

Comparison of Selection Processes:

Procurement by Rental Car Agencies (RACs) vs. Procurement by City

	<u>RACs</u>	<u>City</u>
Solicitation Type	Informal Request for Qualifications	Request for Proposals
Timeline	May 29, 2013 Closed: June 17, 2013	Typically advertised for 30 days, but could be 2 weeks
Evaluation Team	Representatives from SAT RACs	Aviation Staff, Airport Advisory Commission member, 2 airport RAC rep
Information Requested	Qualification statement, outline of approach to scope, price	Qualifications, background experience, project team, project approach, price, SBEDA
Requirements	Previous experience with CONRAC (expected with prequalification), specifically experience in project management & project administrative services; operations planning & coordination services; site planning, programming & business deal documentation services; design phase services; construction phase services; and project close-out services	At least 10 years of experience managing complex construction projects; At least 5 years experience working in or with RACs on technical & operational issues related to CONRACs. <u>Preferred</u> : Knowledge of unique requirements of RAC industry including operational issues, IT, etc.; Specific experience working on CONRAC projects from design through opening; Prior experience working as consultant to owners and RACs.
Evaluation Criteria	Demonstration of qualifications; understanding of the project needs; price	Experience/background qualifications; proposed plan; price and SBEDA
Evaluation Process	Selected 2 firms based on evaluation criteria to short-list & evaluated proposals with additional information on price and team.	Evaluation and scoring meetings; based on scores, probably would have short-listed and interviewed