

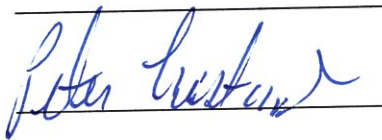
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Accts Receivable DBA ARI Preferred

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>22</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>30</u>
3	Collection Fee	0-40	<u>15</u>
	Total	0-100	<u>67</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS This is a small Co., but small companies due better follow up on collections, and their experience related to what we need is more copatible.



Signature of Evaluator

5/17/2021

Date

Peter Cristancho

Printed Name

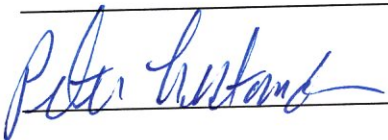
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: IC Systems

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>22</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>29</u>
3	Collection Fee	0-40	<u>10</u>
	Total	0-100	<u>61</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Good skip tracing procedures.



Signature of Evaluator

5/18/2021

Date

Peter Cristancho

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Life Line Billing Systems, LLC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>15</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>28</u>
3	Collection Fee	0-40	<u>11</u>
	Total	0-100	<u>54</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Their main concentration seems to be on Fire/EMS accounts. Some what limited.

Peter Cristancho

Signature of Evaluator

11/18/2021

Date

Peter Cristancho

Printed Name

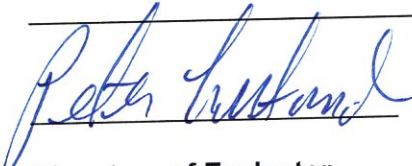
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: National Recovery Agency, LLC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>22</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>30</u>
3	Collection Fee	0-40	<u>10</u>
	Total	0-100	<u>62</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Has contracts with other cities, a plus


 Signature of Evaluator

5/18/2021
 Date

Peter Cristancho
 Printed Name

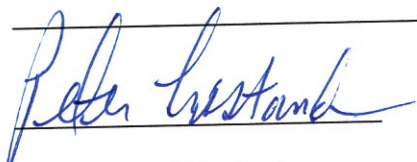
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: RTR Financial Services

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>22</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>28</u>
3	Collection Fee	0-40	<u>15</u>
	Total	0-100	<u>65</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Services many cities in Florida, a plus.



 Signature of Evaluator

5/18/2021

 Date

Peter Cristancho

 Printed Name

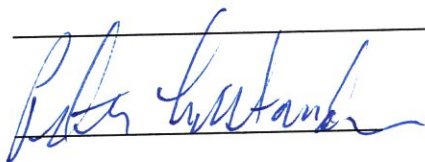
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Sherloq Financial

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>22</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>30</u>
3	Collection Fee	0-40	<u>15</u>
	Total	0-100	<u>67</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Has many cities as customer. This would make them a good candidate



5/18/2021

Peter Cristancho

Signature of Evaluator

Date

Printed Name

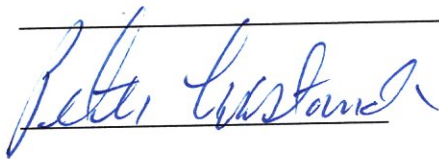
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Tennessee Credit Management

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>20</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>28</u>
3	Collection Fee	0-40	<u>12</u>
	Total	0-100	<u>60</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Their main Concentration is medical. Limited



Signature of Evaluator

5/18/2021

Date

Peter Cristancho

Printed Name

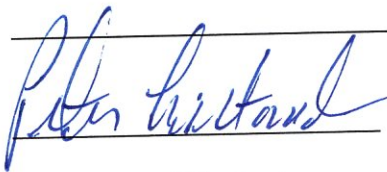
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: The CMI Group

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>20</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>29</u>
3	Collection Fee	0-40	<u>15</u>
	Total	0-100	<u>64</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Has contracts with other cities. Their collections are more compatible with what we need.



Signature of Evaluator

5/18/2021

Date

Peter Cristancho

Printed Name

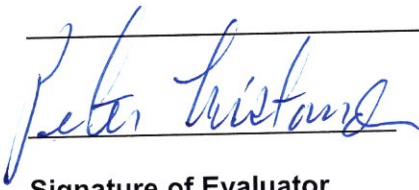
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Transworld Systems Inc

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>21</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>27</u>
3	Collection Fee	0-40	<u>14</u>
	Total	0-100	<u>62</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Has many contracts with cities. A big company. Big
companies tend to loose site of what's more important and tend to skim of the top.
They are not going to skip trace on a citation for \$54.00, or simalar small balances.



