



EVALUATION TABULATION
 RFP No. 250048
Water Treatment Chemicals (Polymers Misc.)
 RESPONSE DEADLINE: February 6, 2025 at 2:00 pm
 Report Generated: Friday, April 25, 2025

SELECTED VENDORS

VENDORS RECOMMENDED BY THE EVALUATION PROCESS

Vendor	Location
Hill Brothers Chemical Company	Brea, CA
Thatcher Company, Inc.	Salt Lake City, UT

VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	Catalynt Solutions	Chameleon Industries, Inc	Hill Brothers Chemical Company	Thatcher Company, Inc.	Univar Solutions USA LLC.
Discounts	Pass	Pass	Pass	Pass	Pass
Cooperative Purchasing Program	Pass	Pass	Pass	Pass	Pass
If yes, state percentage.	No Response	Pass	Pass	Pass	Pass
City of Tucson Business License					
City of Tucson Business License	No Response	No Response	Pass	Pass	Pass
Forms to be filled out					
Technical Proposal	Pass	Pass	Pass	Pass	Pass
Pricing Proposal	Pass	Pass	Pass	Pass	Pass

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Question Title	Catalynt Solutions	Chameleon Industries, Inc	Hill Brothers Chemical Company	Thatcher Company, Inc.	Univar Solutions USA LLC.
Offer and Acceptance Form	Pass	Pass	Pass	Pass	Pass
Confidential Information	Pass	Pass	Pass	Pass	Pass
Confidential Information	Pass	Pass	Pass	Pass	
Exceptions	Pass	Pass	Pass	Pass	

PHASE 1

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Qualifications & Experience	Points Based	50 (50% of Total)

Description:

Please see the Section [Evaluation Criteria Descriptions](#) for a detailed breakdown of this criteria.

Criteria	Scoring Method	Weight (Points)
Method of Approach	Points Based	25 (25% of Total)

Description:

Please see the Section [Evaluation Criteria Descriptions](#) for a detailed breakdown of this criteria.

Criteria	Scoring Method	Weight (Points)
Price Proposal	Points Based	25 (25% of Total)

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Description:

Please see the Section [Evaluation Criteria Descriptions](#) for a detailed breakdown of this criteria.

AGGREGATE SCORES SUMMARY

Vendor	Evaluator 1	Evaluator 2	Evaluator 3	Total Score
Thatcher Company, Inc.	99.8%	84.8%	84.8%	89.77%
Hill Brothers Chemical Company	86.7%	86.7%	74.7%	82.69%
Chameleon Industries, Inc	65%	69%	60%	64.67%
Catalynt Solutions	42.2%	19.2%	27.2%	29.55%
Univar Solutions USA LLC.	21%	3%	4%	9.33%

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Qualifications & Experience Points Based 50 Points (50%)	Method of Approach Points Based 25 Points (25%)	Price Proposal Points Based 25 Points (25%)	Total Score
Thatcher Company, Inc.	86.7%	86.7%	99.1%	89.77%
Hill Brothers Chemical Company	94.7%	94.7%	46.8%	82.69%
Chameleon Industries, Inc	85.3%	88%	0%	64.67%
Catalynt Solutions	51.3%	6.7%	8.9%	29.55%
Univar Solutions USA LLC.	16%	5.3%	0%	9.33%

INDIVIDUAL PROPOSAL SCORES

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Catalynt Solutions

Qualifications & Experience | Points Based | 50 Points (50%)

Evaluator 1: 40

Met minimum qualifications and experience with required information submitted. Company did supply (3) references.

Evaluator 2: 17

30 years business. dist of the year, contract with COP and COScottsdale AZ - references are there, not COP or COS other midwest sand sanfran citites capable of delivery in arizona. Key personnel provided (2 only) - not seeing any additional responses to eval criteria

Evaluator 3: 20

3 references were provided and all of them appear to be municipal utilities. Other than a very generic one sentence statement, firm qualifications and experience have not been provided. Sales and technical personnel qualifications and experience have not been provided.

Method of Approach | Points Based | 25 Points (25%)

Evaluator 1: 0

No content regarding method of approach therefore I scored them based on no relevant information regarding their method of approach.

Evaluator 2: 0

Not seeing anything

Evaluator 3: 5

Approach to implementing an Omnia contract has not been provided. Order capacity, invoice processing, and many other requirements listed in the RFQ have not been provided. Reporting requirements and value add suggestions have not been provided.

Price Proposal | Points Based | 25 Points (25%)

Evaluator 1: 2.22

POINTS FORMULA: (Lowest Responsive Price ÷ Compared Price) × Maximum Price Points = Price Points See Price Score Calculations Table

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Evaluator 2: 2.22

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 3: 2.22

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Chameleon Industries, Inc

Qualifications & Experience | Points Based | 50 Points (50%)

Evaluator 1: 40

Met all qualifications and experience with over 50 years in the industry. However, the company did supply (3) references as requested

Evaluator 2: 46

50 yrs in business. supplies over 160 million lbs of water treatment chemicals annually. provides refernces of other customers, Key contacts with org titles and general areas of responsibility, Method of approach with manufacturing locations, pricing structure and delivery radius and sales outside the coverage areas

Evaluator 3: 42

3 references have been provided and they appear to be from other municipalities. Key personnel have been listed but their individual qualifications have not been provided. The firm's 50 years of experience in the industry is good and they have multiple manufacturing facilities.

