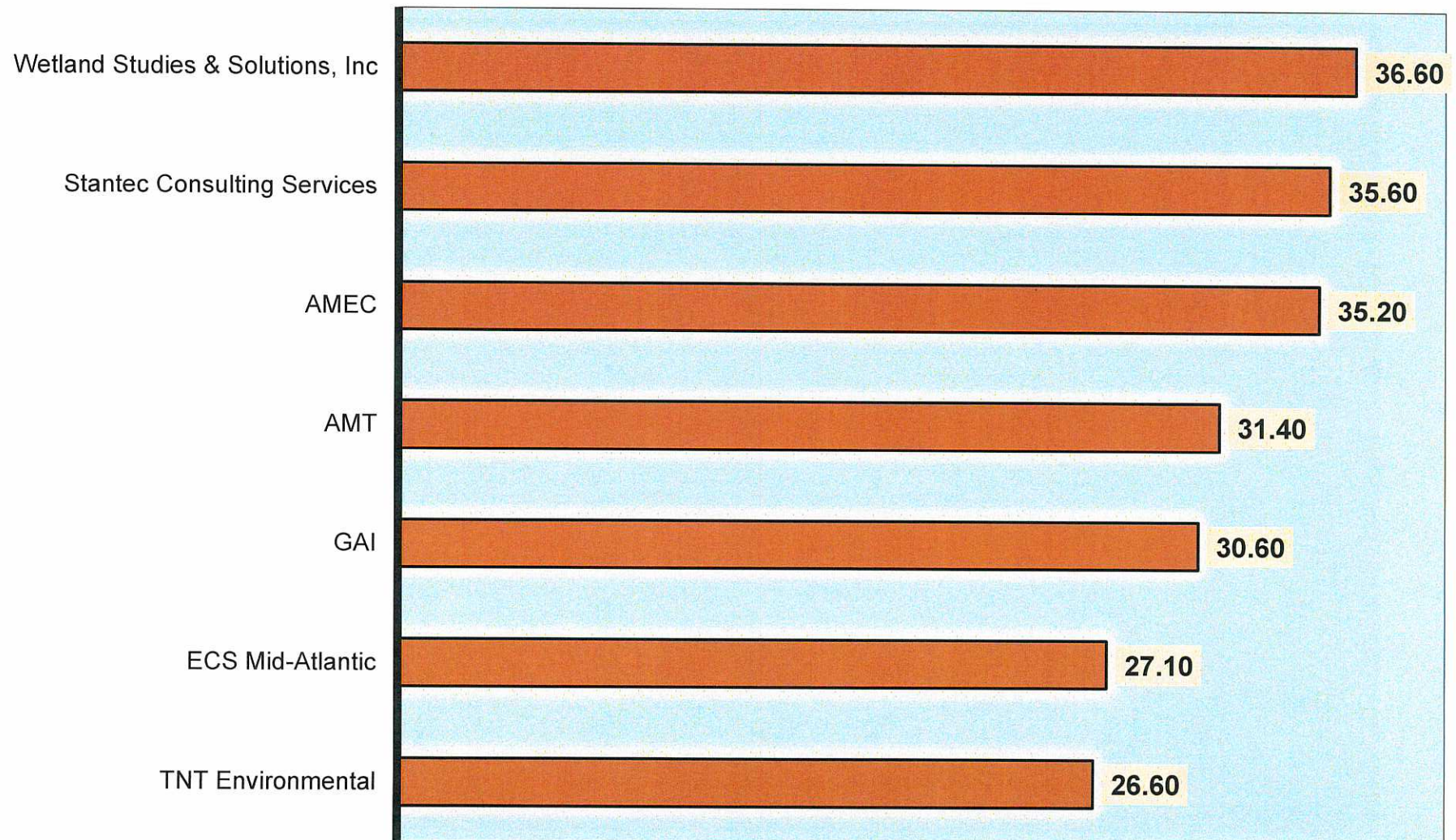


## RANKING BY TOTAL SCORE



| THE TOWN OF VIENNA, VIRGINIA                                                                                                                                       |        | 1                                                                                                 |      |      |      |       | 2                                                                 |      |      |      |       | 3                                                                              |      |      |      |       | 4                                                                           |      |      |      |       |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|---------------------------------------------------------------------------------------------------|------|------|------|-------|-------------------------------------------------------------------|------|------|------|-------|--------------------------------------------------------------------------------|------|------|------|-------|-----------------------------------------------------------------------------|------|------|------|-------|
| BID NUMBER: RFP 18-02                                                                                                                                              |        |                                                                                                   |      |      |      |       |                                                                   |      |      |      |       |                                                                                |      |      |      |       |                                                                             |      |      |      |       |
| OPENING DATE: 08/30/17                                                                                                                                             |        |                                                                                                   |      |      |      |       |                                                                   |      |      |      |       |                                                                                |      |      |      |       |                                                                             |      |      |      |       |
| OPENED BY: Gina Gilpin                                                                                                                                             |        |                                                                                                   |      |      |      |       |                                                                   |      |      |      |       |                                                                                |      |      |      |       |                                                                             |      |      |      |       |
| WITNESS: Mike Gallagher                                                                                                                                            |        | Stantec Consulting Services, Inc.<br>150 Riverside Parkway, Suite 301<br>Fredericksburg, VA 22406 |      |      |      |       | GAI Consultants<br>4198 Cox Road, Ste 114<br>Glen Allen, VA 23060 |      |      |      |       | A. Morton Thomas (AMT)<br>800 King Farm Blvd, 4th Floor<br>Rockville, MD 20850 |      |      |      |       | ECS Mid-Atlantic<br>14026 Thunderbolt Place, Ste 100<br>Chantilly, VA 20151 |      |      |      |       |
| BID TITLE: Piney Branch Stream Restoration                                                                                                                         |        |                                                                                                   |      |      |      |       |                                                                   |      |      |      |       |                                                                                |      |      |      |       |                                                                             |      |      |      |       |
| CRITERIA                                                                                                                                                           | WGT    | A                                                                                                 | B    | C    | D    | TOTAL | A                                                                 | B    | C    | D    | TOTAL | A                                                                              | B    | C    | D    | TOTAL | A                                                                           | B    | C    | D    | TOTAL |
