

Appendix I

Submission Checklist

All unsolicited proposals should cover the points discussed in this guide. All unsolicited proposals should cover the points discussed in this guide. *Please submit six (6) copies one bound and one unbound copy of the proposal.* Unsolicited proposals should be signed by an authorized official of the proposing organization or by the proposer if submitted by an individual.

Elaborate proposals or presentations are not desired. Each applicant should review the submission to ensure that all data necessary for critical evaluation is included initially. Correspondence generated by omission of essential items delays processing of proposals. The following is a list of essential items that an unsolicited proposal should contain.

The checklist below provides guidance for the issues Proposers can cover when submitting an Unsolicited Proposal.

Proposal will be accepted only at the time and place listed below:

Time Period. Unsolicited proposals for qualifying projects will be received by the Augusta, Georgia. Proposals will be received by 3:00 PM Monday thru Friday beginning on the first business day JANUARY and ending on the last business day of MARCH of each year. Such unsolicited proposals shall be in writing and shall be delivered to:

Geri A. Sams, Director
Augusta Procurement Department
UNSOLICITED PROPOSAL
535 Telfair Street - Room 605
Augusta, Georgia 30901

General Requirements

A private entity assumes all risk in submission of an unsolicited proposal, and a Local Government shall not incur any obligation to reimburse a private entity for any costs, damages, or loss of intellectual property incurred by a private entity in the creation, development, or submission of a proposal or unsolicited proposal for a qualifying project.

Private entities are solely responsible for all costs and expenses of any nature associated with preparing or submitting an Unsolicited Proposal, including attending preliminary meetings and providing supplemental information. Augusta, Georgia assumes no obligations, responsibilities, and/or liabilities, fiscal or otherwise, to reimburse all or part of the costs incurred or alleged to have been incurred by parties preparing or submitting an Unsolicited Proposal. Under no circumstances will Augusta, Georgia or any of their agents, representatives, consultants, directors, officers or employees be liable for, or otherwise obligated to reimburse, the costs incurred by a private entities, whether or not selected for negotiations, in developing, preparing and submitting its Proposal or negotiating an Agreement. In no event shall Augusta, Georgia be bound by, or liable for, any obligations with respect to such proposals until such time (if at all) as an Agreement, in form and substance satisfactory to Augusta, Georgia, has been authorized and executed by Augusta, Georgia and, then, only to the extent set forth therein.

Augusta, Georgia shall charge and retain an *initial proposal processing* fee equal to \$100 to be paid by the proposer prior to the review of an unsolicited proposal. Please submit in a separate envelope with the submittal

a cashier check made payable to: Augusta, Georgia Consolidated Government. Marked: Fee for Unsolicited Proposal Review.

Concept Submission Requirements

It is recommended that the submission be kept concise and brief in the form of a proposal overview to allow the Advisory and Evaluation Committees to respond in a timely manner, and stay within a 45 minute presentation (Optional) should it progress pass the filtering process.

The following document limits apply to the Concept Submission:

- ✓ Word Processing (e.g. MS Word) – up to 40 pages (portrait)
- ✓ Presentation Processing (e.g. MS PowerPoint) – up to 30 slides (landscape)
- ✓ No less than 10 point font
- ✓ Normal document margins

Format for Submissions. Initial Unsolicited proposals shall contain, at a minimum, the following information:

Cover Page

Basic Information

1. Name and address of submitter.
2. Proposal submission date.
3. Type of business (indicate whether profit, nonprofit, educational, small business, woman- owned, socially and economically disadvantaged, or other).
4. Proposed starting date and estimated period of performance.
5. Period for which proposal is valid (minimum of six months from date of submission).
6. Names and telephone numbers of the proposer's primary business and technical personnel whom Augusta, Georgia may contact for evaluation or negotiation purposes.
7. Signature of person authorized to contractually represent the individual or organization.
8. List of other Federal, State, or local government agencies or private organizations to which the proposal has been submitted and/or those funding the proposed effort.
9. Statement that the proposal may, or may not, be subjected to external review. (See "Georgia Open Record Code")
10. Statement that the proposal does/does not contain proprietary information.