Signature of Evaluator

5/18/2021

Date

Peter Cristancho

Printed Name

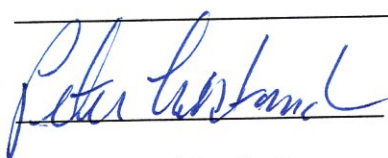
EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Value Recovery Holding LLC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>19</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>29</u>
3	Collection Fee	0-40	<u>9</u>
	Total	0-100	<u>57</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Limited experience in Government collections.



Signature of Evaluator

5/18/2021

Date

Peter Cristancho

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: ACCOUNTS RECEIVABLES INC DBA ARI PREFERRED

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>22</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>28</u>
3	Collection Fee	0-40	<u>15</u>
	Total	0-100	<u>65</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Local Vendor in WPB- woman owned business. Vendor does
have governmental agencies as clients and is capable to perform the
collection of debts that the City requires. Not clear on the collection fee



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: IC SYSTEM

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>22</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>28</u>
3	Collection Fee	0-40	<u>20</u>
	Total	0-100	<u>70</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Vendor in industry over 60 years. Contingent fee is based on their own analytical modeling and subject to change once they analyze the City's debt. Do have multiple collections experience which fits the City's requirements. Based on their audited report on their collection processing system - the process is secure.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: LIFE LINE BILLING SYSTEM LLC - LIFEQUEST SERVICES

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>14</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>26</u>
3	Collection Fee	0-40	<u>30</u>
	Total	0-100	<u>70</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Vendor experience is limited to EMS and Fire Billings. Per proposal they are able to transit within 10 days.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: NATIONAL RECOVERY AGENCY LLC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>25</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>31</u>
3	Collection Fee	0-40	<u>25</u>
	Total	0-100	<u>81</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS This is a reputable Collection Agency. Have multiple experience with governmental agencies regarding collection in areas such EMS, Utilities; Inspection Fees, Parking ticket etc. Vendor noted in RFP that the amount of consumer suits for the past 8 years have gone down tremendously.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: RTR FINANCIAL SERVICES INC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>18</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>29</u>
3	Collection Fee	0-40	<u>28</u>
	Total	0-100	<u>75</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Recovery rate keeps falling from 2014-2019. Not able to provide any recovery data for municipal collections since new in industry and due to Covid-19, collection suspended. Proficient in collection in the medical and automobile industry. Employees experience in healthcare collections. In the municipal industry - collection comprises of utility billing and other debt collections.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: SHERLOQ FINANCIAL

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>25</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>30</u>
3	Collection Fee	0-40	<u>35</u>
	Total	0-100	<u>90</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Very good track record regarding Litigation Collections. Collections seems to be around 80% success rate. Lost of Governmental experience in the tri-county area. Continued customer relation with first client TECO (62 years). Possess all the necessary debt collection experience the City is looking for regarding collections.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: TENNESSEE CREDIT MANAGEMENT INC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>11</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>20</u>
3	Collection Fee	0-40	<u>10</u>
	Total	0-100	<u>41</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Vendor is small with only 5 years of current ownership purchase.
Response to RFP was not sufficient and lack alot of substance to the needs of
the City. Do not have a magnitude of experience that the City is looking for as well
as in comparison to the other submissions.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: THE CMI GROUP

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>24</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>33</u>
3	Collection Fee	0-40	<u>13</u>
	Total	0-100	<u>70</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Vendor has experience and excellent collections rate recovery in EMS accounts; Utilities and Citations collections. Vendor response time to the City is within 24 hours. Vendor is comparable with other submission in regards to the system/method use to collect on debts.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: TRANSWORLD SYSTEMS INC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>25</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>32</u>
3	Collection Fee	0-40	<u>28</u>
	Total	0-100	<u>85</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Vendor has major contracts with large municipal and county government. RFP package was well prepared. Have experience in the services which the City is see seeking. Fees are standard; however litigation and legal services is above the other proposals.
Extremely huge organization.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: VALUE RECOVERY HOLDING LLC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>17</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>20</u>
3	Collection Fee	0-40	<u>10</u>
	Total	0-100	<u>47</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS File recovery from vendor takes up to 72 hours - in comparison to other
submittals the process is around 24 hours or 1 business day. Experience
limited to mainly mortgage and automobile debt. Vendor unable to accept
electronic checks and are limited to certain collections over their website.



Signature of Evaluator

05/18/2021

Date

Allison Feurtado

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: ACCOUNTS RECEIVABLES INC DBA CHECKMARK COLLECTIONS

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>8</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>25</u>
3	Collection Fee	0-40	<u>25</u>
	Total	0-100	<u>58</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Did not provide most recent financial statements or SSAE 18
, SOC 2, Type I Report or SOC 3. Proposes a 15% Collection fee for
all work placed by the City of Pompano Beach which is unfavorable
compared to most of the other respondents which responded with a
contingency fee. Much limited clientele compared to the top responses

Ajeanpierre

5/18/2021

Andrew Jean-Pierre

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: IC System

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>25</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>35</u>
3	Collection Fee	0-40	<u>24</u>
	Total	0-100	<u>84</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Excellent RFP Response. IC has been in business for many decades. Provided SOC 3 Report from March 2020. Provided audited financial statements. Based on the balance sheet and P&L they seem very financially solvent. IC System proposes a contingency fee of 16% on all payments realized. Provided an extensive list of other municipalities they serve included FPL and Broward Health.

