

May 2, 2019

Dr. Dan Zaich  
Senior Director – Capital Improvements  
310 Nova Albion Way, Rm 505  
San Rafael, CA 94903

RE: Bid Analysis for RFP 19-05 Relocation and Moving Services at San Pedro & Venetia Valley

Dear Dr Zaich,

We have reviewed the bid submitted by Crown Worldwide Moving and Storage, LLC. Our findings are summarized below.

**BID ANALYSIS:**

The following items were considered in our bid analysis:

- I. Comparative Pricing
- II. Insurance Requirements
- III. Company History
- IV. Bid Award Recommendation

**I. Comparative Pricing**

- A. Low Responsive Bid \$ 21,108.00 (Crown Worldwide Moving and Storage, LLC)
- B. Average Base Bid \$ 32,215.67 (Chipman Relocation; \$35,100.00)
- C. High Bid \$ 40,439.00 (Waters Moving & Storage, Inc.)
- D. Number of plan holders 4
- E. Number of bidders 3

**Comments:**

There were four plan holders and three potential bidders, Crown Worldwide Moving and Storage, LLC., was one of three bidders to submit a bid for Relocation and Moving Services at San Pedro & Venetia Valley.

Cumming performed numerous out calls to potential bidders the week of April 8<sup>th</sup> 2019. The initial call log listed eight contractors. When the mandatory pre-bid walk took place on April 18, 2019 there were four potential bidders in attendance.

Cumming did perform a Post-Bid interview call to discuss the Scope of Work and ensure Crown Worldwide Moving and Storage, LLC. understood the entire scope of work and schedule for the project. Crown Worldwide Moving and Storage, LLC., acknowledges the submission of a complete and accurate bid.

**II. Insurance Requirements**

Insurance requirements listed in on page 4 of the RFP are met by Crown Worldwide Moving and Storage, LLC.

### **III. Company History**

Crown Worldwide Moving and Storage, LLC. has been doing business in California since 1972 and has participated in nearly 250 school moves in the past 10 years.

### **IV. Bid Award Recommendation**

It is Cumming's recommendation that San Rafael City Schools award the Relocation and Moving Services at San Pedro & Venetia Valley project to Crown Worldwide Moving and Storage, LLC. in the amount of \$ 21,108.00. This recommendation is based on the information reviewed in the contractor's pricing matrix and verification that the contractor understood the scope of work and schedule when bidding.

Sincerely,

Joshua Thomas  
Project Manager  
Cumming Corporation