



**COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF GENERAL SERVICES**

**APPLICATION FOR QUALIFICATION  
PROCESS  
GUIDELINES**

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Governor**

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## **1. INTRODUCTION**

The purpose of this Application for Qualification Process Guidelines (Guidelines) is to describe the Application for Qualification (AFQ) process authorized by the Procurement Code (62 Pa.C.S § 532). Section 532 does not require a written determination by the Department of General Services to justify utilizing an AFQ. These Guidelines establish the steps to be undertaken by the Department of General Services Public Works personnel (DGS) for pre-qualifying prospective bidders for the prime contracts (General Construction, HVAC, Plumbing, Electrical, and others), as needed, on projects. After prospective bidders are pre-qualified, DGS will use the competitive sealed bidding process authorized by the Procurement Code (62 Pa.C.S § 512) to procure prime contractors for the Project.

## **2. APPLICATION FOR QUALIFICATION (AFQ) COORDINATOR**

All AFQ Evaluation Committees will be chaired by the same AFQ Coordinator. This person will be a non-voting facilitator and will be the DGS contact person for all AFQ issues and shall be responsible for:

- Coordinating with the Bureau of Engineering/Architecture Director to schedule decision meetings for projects that may be considered for the prequalification process.
- Coordinating the posting designated AFQ documents to the DGS Website.
- Contacting the AFQ Evaluation Committee (Committee) members to schedule the initial meeting to modify the AFQ template and scheduling the subsequent scoring meeting. The AFQ Coordinator will guide the discussion during these meetings but will not dictate results or decide upon the content of the AFQ or the scores of the voting members.
- Ensuring all Committee members sign the Statement of Confidentiality and the voting members sign the No Conflict of Interest statements and retaining these statements.
- Modifying the AFQ template to reflect the decision by the voting members regarding the important factors that Applicants should address on each project.
- Modifying the Committee scoring sheet to reflect the specific scores assigned by the voting members for the factors that Applicants should address and attaching this updated scoring sheet as an appendix to the AFQ issued for the project.
- Serving as contact person for all issues arising out of the application process, including accepting questions, ensuring timely issuance of bulletins (but not responsible for the content of the bulletin) and accepting the Applications on submission date.
- Hosting the Pre-Application Conference, if such conference is necessary.
- Working with the design professional to contact all references and prepare summary reports and other reports deemed necessary and provide such reports to the scoring members of the Committee.
- Drafting the memo to DGS' Deputy Secretary for Public Works listing all the qualified prospective bidders.
- Scheduling and conducting the debriefing meetings.

### 3. FORMING THE AFQ COMMITTEE

The AFQ Committee (“the Committee”) will be a multidisciplinary team that brings construction, engineering, architectural, legal, and customer perspectives to the project. DGS’ Deputy Secretary for Public Works (Deputy Secretary) will appoint voting Committee members. The Committee will be comprised of career-professional managers with programmatic and technical expertise. The size and composition of the Committee can vary depending upon the scope and size of a project. The Committee will include voting and non-voting members.

The three (3) voting members of the Committee will consist of a combination of:

- Public Works, Bureau of Engineering and Architecture Representatives;
- Public Works, Bureau of Construction Representatives; or
- Using Agency Representative

The voting members of the Committee are responsible for customizing the standard AFQ to reflect project specific requirements, developing the application evaluation forms, and scoring the applications. These responsibilities are described in more detail herein.

The non-voting members of the Committee will include representatives from:

- Office of the Comptroller
- DGS’ Office of Chief Counsel
- Professional Design Team
- Construction Management Team, if applicable

Non-voting members may participate at their discretion, but will not dictate results or decide upon the content of the AFQ or the scores of the voting members.

Cabinet Secretaries, Deputy Secretaries, and other similar senior level political appointees will not play a direct role in evaluating applications.

### 4. COMMITTEE STATEMENTS OF CONFIDENTIALITY AND NO CONFLICT OF INTEREST

All Committee members (voting, non-voting, and AFQ Coordinator) will be required to sign a Statement of Confidentiality (**Exhibit A**) and voting members will be required to sign a Statement of No Conflict of Interest (**Exhibit B**). Committee members will sign the Statement of Confidentiality when they are appointed or invited to serve on the Committee. The Statement of Confidentiality ensures that outside parties do not have access to information regarding the AFQ process and cannot influence the outcome. The Statement of No Conflict of Interest will be signed by voting members of the Committee after they receive the Applications and review the identities of all Applicants for conflicts. Should a Committee member be unable to sign the No Conflict of Interest, the Deputy Secretary will replace that voting member. Any Committee member who violates the terms of these statements is subject to termination.

