'S SCORE)</b>	<b>97</b>	<b>102</b>	<b>125</b>
<b>COMBINED WRITTEN, INTERVIEW &amp; COST</b>	<b>914</b>	<b>924</b>	<b>919</b>
<b>FINAL RANKING</b>	<b>3</b>	<b>1</b>	<b>2</b>

### Summary of Evaluator Scoring

<b>EVALUATOR 3</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>Written Evaluation</b>	<b>Frasca &amp; Associates</b>	<b>Ricondo &amp; Associates, Inc.</b>	<b>Unison Consulting Inc.</b>
Firm's Background, Qualifications & Experience (175 pts)	165	150	170
Key Personnel/Proposed Staffing (150 pts)	140	165	145
Approach and Methodology (110 pts)	105	95	110
Organization/Completeness of Response (20 pts)	15	17	19
Compliance with the County Model Contract (20 pts)	20	20	20
<b>WRITTEN EVALUATION SCORE TOTAL</b>	<b>445</b>	<b>447</b>	<b>464</b>
<b>Interview Evaluation</b>			
Describe your experience with common use versus preferential billing strategies. How did you determine which approach was appropriate, and what was the outcome? (133pts)	126	130	106
Walk us through your approach in gaining airline consensus for implementing a new rates and charges model. What steps would you take, and how would you address differing airline priorities? (134pts)	124	131	122
Describe how you would approach collaboration related to an existing settlement agreement while managing simultaneous airline negotiations? (133pts)	110	131	112
<b>INTERVIEW EVALUATION SCORE TOTAL</b>	<b>360</b>	<b>392</b>	<b>340</b>
<b>COMBINED WRITTEN &amp; INTERVIEW</b>	<b>805</b>	<b>839</b>	<b>804</b>
<b>OBJECTIVE COST SCORE (ADDED TO EVALUATOR'S SCORE)</b>	<b>97</b>	<b>102</b>	<b>125</b>

<b>COMBINED WRITTEN, INTERVIEW &amp; COST</b>	<b>902</b>	<b>941</b>	<b>929</b>
<b>FINAL RANKING</b>	<b>3</b>	<b>1</b>	<b>2</b>

### Summary of Evaluator Scoring

<b>EVALUATOR 4</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>Written Evaluation</b>	<b>Frasca &amp; Associates</b>	<b>Ricondo &amp; Associates, Inc.</b>	<b>Unison Consulting Inc.</b>
Firm's Background, Qualifications & Experience (175 pts)	170	170	170
Key Personnel/Proposed Staffing (150 pts)	140	145	140
Approach and Methodology (110 pts)	100	105	105
Organization/Completeness of Response (20 pts)	20	18	20
Compliance with the County Model Contract (20 pts)	20	20	20
<b>WRITTEN EVALUATION SCORE TOTAL</b>	<b>450</b>	<b>458</b>	<b>455</b>
<b>Interview Evaluation</b>			
Describe your experience with common use versus preferential billing strategies. How did you determine which approach was appropriate, and what was the outcome? (133pts)	124	126	113
Walk us through your approach in gaining airline consensus for implementing a new rates and charges model. What steps would you take, and how would you address differing airline priorities? (134pts)	125	127	114
Describe how you would approach collaboration related to an existing settlement agreement while managing simultaneous airline negotiations? (133pts)	113	122	113
<b>INTERVIEW EVALUATION SCORE TOTAL</b>	<b>362</b>	<b>375</b>	<b>340</b>
<b>COMBINED WRITTEN &amp; INTERVIEW</b>	<b>812</b>	<b>833</b>	<b>795</b>
<b>OBJECTIVE COST SCORE (ADDED TO EVALUATOR'S SCORE)</b>	<b>97</b>	<b>102</b>	<b>125</b>
<b>COMBINED WRITTEN, INTERVIEW &amp; COST</b>	<b>909</b>	<b>935</b>	<b>920</b>
<b>FINAL RANKING</b>	<b>3</b>	<b>1</b>	<b>2</b>

### Summary of Evaluator Scoring

<b>EVALUATOR 5</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>Written Evaluation</b>	<b>Frasca &amp; Associates</b>	<b>Ricondo &amp; Associates, Inc.</b>	<b>Unison Consulting Inc.</b>
Firm's Background, Qualifications & Experience (175 pts)	170	165	170
Key Personnel/Proposed Staffing (150 pts)	145	130	116
Approach and Methodology (110 pts)	106	106	106
Organization/Completeness of Response (20 pts)	18	18	18
Compliance with the County Model Contract (20 pts)	20	20	20
<b>WRITTEN EVALUATION SCORE TOTAL</b>	<b>459</b>	<b>439</b>	<b>430</b>

<b>Interview Evaluation</b>			
Describe your experience with common use versus preferential billing strategies. How did you determine which approach was appropriate, and what was the outcome? (133pts)	125	130	110
Walk us through your approach in gaining airline consensus for implementing a new rates and charges model. What steps would you take, and how would you address differing airline priorities? (134pts)	128	130	115
Describe how you would approach collaboration related to an existing settlement agreement while managing simultaneous airline negotiations? (133pts)	115	128	115
<b>INTERVIEW EVALUATION SCORE TOTAL</b>	<b>368</b>	<b>388</b>	<b>340</b>
<b>COMBINED WRITTEN &amp; INTERVIEW</b>	<b>827</b>	<b>827</b>	<b>770</b>
<b>OBJECTIVE COST SCORE (ADDED TO EVALUATOR'S SCORE)</b>	<b>97</b>	<b>102</b>	<b>125</b>
<b>COMBINED WRITTEN, INTERVIEW &amp; COST</b>	<b>924</b>	<b>929</b>	<b>895</b>
<b>FINAL RANKING</b>	<b>2</b>	<b>1</b>	<b>3</b>