All Unsolicited proposals must be tabbed alphabetically as listed below (see Phase I and II):

Tab.

- Signed Declaration to Abide by Process (**Appendix D**)
- (a) Project description
 - (b) Project feasibility statement
 - (c) Proposed project schedule
 - (d) Project financing plan
 - (e) Business case statement that shall include a basic description of any direct and indirect benefits that the private entity can provide in delivering the project, including relevant cost, quality, methodology, and process for identifying the project and time frame data
 - (f) Description of any anticipated public support or opposition
 - (g) Qualifications and experience
 - (h) Names and addresses of persons who may be contact and
 - (g) Any additional information as Augusta, Georgia may reasonably request to comply with the requirements of the PPFIA.

Proposals should be prepared simply and economically, providing a concise description of the proposer's capabilities to complete the proposed qualifying project and the benefits to be

derived from the project by Augusta, Georgia. Such proposals may also include any additional pertinent information as determined by the proposer.

In addition to the general requirements as stated above, the following list provides additional information requirements for the Detailed Submission (Phase 2).

It is recommended that the Detailed Submission be in the form of a fully developed business case. It should provide a comprehensive and compelling case to support the Unsolicited Proposal, and where possible, provide quantified supporting evidence to allow for a robust evaluation by the Evaluation Committee against the guiding principles and objectives.

Request for Proposal (RFP) Detailed Submission Requirements

In addition to the general requirements, the list below provides additional information requirements for the Concept Submission (Request for Proposal):

Letter of Interest (**Appendix C**)

Signed Declaration to Abide by Process (**Appendix D**)

- (a) Project Financing
 - Cost and cost benefit to the local government;
 - Financing and the impact on the debt burden of the local government or appropriating body;
 - Financial plan, including the degree to which the proposer has conducted due diligence investigation and analysis of the proposed financial plan and the results of any such inquiries or studies;
 - Opportunity costs assessment;
 - Estimated cost;
 - Life-cycle cost analysis;
 - The identity, credit history, past performance of any third party that will provide financing for the project and the nature and timing of their commitment, as applicable; and
 - Such other items as the local government deems appropriate.
- (b) Qualifications and Experience
 - Experience with similar projects;
 - Demonstration of ability to perform work;
 - Leadership structure;
 - Project manager's experience;
 - Management approach;
 - Financial condition; and
 - Project ownership.
- (c) Project Characteristics
 - Project definition;
 - Proposed project schedule;
 - Operation of the project;
 - Technology; technical feasibility;
 - Conformity to laws, regulations, and standards;
 - Environmental impacts;
 - Condemnation impacts;
 - State and local permits; and
 - Maintenance of the project.
- (d) Project Benefit and Compatibility
 - Community benefits;
 - Community support or opposition, or both;
 - Public involvement strategy;
 - Compatibility with existing and planned facilities; and

- Compatibility with local, regional, and state economic development efforts.
- (e) Other Factors
 - The proposed cost of the qualifying project;
 - The general reputation, industry experience, and financial capacity of the private entity;
 - The proposed design of the qualifying project;
 - The eligibility of the project for accelerated documentation, review, and selection;
 - Local citizen and government comments;
 - Benefits to the public, including financial and nonfinancial;
 - The private entity's compliance with a minority business enterprise participation plan or good faith effort to comply with the goals of such plan;
 - The private entity's plans to employ local contractors and residents;
 - The recommendation of a committee of representatives of members of the local government and the appropriating body which may be established to provide advisory oversight for the project; and
 - Other criteria that the local government deems appropriate
- (f) References
- (g) Case for change
 - What problem and/or opportunity is the proposal trying to address?
 - What evidence is there to support this?
 - Why does this need to be addressed now?
- (h) Strategic alignment
 - How does the proposal meet the principles and objectives outlined in this policy document?
- (i) Risks
 - What are the key risks of the proposal?
 - How can they be managed within reason?
- (j) Objectives of the proposal
- (k) Unique elements of the proposal
 - Intellectual property or genuinely innovative ideas
 - Ownership of real property
 - Ownership of software or technology offering a unique benefits
 - Unique financial arrangement
 - Unique ability to deliver a strategic outcome
 - Other demonstrably unique elements