

**REVIEW OF PROPOSALS 4-2285
 FEDERAL LEGISLATIVE ADVOCACY AND CONSULTING SERVICES
 Presented to the Legislative and Communications Committee - 11/21/24
 2 proposals were received, 1 firm was interviewed, 1 firm is being recommended**

Overall Ranking	Proposal Score	Firm & Location	Sub-Contractors	Evaluation Committee Comments	Initial Term Price
1	86	Potomac Partners DC Washington, D.C.	None	Higher-ranked firm overall; well thought out, detailed proposal. Excellent qualifications and experience in federal advocacy. Strong approach and strategy to addressing OCTA needs. Demonstrated a very good understanding of OCTA's broad portfolio. Demonstrated a clear commitment to produce measurable goals. Currently providing federal advocacy services to OCTA. Received positive references.	\$540,000
2	70	Commonwealth Strategic Partners Washington, D.C.	None	Second-ranked firm. Not shortlisted. Less experience advocating for highway or transportation issues. General knowledge of transportation issues. Firm represents entities such as: Aircraft Mechanics Fraternal Association and City of Aberdeen, Maryland. Received positive references.	\$360,000

Evaluation Panel:

Proposal Criteria

Weight Factors

Board of Directors (3)		
Chief Executive Office (1)	Qualification of the Firm	40%
Government Relations (2)	and Staffing	
Contracts Administration and	Work Plan	30%
Materials Management (1)	Cost and Price	30%