## **5. COMMITTEE AUDITS**

The Committee will be subject to random audits by Commonwealth personnel. The audits may include the review of Committee procedures, documents and decision-making processes.

## **6. COMMITTEE ACTIVITIES PRIOR TO AFQ RELEASE**

Once the Deputy Secretary creates the Committee (by appointment and accepted invitation), the AFQ Coordinator will convene the Committee to initiate the AFQ process. The Committee will review and coordinate modifications to the AFQ documents and application evaluation forms to assure proper prequalification of prospective bidders. Before the project-specific AFQ is released, the Committee will review and edit the following documents to address particular aspects for the project:

- Standard AFQ and its Appendices;
- Exhibit C – Requirements Checklist Form; and
- Exhibit E – Scoring Matrix for Technical Application Information

All changes must be reviewed and approved by the Deputy Secretary before the AFQ is released.

## **7. PUBLIC NOTICE**

Public notices of the AFQ will be given in the same manner as a public notice is given for the competitive sealed bidding process. The AFQ advertisement will be placed on PA eMarketplace and will be posted to the Application for Qualification Project page on the DGS Public Works' website. Applicants will be given a reasonable time to prepare their Applications. If possible, there will be at least four (4) weeks between the Notice to Applicants and the Application Submission Deadline.

## **8. ISSUANCE OF AFQ**

The Notice to Applicants and the AFQ documents will be available to Applicants on the DGS Public Works' website. The issuance may contain the following:

- Data, time, and place of the Pre-Application Conference, if necessary.
- Deadline to submit written questions concerning the AFQ, which date shall be no later than seven (7) calendar days before the Application Submission Deadline.
- Application Submission Deadline, which will usually be at 2:00 PM on the scheduled date. This is the deadline by which Applications must be delivered to/received by the AFQ Coordinator in Harrisburg.
- Name and telephone number of the AFQ Coordinator.

## **9. PRE-APPLICATION CONFERENCE**

If determined to be necessary, the AFQ Calendar of Events will indicate the date, time and location for a Pre-Application Conference, which will be scheduled approximately two weeks

after issuing the AFQ. This two-week period will provide Applicants adequate time to review the AFQ documents and to submit written questions to the AFQ Coordinator.

The AFQ Coordinator will host the Pre-Application Conference and will address the following issues.

#### Background Information

The AFQ Coordinator, or the Professional, who will attend the conference, will present a brief summary of the project.

#### Requirements of the AFQ

The AFQ Coordinator will review the AFQ, including the Requirements Checklist.

#### Answer Applicants' Questions on the AFQ

The AFQ Coordinator will present answers to the questions that have been submitted in writing prior to the Pre-Application Conference. To facilitate addressing other questions, Applicants will complete question forms that will be distributed at the conference. It is important to note that although the AFQ Coordinator and the Professional may respond to questions at the conference, any answer given at the Pre-Application Conference is not binding on the Department until the answer is confirmed in writing and issued in a bulletin. All questions asked at the conference will be answered, in writing, issued by fax and posted to the DGS Application for Qualification Project page website within five (5) business days after the Pre-Application Conference. The questioner will not be identified.

### **10. RECEIPT OF APPLICATIONS**

All Applications shall be submitted to the AFQ Coordinator in Harrisburg by the date and time established in the Notice to Applicants. Upon receipt of Applications, the AFQ Coordinator will conduct an initial screening to make sure that all Applications have been received before the Application Submission Deadline. The initial screening process will disqualify any application that is not received by the Application Submission Deadline.

### **11. APPLICATION COMPLIANCE REVIEW**

Following the initial screening, a representative from DGS' Office of Chief Counsel (OCC) and a DGS employee (appointed by the Deputy Secretary) will conduct an Application Compliance Review. The two individuals conducting the Application Compliance Review will be required to sign a Statement of Confidentiality (**Exhibit A**) and a Statement of No Conflict of Interest (**Exhibit B**). Neither the OCC representative nor the DGS employee will be members of the Committee; they are prohibited from discussing the contents of the Applications with the Committee. Any violation of the terms of these statements is subject to termination.

