

TOWNSHIP OF MIDDLE  
COUNTY OF CAPE MAY  
STATE OF NEW JERSEY

RESOLUTION  
526-11

Date: November 7, 2011

Subject: ESTABLISHING: 1. FAIR AND OPEN PROCESS FOR CONTRACTS 2. CRITERIA TO BE CONSIDERED IN AWARDING CONTRACTS; AND 3. POSITIONS FOR WHICH PROPOSALS SHALL BE SOLICITED

Introduced By: Committeemember Lockwood      Seconded By: Committeemember Doughty

Vote-Aye: Committeemember Lockwood, Committeemember Doughty, Mayor DeLanzo

Nay:

WHEREAS, N.J.S.A. 19:44A-20.4 et. seq. requires that contracts with a value exceeding \$17,500 be awarded pursuant to a "fair and open" or "non-fair and open" process; and

WHEREAS, the Township Committee feel the best interests of the residents of Middle Township would be best served by the Township requesting proposals and qualifications, and considering and awarding contracts by use of a Fair and Open process; and

WHEREAS, the Township Committee desires to establish the Fair and Open Process; and

WHEREAS, the Township Committee desires to establish the criteria for the consideration of proposals and qualifications, and the award of a contract submitted in accordance with the Fair and Open Process; and

NOW THEREFORE BE IT RESOLVED, by the Township Committee of the Township of Middle, County of Cape May, State of New Jersey, that:

1. THE FAIR AND OPEN PROCESS

A. The Township Committee of the Township of Middle has determined that the following procedure constitutes a fair and open process and shall be the manner in which requests for proposals and qualifications are sought, accepted, and awarded:

1. A request for proposals and qualifications shall be publicly advertised on the Township of Middle's internet website ([www.middleborough.com](http://www.middleborough.com)) beginning on November 7, 2011 and continuing on the website through November 21, 2011.
2. The Township shall accept proposals until 1:00 o'clock on November 21, 2011.
3. Proposals shall be in a sealed envelope addressed to:  
Kimberly Krauss  
Township Clerk - Township of Middle  
33 Mechanic Street  
Cape May Court House, NJ 08210  
**The envelope shall also state the name of the person or entity submitting the proposal and the position for which the proposal is submitted.**
4. The envelope shall contain one original and two copies of the proposal.
5. The proposal shall include (**this is mandatory**) at a minimum, a statement of the following:
  - A. Qualifications and Experience of person or entity specifically with regard to the position sought
  - B. Scope of Services proposed to be provided
  - C. Contact Information, including name, address, phone number, email address
  - D. Fee Proposal including a "Not To Exceed" Amount
  - E. Office Staffing Plan and Resources
  - F. Location of Office from which services shall be provided
  - G. References
  - H. Potential Conflicts
6. On November 21, 2011 at 1:00pm, the Township Clerk or representative shall open each of the proposals and shall announce the proposals received by name, and a short summary of the proposal and qualifications.

7. The proposals shall be submitted to Township Committee for consideration and the governing body may award a contract by approving a resolution. If a majority votes to seek interviews, interviews may be held between Township Committee and the person or entity that submitted proposals. Township Committee may send proposals to Township Board's or Agency's for consideration and approval as is appropriate.

2. CRITERIA BY WHICH REQUESTS FOR PROPOSALS AND QUALIFICATIONS SHALL BE EVALUATED

- A. The Township of Middle hereby discloses in writing that all of the submissions in response to the Request for Proposals and Qualifications submitted through the fair and open process described above, will be evaluated by the Township Committee of the Township of Middle and awarded or rejected on the basis of the following criteria. Proposals will be evaluated by the Township Committee of the Township of Middle on the basis of the most advantageous, price and other factors considered. The evaluation will consider:
  1. Experience and reputation in the field
  2. Knowledge of the Township of Middle and the subject matter to be addressed under the contact
  3. Availability to accommodate any required meetings of the agency
  4. Compensation proposal
  5. Other factors if demonstrated to be in the best interest of the Township of Middle
- B. The following criteria, found under the competitive contracting rules at N.J.A.C. 5:34-4.2, if determined to be of assistance, may also be considered by Township Committee. These criteria are not intended to be limiting or all-inclusive, and they may be adapted or supplemented in order to meet the Township Committee's needs. No criteria will unfairly or illegally discriminate or exclude otherwise capable vendors.
  - I. Technical criteria:
    - a. Proposed methodology:
      - i. Does the vendor's proposal demonstrate a clear understanding of the scope of work and related objectives?
      - ii. Is the vendor's proposal complete and responsive to the specific RFP requirements?
      - iii. Has the past performance of the vendor's proposed methodology been documented?
      - iv. Does the vendor's proposal use innovative technology and techniques?
      - v. Are sound environmental practices such as recycling, energy efficiency, and waste reduction used?
    - II. Management criteria:
      - a. Project management:
        - i. How well does the proposed scheduling timeline meet the agency's needs?
        - ii. Is there a project management plan?
      - b. History and experience in performing the work:
        - i. Does the vendor document a record of reliability of timely delivery and on-time and on-budget implementation?
        - ii. Does the vendor demonstrate a track record of service as evidenced by on-time, on-budget, and contract compliance performance?
        - iii. Does the vendor document industry or program experience?
        - iv. Does the vendor have a record of moral integrity?
      - c. Availability of personnel, facilities, equipment and other resources:
        - i. To what extent does the vendor rely on in-house resources vs. contracted resources?
        - ii. Are the availability of in-house and contract resources documented?
      - d. Qualification and experience of personnel:
        - i. Documentation of experience in performing similar work by employees and when appropriate, sub-contractors?
        - ii. Does the vendor make use of business capabilities or initiatives that involve women, the disadvantaged, small and/or minority owned business establishments?
        - iii. Does the vendor demonstrate cultural sensitivity in hiring and training staff?
    - III. Cost criteria:
      - a. Cost of goods to be provided or services to be performed:
        - i. Relative cost: How does the cost compare to other similar proposals?

- ii. Full explanation: Is the price and its component charges, fees, etc., adequately explained or documented?
- b. Assurances of performance:
  - i. If required, are suitable bonds, warranties, or guarantees provided?
  - ii. Does the proposal include quality control and assurance programs?
- c. Vendor's financial stability and strength:
  - i. Does the vendor have sufficient financial resources to meet its obligations?

III. REQUEST FOR PROPOSALS AND QUALIFICATIONS ARE SOUGHT FOR THE FOLLOWING POSITIONS

- A. Conflict Counsel to advise Township Committee with regard to a matter of potential litigation.

I, Kimberly Krauss, Township Clerk of the Township of Middle, Cape May County, do hereby certify the foregoing to be a true and correct copy of a Resolution adopted by the Township Committee at a meeting of said Middle Township Committee, held on November 7, 2011 and said Resolution was adopted by not less than a two-thirds vote of the members of the Township Committee.

Witness my hand and seal of  
the Township of Middle, this  
7<sup>th</sup> day of November, 2011

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Kimberly Krauss, Township Clerk