| 1. Understanding of the project objective, methodology to be used and results that are desired from the project                                                    | 30.0%  | 2.00                                                                                              | 1.60 | 2.00 | 1.80 | 7.40  | 1.80                                                              | 1.40 | 1.40 | 2.00 | 6.60  | 1.80                                                                           | 1.60 | 1.60 | 1.80 | 6.80  | 1.80                                                                        | 1.40 | 1.20 | 2.00 | 6.40  |
| 2. Offeror's (including personnel who will be assigned to this contract) expertise, qualifications, and experience in providing services of similar size and scope | 40.0%  | 3.00                                                                                              | 2.10 | 2.40 | 3.00 | 10.50 | 2.70                                                              | 1.80 | 1.50 | 2.40 | 8.40  | 2.70                                                                           | 2.10 | 2.10 | 2.10 | 9.00  | 2.70                                                                        | 1.80 | 1.20 | 1.50 | 7.20  |
| 3. Firm's approach to providing services                                                                                                                           | 10.0%  | 4.00                                                                                              | 2.80 | 3.20 | 4.00 | 14.00 | 3.20                                                              | 3.20 | 2.80 | 3.20 | 12.40 | 3.60                                                                           | 2.40 | 2.80 | 3.20 | 12.00 | 3.20                                                                        | 2.40 | 2.00 | 2.80 | 10.40 |
| 4. Quality and completeness of proposal including impact of any exceptions taken regarding the scope and terms and conditions.                                     | 20.0%  | 1.00                                                                                              | 0.80 | 0.90 | 1.00 | 3.70  | 0.90                                                              | 0.80 | 0.50 | 1.00 | 3.20  | 1.00                                                                           | 0.80 | 0.80 | 1.00 | 3.60  | 0.90                                                                        | 0.80 | 0.70 | 0.70 | 3.10  |
| TOTAL                                                                                                                                                              | 100.0% | 10.00                                                                                             | 7.30 | 8.50 | 9.80 | 35.60 | 8.60                                                              | 7.20 | 6.20 | 8.60 | 30.60 | 9.10                                                                           | 6.90 | 7.30 | 8.10 | 31.40 | 8.60                                                                        | 6.40 | 5.10 | 7.00 | 27.10 |

| THE TOWN OF VIENNA, VIRGINIA                                                                                                                                       |        | 5                                                                                                         |      |      |      |       | 6                                                                                |      |      |      |       | 7                                                                   |      |      |      |       |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|-----------------------------------------------------------------------------------------------------------|------|------|------|-------|----------------------------------------------------------------------------------|------|------|------|-------|---------------------------------------------------------------------|------|------|------|-------|
| BID NUMBER: RFP 18-02                                                                                                                                              |        |                                                                                                           |      |      |      |       |                                                                                  |      |      |      |       |                                                                     |      |      |      |       |
| OPENING DATE: 08/30/17                                                                                                                                             |        |                                                                                                           |      |      |      |       |                                                                                  |      |      |      |       |                                                                     |      |      |      |       |