The purpose of the Application Compliance Review is to review each application to determine if the application meets the Mandatory Requirements as identified in the AFQ and listed in Requirements Checklist (**Exhibit C**). The OCC representative will also create an Application

Compliance Review Rejected Applications Form (**Exhibit D**) listing only the rejected Applications for each discipline and setting forth the reason(s) for the rejection. These completed forms will be submitted to the Deputy Secretary. Rejected Applications will not be evaluated beyond the Application Compliance Review and the rejected Applicants will be notified of their rejection immediately. If an Applicant disagrees with the rejection, they may file a protest in accordance with the protest procedures set forth in the AFQ, but there will be no debriefing for Applications rejected as non-responsive.

## 12. APPLICATION EVALUATION

The three voting members of the Committee will receive the Applications as soon as the Compliance Review is completed. Each voting Committee member will evaluate and score each Application for each discipline (General Construction, HVAC, Plumbing, and Electrical) and record his/her scores using a project specific version of the Scoring Matrix for Technical Application Information Form (**Exhibit E**). Each voting Committee member will review each Application independently. To determine the appropriate rating to be assigned to each evaluation factor, the Committee members will use their professional expertise, business judgment, and the rating system described in these Guidelines.

During the evaluation of the Applications, the AFQ Coordinator may issue a two-day technical clarification letter to solicit the necessary clarifying information from an Applicant. The 'two-day letter' will be used to clarify information but not to remedy any defects in the Mandatory Requirements.

In the event that an Applicant is a new business and does not have a record sufficient to evaluate the firm's capabilities to perform the project work, DGS will consider the qualifications, experience and past performance of the firm's officers, management and owners or partners.

The AFQ Coordinator may provide the voting Committee members a copy of any reports regarding research of the references provided in the Applications.

After the voting Committee members have completed their evaluations for each Applicant and recorded the scores on the Scoring Matrix for Technical Application Information Form, the AFQ Coordinator will convene the voting Committee to calculate the final scores for the Applications.

The maximum Application Score is written in the specific AFQ. The Application Score will be calculated as follows:

- First, each voting Committee member will reveal their individual Committee member score for each Application evaluation factor from their Scoring Matrix for Technical Application Information Form. The AFQ Coordinator will record these scores.
- Second, the AFQ Coordinator will calculate the average of the individual voting Committee member scores for each evaluation factor.

- If an individual Committee member score deviates by more than 15% from the median of all of the voting Committee member scores for that evaluation factor, the AFQ Coordinator will request that the voting Committee member with the higher or lower score discuss the Applicant's relative strengths, capabilities, weaknesses, risks or deficiencies of that portion of the Application. There is no requirement that any member alter their score, but the member(s) whose score deviates more than 15% must explain the basis for their score.
- Then the AFQ Coordinator will calculate the Application Score for each Application, which will be a summation of the averages of the evaluation factor scores.
- After the voting Committee members have disclosed and finalized their scores, each voting Committee member will sign his/her Scoring Matrix for Technical Application Information Form and submit it to the AFQ Coordinator.
- The AFQ Coordinator will record the final Application Scores for the AFQ.
- The prospective bidder's AFQ score is contract specific. A prospective bidder who wished to qualify to submit a bid on more than one discipline on a specific project must submit an Application for each discipline of that project.
- A prospective bidder's AFQ score is project specific. A prospective bidder who wishes to qualify on any subsequent project must submit a new Application for that subsequent project since scores do not carry forward and cannot be used to qualify on any subsequent project.

### 13. APPLICATION RATING SYSTEM

In evaluating and rating each factor of the Application, the voting Committee will use the following rating system as a scoring guide. The ratings reflect the Commonwealth's confidence in each Applicant's ability, as demonstrated in its Application, to perform the requirements stated in the AFQ.

#### **Excellent**

When applied to an individual evaluation factor, a rating of excellent should be given if the Applicant excels in all or virtually all aspects and criteria relating to the factor. The Application demonstrates that the Applicant has exceptional strengths that will significantly benefit the Commonwealth. For example, on experience on relevant projects, the Applicant receives top ratings from prior customers on quality, schedule, cost-control and overall customer satisfaction. Performance risk is very low. The Applicant would rate well above average according to what is expected from qualified contractors and stand out as leaders in the industry.

When applied to the final/overall rating, a rating of excellent for an Application signifies that the Applicant will be exceptionally well qualified to perform the work in accordance with plans and

specifications. Minimal monitoring and oversight will be needed and the Applicant is likely to take any necessary extra steps within reason to ensure high quality work, timely completion and general customer satisfaction.

When determining the final score for a factor of the Application, the range of **90 to 100 percent** of the maximum score should be awarded.

