

Sharon Barlow, Director, Social Services



Iulia Vann, Director, Public Health

DATE: May 18, 2023

TO: Guilford County Purchasing

FROM: Victor Isler, Assistant County Manager for Successful People

RE: Recommendation for Bid No. 20123 – Homeless Consultative & Taskforce Facilitation

There were five written proposals received on February 10, 2023 in response to the above referenced bid event. In order to assess each company fairly, members of the evaluation committee reviewed and scored each proposal independently based on the RFP criteria. The committee met on March 17, 2023, to further review these evaluations and develop a recommendation.

Proposals were received from the following companies:

Corporation for Supportive Housing – submitted a proposal in the amount of \$459,401 plus \$59,279 for estimated travel costs. Selection was based on:

- Familiarity with community through work with the City of Greensboro
- Existing integration and work with local stakeholders
- Experience and qualifications in technical and work areas needed by the County

Beckman Enterprise, Inc – submitted a proposal in the amount of \$249,875 plus \$1,000 for estimated travel costs. They could provide the required services, however:

- Less ability than the recommended bidder to provide technical assistance in the areas needed by the County at this time
- Less current familiarity with the community in the areas of work at this time

C4 Innovations – submitted a proposal in the amount of \$234,442 plus \$31,120 for estimated travel costs. They could provide the required services, however:

- Less ability than the recommended bidder to provide technical assistance in the areas needed by the County at this time
- Less current familiarity with the community in the areas of work at this time

Fountainworks, Inc – submitted a proposal in the amount of \$249,875 plus \$1,000 for estimated travel costs. They could provide the required services, however:

- Less ability than the recommended bidder to provide technical assistance in the areas needed by the County at this time
- Less current familiarity with the community in the areas of work at this time



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X4 Health, Inc – submitted a proposal in the amount of \$249,875 plus \$1,000 for estimated travel costs. They could provide the required services, however:

- Less ability than the recommended bidder to provide technical assistance in the areas needed by the County at this time
- Less current familiarity with the community in the areas of work at this time

Recommendations:

After reviewing the proposals, the evaluation committee recommended that we negotiate with Corporation for Supportive Housing (CSH) on 1) overall price and 2) scope of work in light of their work with the City of Greensboro, Taskforce work to date, and additional work by the CoC around its gaps analysis.

CSH provided an amended proposal, a copy of which is attached, with a reduced cost of \$498,786 total, including \$408,991 for consulting services plus \$14,966 in indirect costs and \$74,829 for estimated travel costs, on May 2, 2023. The review committee and the Homelessness & Housing Taskforce both reviewed and recommend entering into contract with CSH under the amended proposal.

Following those negotiations and based on their outcome, the evaluation committee will bring a recommendation to the Taskforce for their review and final recommendation of an award.

Sincerely,

DocuSigned by:


Victor Isler

Assistant County Manager for Successful People

Attachment: CSH Proposal Amended 5/2/23