| OPENED BY: Gina Gilpin                                                                                                                                             |        |                                                                                                           |      |      |      |       |                                                                                  |      |      |      |       |                                                                     |      |      |      |       |
| WITNESS: Mike Gallagher                                                                                                                                            |        | AMEC Foster Wheeler Environment & Infrastructure<br>14424 Albemarle Pt Pl, Ste 115<br>Chantilly, VA 20151 |      |      |      |       | TNT Environmental, Inc.<br>13996 Parkeast Circle, Ste 101<br>Chantilly, VA 20151 |      |      |      |       | WSSI<br>5300 Wellington Branch Dr, Ste 100<br>Gainesville, VA 20155 |      |      |      |       |
| BID TITLE: Piney Branch Stream Restoration                                                                                                                         |        |                                                                                                           |      |      |      |       |                                                                                  |      |      |      |       |                                                                     |      |      |      |       |
| CRITERIA                                                                                                                                                           | WGT    | A                                                                                                         | B    | C    | D    | TOTAL | A                                                                                | B    | C    | D    | TOTAL | A                                                                   | B    | C    | D    | TOTAL |
| 1. Understanding of the project objective, methodology to be used and results that are desired from the project                                                    | 30.0%  | 2.00                                                                                                      | 1.80 | 2.00 | 1.80 | 7.60  | 1.40                                                                             | 1.00 | 1.20 | 1.40 | 5.00  | 2.00                                                                | 1.80 | 1.80 | 2.00 | 7.60  |
| 2. Offeror's (including personnel who will be assigned to this contract) expertise, qualifications, and experience in providing services of similar size and scope | 40.0%  | 2.40                                                                                                      | 2.40 | 2.40 | 2.40 | 9.60  | 2.10                                                                             | 1.80 | 1.50 | 2.10 | 7.50  | 3.00                                                                | 2.70 | 2.70 | 2.70 | 11.10 |
| 3. Firm's approach to providing services                                                                                                                           | 10.0%  | 3.60                                                                                                      | 3.20 | 3.60 | 4.00 | 14.40 | 2.80                                                                             | 2.40 | 2.40 | 3.60 | 11.20 | 4.00                                                                | 3.20 | 3.20 | 4.00 | 14.40 |
| 4. Quality and completeness of proposal including impact of any exceptions taken regarding the scope and terms and conditions.                                     | 20.0%  | 0.90                                                                                                      | 0.80 | 0.90 | 1.00 | 3.60  | 0.70                                                                             | 0.60 | 0.60 | 1.00 | 2.90  | 1.00                                                                | 0.80 | 0.70 | 1.00 | 3.50  |
| TOTAL                                                                                                                                                              | 100.0% | 8.90                                                                                                      | 8.20 | 8.90 | 9.20 | 35.20 | 7.00                                                                             | 5.80 | 5.70 | 8.10 | 26.60 | 10.00                                                               | 8.50 | 8.40 | 9.70 | 36.60 |