



MIAMI-DADE EXPRESSWAY AUTHORITY

3790 NW 21 St. // Miami, FL 33142

[www.mdxway.com](http://www.mdxway.com)

**REQUEST FOR PROPOSAL (RFP)**  
**MDX PROCUREMENT/CONTRACT NO.: RFP-23-01**  
**MDX PROJECT/SERVICE TITLE: SYSTEMWIDE AESTHETIC MAINTENANCE**

**TECHNICAL EVALUATION COMMITTEE TABULATION SHEET**  
**TECHNICAL EVALUATION COMMITTEE (TEC) MEETING - JANUARY 12, 2023**

**Board Oversight: Dennis C. Moss**

Proposer	Technical Evaluation Committee Members	Technical Proposal Evaluation Criteria							Individual Scores	Technical Proposal Score
		Proposer's Management and Staffing Plan (180 Points)		Understanding of the Scope of Services (150 Points)	Proposer's Cyclical Operations Management Plan (150 Points)		Proposer's Plan for Compliance with Standards (120 Points)			
		Management and Staffing Plan (90 Points)	Proposer's Experience and Performance (90 Points)		Approach to Cyclical Operations (100 Points)	Efficiency and Valued Added (50 Points)	Standards (60 Points)	Safety (60 Points)		
ARAZOZA BROTHERS CORPORATION	Juan Toledo, P.E.	85.00	80.00	130.00	80.00	40.00	55.00	60.00	530.00	531.00
	Claudio Diaferia, M.S., P.E.	85.00	75.00	135.00	90.00	45.00	50.00	55.00	535.00	
	Rck Johnson	80.00	79.00	132.00	88.00	44.00	50.00	55.00	528.00	
<b>TECHNICAL SCORE FOR AVERAGE</b>									<b>1593.00</b>	
SUPERIOR LANDSCAPING & LAWN SERVICE, INC.	Juan Toledo, P.E.	75.00	70.00	120.00	60.00	35.00	55.00	55.00	470.00	449.00
	Claudio Diaferia, M.S., P.E.	75.00	78.00	110.00	80.00	35.00	45.00	40.00	463.00	
	Rck Johnson	60.00	65.00	103.00	60.00	43.00	38.00	45.00	414.00	
<b>TECHNICAL SCORE FOR AVERAGE</b>									<b>1347.00</b>	
VISUALSCAPE, INC.	Juan Toledo, P.E.	80.00	75.00	120.00	65.00	35.00	55.00	60.00	490.00	480.67
	Claudio Diaferia, M.S., P.E.	70.00	72.00	110.00	80.00	35.00	45.00	50.00	462.00	
	Rck Johnson	73.00	73.00	123.00	73.00	49.00	44.00	55.00	490.00	
<b>TECHNICAL SCORE FOR AVERAGE</b>									<b>1442.00</b>	



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PROPOSER	Technical Evaluation Committee Members	Oral Interview (Q&A) Evaluation Criteria								Individual Scores	Oral Interview (Q & A) Score	Technical Proposal Score	Technical Score
		Question 1 (50 Points)	Question 2 (50 Points)	Question 3 (50 Points)	Question 4 (50 Points)	Question 5 (50 Points)	Question 6 (50 Points)	Question 7 (50 Points)	Question 8 (50 Points)				
ARAZOZA BROTHERS CORPORATION	Juan Toledo, P.E.	45.00	30.00	45.00	45.00	45.00	45.00	45.00	45.00	345.00	351.67	531.00	882.67
	Claudio Diaferia, M.S., P.E.	45.00	48.00	42.00	45.00	45.00	40.00	48.00	45.00	358.00			
	Rck Johnson	47.00	45.00	48.00	42.00	47.00	45.00	44.00	34.00	352.00			
<b>ORAL INTERVIEW SCORE FOR AVERAGE</b>										<b>1055.00</b>			
SUPERIOR LANDSCAPING & LAWN SERVICE, INC.	Juan Toledo, P.E.	40.00	30.00	45.00	40.00	45.00	45.00	40.00	45.00	330.00	310.33	449.00	759.33
	Claudio Diaferia, M.S., P.E.	42.00	42.00	38.00	35.00	45.00	38.00	45.00	40.00	325.00			
	Rck Johnson	34.00	32.00	35.00	32.00	32.00	35.00	36.00	40.00	276.00			
<b>ORAL INTERVIEW SCORE FOR AVERAGE</b>										<b>931.00</b>			
VISUALSCAPE, INC.	Juan Toledo, P.E.	30.00	30.00	40.00	45.00	50.00	45.00	35.00	45.00	320.00	316.33	480.67	797.00
	Claudio Diaferia, M.S., P.E.	37.00	38.00	36.00	38.00	45.00	35.00	45.00	35.00	309.00			
	Rck Johnson	38.00	38.00	42.00	40.00	44.00	42.00	40.00	36.00	320.00			
<b>ORAL INTERVIEW SCORE FOR AVERAGE</b>										<b>949.00</b>			

The scores provided by each TEC member for the evaluation of the Technical Proposal and the Oral Interview (Q&A) will be totaled and averaged to arrive at the Technical Score.

$$\text{Technical Score (1000 max)} = \text{Technical Proposal Score (600)} + \text{Oral Interview Q\&A Score (400)}$$

Proposers must receive a minimum Technical Score (combination Technical Proposal & Oral Interview (Q&A) score) of seven hundred (700) points in order for the Price Proposal to be opened.



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**Board Oversight: Dennis C. Moss**

Proposer	Technical Evaluation Committee Members	Price Proposal	Lowest Price Proposal	Price Proposal Score	Price Proposal x 40%	Technical Score	Technical Score X 60%	Final Score	Ranking
ARAZOZA BROTHERS CORPORATION	Juan Toledo, P.E.	\$28,595,691.49	\$17,481,692.49	611.34	244.54	882.67	529.60	774.14	2.00
	Claudio Diaferia, M.S., P.E.								
	Rck Johnson								
SUPERIOR LANDSCAPING & LAWN SERVICE, INC.	Juan Toledo, P.E.	\$36,122,177.33							
	Claudio Diaferia, M.S., P.E.								
	Rck Johnson								
VISUALSCAPE, INC.	Juan Toledo, P.E.	\$17,481,692.49		1000.00	400.00	797.00	478.20	878.20	1.00
	Claudio Diaferia, M.S., P.E.								
	Rck Johnson								

**Final Score = (Technical Score\*60%) + (Price Proposal Score\*40%)**

**AT IT'S MEETING OF 1/24/2023, THE MDX BOARD APPROVED THE AWARD OF THE CONTRACT TO THE NUMBER ONE RANKED FIRM WITH THE HIGHEST FINAL SCORE VISUALSCAPE. INC.**