Method of Approach | Points Based | 25 Points (25%)

Evaluator 1: 25

Meets the approach method and delivery required that clearly describes their customer service approach and their delivery radius.

Evaluator 2: 23

Ordering and invoicing, delivery discussed, trucking fleet, tracking . Not seeing anything on OMINIA partners response

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Evaluator 3: 18

Bid response does not include any information about how the firm will interface with Omnia contract. The firm's manufacturing and shipping capabilities seem above average. Delivery and invoicing is covered adequately, but full detail is lacking. Proposal also does not specifically discuss how staff are trained.

Price Proposal | Points Based | 25 Points (25%)

Evaluator 1: 0

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 2: 0

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 3: 0

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Hill Brothers Chemical Company

Qualifications & Experience | Points Based | 50 Points (50%)

Evaluator 1: 50

Company meets qualifications and experience with over five decades of experience.

Evaluator 2: 50

Hill Brothers are only vendor to submit on Sodium (Bisulfite, Hypochlorite, Hydroxide, Hydroxide 50%) Over 5 decades of expertise supplying above chemicals plus. 3 references. multiple points of contact assigned key personnel to COT. No formal Certs. Dist. model provided with distribution centers across the US.

Evaluator 3: 42

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3 references have been provided and all are local to southern AZ. Key personnel have been listed but individual qualifications and certifications have not. Firm experience in the industry is above average at over 100 years. Also lists strong local support and community presence.

Method of Approach | Points Based | 25 Points (25%)

Evaluator 1: 25

Company clearly documented their method of approach that defines a concise delivery model with decades of experience in the Chemical industry.

Evaluator 2: 25

Regionally focused on Az, work with OMNIA for support. Method of approach outlined. Dist. of products & Services, tracking, distribution model provides training on chemicals and hazards sds compliance invoicing discussed. Discussion of national contract response with Omina Partners. seemed to touch on all the evaluation criteria

Evaluator 3: 21

Basic response has been provided detailing how firm will interface with Omnia contract. Distribution and delivery capabilities are adequately described. Invoicing guidelines are discussed and target of producing an invoice 2 days after delivery is established. Firm has more than adequate production and delivery capabilities in southern AZ. Dedicated customer support has also been listed.

Price Proposal | Points Based | 25 Points (25%)

Evaluator 1: 11.69

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 2: 11.69

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 3: 11.69

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Thatcher Company, Inc.

Qualifications & Experience | Points Based | 50 Points (50%)

Evaluator 1: 50

Thatcher clearly defined the companies long standing history and experience and followed instructions by providing all pertinent information requested.

Evaluator 2: 40

Incorp 1967, see business licenses that they have in Arizona. see references. answered some of questions in general no company personnel contacts

Evaluator 3: 40

Firm has adequate experience in southern AZ chemical delivery. They presented a robust team including production, logistics, and safety. However, specific staff and their qualifications have not been provided. 4 references have been provided, 2 of which are located in southern AZ.

Method of Approach | Points Based | 25 Points (25%)

Evaluator 1: 25

The companies method of approach was clearly articulated in their proposal on how they approach safety to meeting customer demands.

Evaluator 2: 20

No response to evaluation criteria? Seeing Technical Data Sheet, chemical trade name information. see chemical and pricing of chemical, OMINIA reference. although not alot of information they do have good reputation. for delivery and relations

Evaluator 3: 20

Firm's method and approach are sound and they have the technical and logistical capability to handle the needs listed in the RFQ. They also have a comprehensive safety and environmental stewardship program. However, they did not specifically discuss how they

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would support the Omnia contract. There are also a few areas that could have used more detail/support, such as the Financial Sustainability section.

Price Proposal | Points Based | 25 Points (25%)

Evaluator 1: 24.77

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 2: 24.77

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 3: 24.77

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Univar Solutions USA LLC.

Qualifications & Experience | Points Based | 50 Points (50%)

Evaluator 1: 20

Company did not detail their qualifications or past experience.

Evaluator 2: 3

Business license - not seeing anything on evaluation criteria?

Evaluator 3: 1

Very little information has been submitted by this firm. RFQ response is missing the firm's experience, references, key personnel, and qualifications. Since none of these items were provided as requested in the RFQ, no points have been awarded.

Method of Approach | Points Based | 25 Points (25%)

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Evaluator 1: 1

Company did not clearly define their method of approach or delivery and how they would meet customers needs.

Evaluator 2: 0

Nothing to evaluate

Evaluator 3: 3

Again, very little information has been provided with the exception of a few single page chemical tech spec sheets. The only information provided relates to the firm's manufacturing facilities. The Omnia contract has not been discussed and no other production, logistics, pricing, or methods of approach have been provided. This lack of information resulted in a very low score in this category.

Price Proposal | Points Based | 25 Points (25%)

Evaluator 1: 0

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 2: 0

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table

Evaluator 3: 0

POINTS FORMULA: $(\text{Lowest Responsive Price} \div \text{Compared Price}) \times \text{Maximum Price Points} = \text{Price Points}$ See Price Score Calculations Table