

**Lease-Leaseback Best Value Analysis  
Proposal Scoring Sheet**

*[For use with Lozano Smith Prequalification Questionnaire]*

Firm Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Contractor's License Number(s): \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

**Instructions for Scoring**

For the qualifications portion of the best value analysis and for the purpose of evaluating Contractors' qualifications, the District will evaluate each Contractor on the basis of the responses provided in the Contractor's completed prequalification questionnaire and, if applicable, any updated and/or new information provided in conjunction with Contractor's Prequalification Certification.

The District will evaluate the specific criteria listed below and each Contractor's qualifications will be scored on a one hundred (100) point scale. Each criterion has a point value that corresponds to a weighted percentage, which are listed next to the criterion. For example, the weighted percentage for "Bonding Capacity" is 10%, and therefore, the District may award up to 10 points to Contractor for Contractor's qualifications with respect to Bonding Capacity. Each criterion will be evaluated by the District and the District will award a point value to Contractor for each criterion. The maximum cumulative number of points available to any Contractor is 100 points. The criteria, their weighted percentages, and their corresponding point values are as follows:

- Bonding Capacity (weighted percentage: 10%; points possible: 10)
- Percentage of Credit Line Used (weighted percentage: 10%; points possible: 10)
- Number of Audit Exceptions (weighted percentage: 10%; points possible: 10)
- Experience (weighted percentage: 10%; points possible: 10)
- Financial History & Licensing (weighted percentage: 10%; points possible: 10)
- Disputes (weighted percentage: 20%; points possible: 20)
- Insurance and Bonding (weighted percentage: 10%; points possible: 10)
- Compliance with Law (weighted percentage: 10%; points possible: 10)
- Prevailing Wage and Apprenticeship Record (weighted percentage: 10%; points possible: 10)

**Scoring**

**1. Bonding Capacity (10%) 10 points possible**

Contractor's current maximum bonding capacity is: \$\_\_\_\_\_ (insert bonding capacity from Contractor's response to Part 1, Section C, Question No. 8 of Contractor's prequalification questionnaire).

The Cost Estimate for the Project is: \$\_\_\_\_\_ (insert the most recent estimate from the Architect).

Contractor's current maximum bonding capacity is \_\_\_\_\_% of the Project Estimate (divide Contractor's maximum bonding capacity by the Project Estimate to determine percentage).

Point Allocation for Bonding Capacity:

<b>Maximum Bonding Capacity %</b>	<b>Points Awarded (10 points possible)</b>
200% or greater	10
190% - 199%	9
180% - 189%	8
170% - 179%	7
160% - 169%	6
150% - 159%	5
140% - 149%	4
130% - 139%	3
120% - 129%	2
110% - 119%	1
100% - 109%	0
99% or less	Unable to perform Project

Points to Contractor for Bonding Capacity: \_\_\_\_\_

**2. Percentage of Credit Line Use (10%) 10 points possible**

Contractor's current maximum credit line is: \$\_\_\_\_\_ (insert maximum credit line as set forth in Contractor's response to Part I, Section D, Question No. 12 of Contractor's prequalification questionnaire).

Amount of Contractor's credit line in use is: \$\_\_\_\_\_ (insert the amount of the credit line currently in use as set forth in Contractor's response to Part I, Section D, Question No. 12 of Contractor's prequalification questionnaire).

Contractor's percentage of the credit line in use is: \_\_\_\_\_% (divide the amount of Contractor's credit line in use by Contractor's maximum credit line).

Point Allocation for Percentage of Credit Line in Use:

<b>Percentage of Credit Line Used</b>	<b>Points Awarded (10 points possible)</b>
0% - 10%	10
11% - 20%	9
21% - 30%	8
31% - 40%	7
41% - 50%	6
51% - 60%	5
61% - 70%	4
71% - 80%	3
81% - 90%	2
91% - 100%	1

Points to Contractor for Percentage of Credit Line Used: \_\_\_\_\_

**3. Number of Audit Exceptions (10%) 10 points possible**

Contractor's number of audit exceptions: \_\_\_\_ (this information should be included in Contractor's audited year-end financial statement, which is required to be submitted with the prequalification questionnaire).

Point Allocation for Audit Exceptions:

<b>Contractor's Audit Exceptions</b>	<b>Points Awarded (10 points possible)</b>
0	10
1	9
2	8
3	7
4	6
5	5
6	4
7	3
8	2
9	1
10 or more	0

Points to Contractor for number of Audit Exceptions: \_\_\_\_

**4. Contractor’s Experience (10%) 10 points possible**

Contractor has completed \_\_\_\_ California public school K-12 construction projects subject to DSA approval, each with a total value of construction of at least \$\_\_\_\_\_. (Use information provided in Contractor’s response to in Part 1, Section E of Contractor’s prequalification questionnaire).