### **Good**

When applied to an individual evaluation factor, a good rating should be given if the Applicant demonstrates strong qualities with regard to the factor evaluated. While the Applicant's rating for a given factor may not justify an excellent rating, the Applicant proves very qualified and capable in all or virtually all-important criteria relating to the evaluation factor. The document demonstrates that the Applicant has one or more strengths that will benefit the Commonwealth and if deficiencies exist, they are minor and do not seriously undermine the overall capability for a given factor. Performance risk is low. The Applicant would rate above average according to what is expected from qualified contractors.

When applied to the final/overall rating, a rating of good for an Application signifies the Applicant will be well qualified to perform the project in accordance with plans and specifications with limited monitoring and oversight and the Applicant is likely to take extra steps to ensure quality work, timely completion and general customer satisfaction.

When determining the final score for a factor of the Application the range of **80 to 89.99 percent** of the maximum score should be awarded.

### **Satisfactory**

When applied to an individual evaluation factor the Applicant's qualifications are average. It may be fairly strong in some aspects of the criteria relating to a given evaluation factor, but weak on others. The document demonstrates few or no strengths. Deficiencies exist, but do not rise to the level of rendering the Applicant technically incompetent. However, there would be a moderate performance risk involved. The Applicant would rate average according to what is expected from qualified contractors.

When applied to the final/overall rating, a satisfactory rating for an Application signifies that the Applicant will be generally qualified to perform the project in accordance with plans and specifications, provided there is close monitoring and oversight. This rating signifies the Applicant is unlikely to take extra steps to ensure quality work and customer satisfaction.

When determining the final score for a section of the Application a range of **70 to 79.99 percent** of the maximum score should be awarded.

### **Unsatisfactory**

When applied to an individual evaluation factor the Applicant's qualifications are unacceptable. The Applicant's capabilities do not meet the performance requirements and capabilities required for the project. The Applicant would pose a high level of risk in performance. The Applicant would rate below average according to what is expected from qualified contractors.

When applied to the final/overall rating, an unsatisfactory rating for an Application signifies that the Applicant would not be qualified to perform the project in accordance with plans and specifications, even with close monitoring and oversight.

When determining the final score for a section of the Application a range of **0 to 69.99** percent of the maximum score should be awarded.

#### **14. QUALIFIED APPLICATIONS**

Upon completion of the detailed evaluation and scoring of the Applications, the AFQ Coordinator will average the voting Committee member's individual scores for each factor and then add all averaged factor points for the total Applicant's Score. Any Applicant whose total average points total at least 70% of the total available AFQ points will be considered qualified.

After finalizing the Application Scores for each prospective bidder on every prime contract, the AFQ Coordinator will prepare a memo for the Deputy Secretary which lists the final scores of all Applicants and highlight the Applicant(s) with at least 70% of the total available AFQ points separated by discipline.

If a project needs work to be performed by a discipline for which no prospective bidders are qualified, then the AFQ process will terminate until such issue has been resolved.

The Deputy Secretary has the discretion to reject all Applications or, if he/she has good cause to believe that the memo is not sound, he/she can return the memo to the Committee with any concerns. The Committee should consider the concerns but is under no obligation to revise its scores or memo. The Deputy Secretary then approves the memo and the project proceeds with the normal competitive sealed bidding method of procurement.

#### **15. NOTICE OF QUALIFICATION**

Upon receiving the Deputy Secretary's confirmation of the qualified Applicant(s) for a particular project, the AFQ Coordinator will notify the qualified Applicants by issuing a Notice of Qualification for Project XXX. The AFQ Coordinator is responsible for coordinating the posting of a list of the qualified Applicant's names (i.e., Pre-Qualified Bidders) for the particular project to the DGS Public Works' website in compliance with the AFQ.

#### **16. NOTIFICATION TO UNSUCCESSFUL APPLICANTS**

The AFQ Coordinator will notify the non-responsive and unsuccessful Applicants in writing promptly after their Applications are eliminated from consideration. The contents of the notification will depend upon whether the elimination was based upon a rejection for non-responsiveness made before the Applications were distributed for scoring or whether the elimination was based upon the total Application Score.

- If the application is rejected as non-responsive, the notification to the unsuccessful Applicant will include an explanation of the basis for the rejection

and a brief summary of the Applicant's option to file a protest. There will be no debriefing for any Applications rejected as non-responsive.