Ajeanpierre

Signature of Evaluator

5/18/2021

Date

Andrew Jean-Pierre

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Life Line Billing Systems, LLC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>10</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>20</u>
3	Collection Fee	0-40	<u>32</u>
	Total	0-100	<u>62</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Provided SOC 2, Type I Report from October 2018.
Over 20 years of experience. Proposes a 12% collection fee contingent
on collection. Team has a good background with EMS collections.
Key references for Florida were Coral Springs and County of
Escambia Board of County Commissioners.

Ajeanpierre

Signature of Evaluator

5/18/2021

Date

Andrew Jean-Pierre

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: National Recovery Agency

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>10</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>25</u>
3	Collection Fee	0-40	<u>25</u>
	Total	0-100	<u>60</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Provided SSAE 18, Type I Report. Provided several Florida clients including Emergency Services and Utilities. Proposes a 15% collection fee contingent on collection. Overall response was solid but the top respondents were a notch better in several key areas.

Ajeanpierre

Signature of Evaluator

5/18/2021

Date

Andrew Jean-Pierre

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: RTR Financial Services Inc

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>8</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>35</u>
3	Collection Fee	0-40	<u>26</u>
	Total	0-100	<u>69</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Response said they provided a SOC 2 Type 1 report but there only one page was provided. Proposes a 14.9% collection fee contingent on collection. Multiple Florida clients including several counties and cities. Overall very good response but lacking complete SOC 2 Type 1 Report.

Ajeanpierre

Signature of Evaluator

5/18/2021

Date

Andrew Jean-Pierre

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Sherloq Financial

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>10</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>25</u>
3	Collection Fee	0-40	<u>40</u>
	Total	0-100	<u>75</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Only provided cover page of SOC 2 Type 1 report.
Proposes a 9.5% collection fee contingent on collection. Multiple
Florida clients including several cities. Overall response was not as
comprehensive compared to some of the other respondents.

Ajeanpierre
Signature of Evaluator

5/18/2021
Date

Andrew Jean-Pierre
Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Tennessee Credit Management, Inc.

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>5</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>15</u>
3	Collection Fee	0-40	<u>29</u>
	Total	0-100	<u>49</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Only provided Compiled Financial Statements. Most of the respondents provided a Reviewed Financial Statements which provide a higher level of assurance. Overall response was not comprehensive and lacking in several areas.

Ajeanpierre

Signature of Evaluator

5/18/2021

Date

Andrew Jean-Pierre

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: The CMI Group

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>25</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>35</u>
3	Collection Fee	0-40	<u>0</u>
	Total	0-100	<u>60</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Excellent RFP Response. Provided SOC 2 Report.
Provided audited financial statements. Based on the balance sheet
and P&L they seem very financially solvent. Fee of 8% on all delinquent
accounts serviced is expensive the City as it is not contingent.

Ajeanpierre

Signature of Evaluator

5/18/2021

Date

Andrew Jean-Pierre

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: Transworld Systems

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>25</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>35</u>
3	Collection Fee	0-40	<u>27</u>
	Total	0-100	<u>87</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Excellent RFP Response. Provided SOC 2 Report.
Provided audited financial statements. Based on the balance
sheet and P&L they seem very financially solvent. Transworld Systems proposes a
contingency fee of 14% on all payments realized. Provided an extensive list
of other municipalities in Florida including Miami-Dade County and many cities

Ajeanpierre

Signature of Evaluator

5/18/2021

Date

Andrew Jean-Pierre

Printed Name

EVALUATION CRITERIA
RFP P-03-21 Debt Collection Services

VENDOR NAME: VALUE RECOVERY HOLDING LLC

	<u>Criteria</u>		<u>Point Range</u>
1	Firm's Background, Experience and Personnel	0-25	<u>5</u>
2	Collection Method/Approach/Reporting and Success Rate	0-35	<u>12</u>
3	Collection Fee	0-40	<u>19</u>
	Total	0-100	<u>36</u>

Additional 0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

COMMENTS Provided audited financial statements but no SOC 2 Report
only one page was provided. Proposed the highest contingency fee.
collection. Overall response was not comprehensive enough to compete with
many of the other respondents.

Ajeanpierre

Signature of Evaluator

5/18/2021

Date

Andrew Jean-Pierre

Printed Name