*[Note: To account for the possibility that Contractors have performed projects in a variety of sizes and scopes, the District should consider Contractors’ experience on similarly sized projects. Thus, the District should limit its evaluation of Contractors’ experience to projects of a similar value. For example, if the estimated value of the Project is \$1,000,000, then the District should only evaluate projects completed with a value of at least \$750,000.]*

Point Allocation for Contractor’s Experience:

<b>Number of California Public school K-12 construction projects completed that were subject to DSA approval and had total value of construction of at least \$_____.</b>	<b>Points Awarded (10 points possible)</b>
-- or more	10
--	9
--	8
--	7
--	6
--	5
--	4
--	3
--	2
--	1
-- or less	0

Points to Contractor for Experience: \_\_\_\_

**5. Financial History & Licensing (10%) 10 points possible**

District will evaluate Contractor's financial history and licensing based on Contractor's responses to Part III, Section A, Question Nos. 1 and 2 of the prequalification questionnaire, and specifically, the score given to Contractor for its responses as part of the prequalification process.

Contractor's Total Score for Part III, Section A is: \_\_\_\_ (use total score for Part III, Section A from Contractor's Prequalification Scoring Sheet).

Point Allocation for Contractor's Financial History & Licensing:

<b>Contractor's Total Score for Part III, Section A</b>	<b>Points Awarded (10 points possible)</b>
10	10
5	6
0	2
Less than 0	0

Points to Contractor for Financial History and Licensing: \_\_\_\_

**6. Disputes (20%) 20 points possible**

District will evaluate Contractor’s qualifications with regard to disputes based on Contractor’s responses to Part III, Section B, Question Nos. 3 through 11 of the prequalification questionnaire, and specifically, the score given to Contractor for its responses as part of the prequalification process.

Contractor’s Total Score for Part III, Section B is: \_\_\_\_ (use total score for Part III, Section B from Contractor’s Prequalification Scoring Sheet).

Point Allocation for Disputes:

<b>Total Score for Part III, Section B</b>	<b>Points Awarded (20 points possible)</b>
45	20
43 – 44	19
41 – 42	18
39 – 40	17
37 – 38	16
35 – 36	15
33 – 34	14
31 – 32	13
29 – 30	12
27 – 28	11
25 – 26	10
23 – 24	9
21 – 22	8
19 – 20	7
17 – 18	6
15 – 16	5
13 – 14	4
11 – 12	3
9 – 10	2
5 – 8	1
0 – 4	0

Points to Contractor for Disputes: \_\_\_\_

Contractor: \_\_\_\_\_

**7. Insurance and Bonding (10%) 10 points possible**

District will evaluate Contractor's insurance and bonding based on Contractor's responses to Part III, Section C, Question Nos. 12 through 14 of the prequalification questionnaire, and specifically, the score given to Contractor for its responses as part of the prequalification process.

Contractor's Total Score for Part III, Section C is: \_\_\_\_ (use total score for Part III, Section C from Contractor's Prequalification Scoring Sheet).

Point Allocation for Insurance and Bonding:

<b>Total Score for Part III, Section C</b>	<b>Points Awarded (10 points possible)</b>
15	10
14	9
13	8
10	7
9	6
8	5
5	4
4	3
3	2
0	1
Less than 0	0

Points to Contractor for Insurance and Bonding: \_\_\_\_



**8. Compliance with Law (10%) 10 points possible**

District will evaluate Contractor's compliance with law based on Contractor's responses to Part III, Section D, Question Nos. 15 through 20 of the prequalification questionnaire, and specifically, the score given to Contractor for its responses as part of the prequalification process.

Contractor's Total Score for Part III, Section D is: \_\_\_\_ (use total score for Part III, Section D from Contractor's Prequalification Scoring Sheet).

Point Allocation for Compliance with Law:

<b>Total Score for Part III, Section D</b>	<b>Points Awarded (10 points possible)</b>
30	10
27 – 29	9
24 – 26	8
21 – 23	7
18 – 20	6
15 – 17	5
12 – 14	4
9 – 11	3
6 – 8	2
3 – 5	1
2 or less	0

Points to Contractor for Compliance with Law: \_\_\_\_

**9. Prevailing Wage and Apprenticeship Compliance Record (10%) 10 points possible**

District will evaluate Contractor's prevailing wage and apprenticeship compliance record based upon Contractor's responses to Part III, Section E, Question Nos. 21 through 24 of the prequalification questionnaire, and specifically, the score given to Contractor for its responses as part of the prequalification process.

Contractor's Total Score for Part III, Section E is: \_\_\_\_ (use total score for Part III, Section E from Contractor's Prequalification Scoring Sheet).

Point Allocation for Wage and Apprenticeship Compliance Record:

<b>Total Score for Part III, Section E</b>	<b>Points Awarded (10 points possible)</b>
20	10
18 – 19	9
16 – 17	8
14 – 15	7
12 – 13	6
10 – 11	5
8 – 9	4
6 – 7	3
4 – 5	2
2 – 3	1
0 – 1	0

Points to Contractor for Wage and Apprenticeship Compliance Record: \_\_\_\_

**Contractor's Total Score**

1. \_\_\_\_ Points for Bonding Capacity
2. \_\_\_\_ Points for Percentage of Credit Line Used
3. \_\_\_\_ Points for Number of Audit Exceptions
4. \_\_\_\_ Points for Experience
5. \_\_\_\_ Points for Financial History and Licensing
6. \_\_\_\_ Points for Disputes
7. \_\_\_\_ Points for Insurance and Bonding
8. \_\_\_\_ Points for Compliance with Law
9. \_\_\_\_ Points for Wage and Apprenticeship Compliance Record

Contractor's Total Points: \_\_\_\_\_

(Maximum Point Total Available is 100)