

**2022 CMRPC Auctioneer Procurement**

**RFP Response Review**

**Composite Scores    DATE: April 6, 2022**

Please rate as HA for Highly Advantageous, A for Advantageous, or NA for Not Advantageous, U for Unacceptable.

<b>FIRM NAME</b>	<b>Member 1</b>	<b>Member 2</b>	<b>Overall Score</b>	<b>RANK</b>
The Zekos Group	HA	HA	HA	1
JJ Manning Auctioneers	A/NA	NA	A/NA	2

**Note:** Members included Connor Robichaud, Regional Projects Coordinator at CMRPC and Ethan Melad, Associate Planner at CMRPC.

The Zekos Group proposal was favored by each committee member as being the most experienced and qualified for the scope of work required. Their history of municipal tax possession auctions in Worcester County is extensive and greatly exceeded the highly advantageous categories. Their marketing was also regarded as the most advantageous of the proposals received. The members highlighted the digital outreach on real estate sites. The proposal was comprehensive, the attention to detail provided on each sale was evident, and the attached reference letters were impressive.

JJ Manning Auctioneers' proposal emphasized their strong auctioneer experience but lacked municipal experience compared to the Zekos Group. It was difficult for members to determine the exact number of municipal auctions but it appeared to be between 60 and 80, lower than the amount necessary for an advantageous rating. While they included flyers and documents from their auctions, there was minimal description of the "comparable" projects and responses to other required items related to the evaluation criteria were also difficult to find in the proposal. The group favorably reviewed their print and digital marketing. Overall, the submittal was scored at an 'A/NA'.

It was deemed unnecessary by the group to conduct interviews since The Zekos Group was so highly preferred. References were checked.