

## Score Tabulation and Notice of Intent to Enter Negotiations

The Department recently advertised Invitation to Negotiate (ITN) 23ESS16111 Interpreter Services for the Deaf and Hard of Hearing. Three Replies were received; these were received timely; determined responsive; met the mandatory criteria; and were scored by the Evaluation Team as follows:

Potential Vendor	Total Possible Points	Vendor Score
Absolute Quality Interpreter Services, LLC	27	17.33
IU, LLC	27	17.33
AllWorld Language Consultants, Inc.	27	13.00

In accordance with Section 6.2 of the ITN, the Procurement Manager provided the Secretary or his designee with a report on the recommended ranking of the evaluators, along with a recommendation for selection of vendors for negotiation (the short list). The Secretary or his designee has approved the foregoing ranking and short list of vendors for negotiation, taking into consideration the criteria provided in the solicitation, the recommended ranking by the Department's evaluators, and the report and recommendation of the Procurement Manager.

In order to negotiate on the best terms and conditions, it is the Department's intent to invite the two highest-ranked vendors into negotiations, Absolute Quality Interpreter Services, LLC and IU, LLC. During the negotiation phase of the ITN, the vendor shall expand upon the responses outlined in their Reply, with particular focus on how protocols will be designed and tailored to meet the unique needs and challenges of the Deaf and Hard of Hearing Community within the SunCoast Region. Vendor Negotiation Meetings will be conducted according to the schedule, agenda & negotiation topics listed below.

Date	Time	Potential Vendor	Agenda & Negotiation Topics	
*May 2, 2016	10:00am – 12:00pm	Absolute Quality Interpreter Service, LLC	<ul style="list-style-type: none"> <li>• Org. Capacity, Availability &amp; Timeliness</li> <li>• Technology &amp; System Requirements</li> <li>• Staffing &amp; Certification Process</li> <li>• Continuous QA &amp; Satisfaction Surveys</li> <li>• Performance Measures</li> <li>• Unit Cost</li> <li>• Unique Qualifications/Experience</li> <li>• Vision for the Future</li> </ul>	
	1:30pm - 3:30pm	IU, LLC		
*May 3, 2016	10:00am – 12:00pm	Absolute Quality Interpreter Service, LLC		
	1:30pm – 3:30pm	IU, LLC		
*May 4, 2016	9:00am – 10:00am	Absolute Quality Interpreter Service, LLC		Reserved for additional meeting, if necessary.
	10:30am – 11:30am	IU, LLC		
**May 4, 2016	12:00pm	Anticipated Meeting of Negotiation Team to Develop Recommendation for Award.		
<p>* In accordance with Section 5.3.5. of the ITN, negotiations between the Department and Vendors are not open to the public pursuant to Florida Statute s. 286.0113(2).</p> <p>** All vendors are hereby notified that the meetings noted with an asterisk above (**) are open to the public and may be electronically recorded by any member of the audience. Although the public is invited, no comments or questions will be taken from vendors or other members of the public.</p>				

In addition to the vendor negotiation meetings above, the members of the SunCoast Region Negotiation Team will hold organizational meetings as follows:

May 2, 2016, 9:00am – 9:30am

May 2 - 3, 2016, immediately before and after each scheduled negotiation meeting, as needed.

The Negotiation Team will meet privately from time to time to discuss negotiation strategy in meetings that are exempt from public meeting requirements. Those meetings will be recorded as required by law.

The Department reserves the right to add or cancel negotiation sessions, add negotiation topics, and make direct requests for supplemental information from individual short-listed vendors. Negotiations shall remain subject to all of the Department's reserved rights stated in the Solicitation Document.

All meetings will be held at: Department of Children and Families, 9393 North Florida Ave, Tampa, FL 33612.

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**FAILURE TO FILE A PROTEST WITHIN THE TIME PRESCRIBED IN S. 120.57(3), F.S., OR FAILURE TO POST THE BOND OR OTHER SECURITY REQUIRED BY LAW WITHIN THE TIME ALLOWED FOR FILING A BOND SHALL CONSTITUTE A WAIVER OF PROCEEDINGS UNDER CHAPTER 120, F.S.**