- If the Application is eliminated due to the total Application Score being less than 70% of the total available AFQ points, the notification will inform the unsuccessful Applicant of its opportunity for a debriefing. If a debriefing is desired, the Applicant must request the debriefing within two (2) calendar days of the date of their notification.

## **17. DEBRIEFING**

The purpose of the debriefing is to provide a general explanation of the Applicant's application. The procedures and content of a debriefing are summarized below.

- The unsuccessful Applicant must submit a written request for a debriefing to the AFQ Coordinator within two (2) business days of their receipt that their application was unsuccessful.
- The AFQ Coordinator will schedule all debriefings within five (5) business days of receipt of a written request for debriefing but no later than seven (7) calendar days from the date of the notification.
  - The Department will attempt to avoid issuing Notices of Qualification to successful Applicants on Thursday or Friday. This will enable unsuccessful Applicants to receive their notification and to submit a debriefing request by the end of the work week.
- During the debriefing, the AFQ Coordinator will provide a review of the Applicant's strengths and weaknesses. This will be followed by reasonable responses to relevant questions. Whenever appropriate the debriefing should include comments taken directly from the voting Committee's evaluation process.
- The debriefing will not disclose any information regarding the content of the other Applications or evaluation of other Applications.

The AFQ Coordinator must include a summary of each debriefing in the contract file. This will include a list of attendees, summary of information discussed, and substance of all questions and answers discussed.

## **18. DGS RIGHTS RESERVED**

DGS reserves the right to change these Guidelines. The amended Guidelines will be posted on the DGS website with the changes highlighted for easy comparison to the prior version of the Guidelines. In addition, DGS reserves the right to change the Standard AFQ documents. The amended Standard AFQ documents will be posted on the DGS AFQ website.

**END OF TEXT**

**EXHIBIT A**

**STATEMENT OF CONFIDENTIALITY**

In order to ensure fairness in the evaluation of Applications submitted in response to an AFQ, it is very important that the contents of Applications remain confidential throughout the evaluation process. Members of AFQ Committee, and other Commonwealth employees requiring non-public information regarding this AFQ, signing this Statement of Confidentiality cannot divulge nor make known, in any manner whatsoever, to any person, other than a member of the AFQ Committee or other Commonwealth employee who has signed a copy of this Statement of Confidentiality for the same acquisition, any information pertaining to any and all aspects of the AFQ (which has not already been made available to the public or all interested offerors) including but not limited to: the contents of Applicants' Applications, the scoring method, points allotted, evaluator scores, or any other confidential information regarding the AFQ process. Unauthorized sharing of information may have the result of giving an Applicant an unfair advantage over another Applicant and thereby may render the process invalid. Any person who divulges such information may be subject to disciplinary action, including termination of their employment with the Commonwealth.

As a member of an AFQ Committee for the Project identified below, and others that have been deemed to require non-public information regarding this AFQ, you are required to sign this Statement of Confidentiality indicating that you have read and understood its contents.

I have read the above statement and fully understand it.

\_\_\_\_\_  
**Name**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**AFQ or Contract Number**

\_\_\_\_\_  
**Employing Agency**

**This statement must be signed by every member of the AFQ Evaluation Committee and every other Commonwealth employee that requires non-public information on this AFQ.**

**EXHIBIT B**

**STATEMENT OF NO CONFLICT OF INTEREST**

I acknowledge that I have been selected to participate as a member of the voting Committee for the referenced AFQ or require non-public information regarding this AFQ.

1. To the best of my knowledge, I certify that neither I nor my spouse, my dependent children, members of my household, nor personnel with whom I am seeking employment:
  - a. Have any direct or financial interest in any of the firms submitting Applications or their proposed subcontractors, or
  - b. Have any other beneficial interest in such firms except as fully disclosed on an attachment to this certification.
  
2. I certify that I will observe the following rules of conduct:
  - a. I will not solicit or accept, directly or indirectly, any promise of future employment or business opportunity from or engage, directly or indirectly, in any discussion of future employment or business opportunity with, any officer, employee, representative, agent or consultant of a competing Applicant.
  - b. I will not ask for, demand, exact, solicit, seek, accept, receive, or agree to receive, directly or indirectly, any money, gratuity, or other thing of value from any officer, employee, representative, agent, or consultant of any competing Applicant for this Project. I will advise my family that the acceptance of any such gratuity may be imputed to me as a violation, and must therefore be avoided.
  - c. I will not discuss the proposal evaluation with any unauthorized individuals (including Commonwealth personnel), even after contract award, without specific prior approval from the proper authority.
  - d. I understand that my obligations under this certification are of a continuing nature. If at any time during the AFQ process I receive a contract from a competing Applicant concerning employment or other business opportunity, the offer of a gift from a competing Applicant or I encounter circumstances where my participation might result in a real, apparent, or potential conflict, I will immediately seek the advice of the Office of Chief Counsel and report the circumstances to the Deputy Secretary for Public Works.

\_\_\_\_\_  
Name

\_\_\_\_\_  
AFQ or Contract Number

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

**EXHIBIT C**  
**SAMPLE – MODIFY AS NEEDED**

**REQUIREMENTS CHECKLIST**  
**(Page 1 of 2)**

OCC Rep.: \_\_\_\_\_ Date: \_\_\_\_\_ Applicant's Name: \_\_\_\_\_

Indicate if the Application meets each of following mandatory requirements. Any Application that has a "No" checked will be rejected as non-responsive or receive 0 points as the case may be.

<b>MANDATORY REQUIREMENTS (if "No", Application rejected as non-responsive):</b>	<b>Yes</b>	<b>No</b>
Technical Application – Four (4) copies		
If Applicant is a Joint Venture:		
• Joint Venture Agreement submitted		
• Entity Authorization to Enter Into Joint Venture is included		
Surety Letter of Commitment for Bonds		
Signature on Application properly executed with at least 1 original signature		
<b>NON-MANDATORY REQUIREMENTS (The below applies to sheet and pages limits only. If "No", NOT rejected, but will forfeit points for Sections):</b>		
	<b>Yes</b>	<b>No</b>
<b>ALL APPLICANTS (General Construction, HVAC, Plumbing, Electrical, and Other)</b>		
• Applicant's experience on relevant projects of similar type and size. Limit to three (3) project examples. 3 Sheets / 6 Pages		
• Applicant's experience and coordination regarding multiple prime contractor projects. 1 Sheet / 2 Pages		
• INCLUDE ADDITIONAL FACTORS AS NEEDED		
<b>ONLY .1 GENERAL CONSTRUCTION</b>		
• INCLUDE SPECIFIC FACTORS FOR ONLY THE GENERAL CONSTRUCTION CONTRACTOR		
<b>ONLY .2 HVAC</b>		
• INCLUDE SPECIFIC FACTORS FOR ONLY THE HVAC CONTRACTOR		
<b>ONLY .3 PLUMBING</b>		
• INCLUDE SPECIFIC FACTORS FOR ONLY THE PLUMBING CONTRACTOR		
<b>ONLY .4 ELECTRICAL</b>		
• INCLUDE SPECIFIC FACTORS FOR ONLY THE ELECTRICAL CONTRACTOR		

**NOTES (FOR DGS USE):**



**EXHIBIT E**  
**SAMPLE – MODIFY AS NEEDED**

**SCORING MATRIX FOR TECHNICAL APPLICATION INFORMATION**

AFQ SECTION	FACTOR DESCRIPTION	TOTAL POINTS	SCORES
7			
	<b>ALL APPLICANTS (General Construction, HVAC, Plumbing, and Electrical) FACTORS SHOWN for EXAMPLE ONLY</b>		
7a	<ul style="list-style-type: none"> <li>• Applicant’s experience on relevant projects of similar type and size. Limit to three (3) project examples</li> </ul>		
7b	<ul style="list-style-type: none"> <li>• Applicant’s experience and coordination regarding multiple prime contractor projects</li> </ul>		
7c	<ul style="list-style-type: none"> <li>• LIST ALL “ALL APPLICANTS” FACTORS TO BE EVALUATED AND SCORED</li> </ul>		
	<b>ONLY .1 GENERAL CONSTRUCTION</b>		
7	<ul style="list-style-type: none"> <li>• LIST ALL “GENERAL CONSTRUCTION” FACTORS TO BE EVALUATED AND SCORED</li> </ul>		
	<b>ONLY .2 HVAC</b>		
7	<ul style="list-style-type: none"> <li>• LIST ALL “HVAC” FACTORS TO BE EVALUATED AND SCORED</li> </ul>		
	<b>ONLY .3 PLUMBING</b>		
7	<ul style="list-style-type: none"> <li>• LIST ALL “PLUMBING” FACTORS TO BE EVALUATED AND SCORED</li> </ul>		
	<b>ONLY .4 ELECTRICAL</b>		
7	<ul style="list-style-type: none"> <li>• LIST ALL “ELECTRICAL” FACTORS TO BE EVALUATED AND SCORED</li> </ul>		