

09-3129FL

The selected proposer would receive 18% of all funds collected for the County.

Funding Source: Commissions are paid based on funds collected.

MANATEE COUNTY firms that were directly contacted and made aware of this Request for Proposal were, and took the following actions in response to the RFP:

Receivables Management, Inc., Bradenton, FL

There were no other Manatee County firms found that would provide the products and services required by the RFP.

Proposals were received from the following firms:

Manatee County firms:

Receivables Management, Inc., Bradenton, FL

Local firms:

Gulf Coast Collection Bureau, Inc., Sarasota, FL
Merchants Association Collection Division, Tampa, FL
Vengroff, Williams & Associates, Sarasota, FL

Other firms:

Applied Business Services, Inc., Edenton, NC
CBCS, Grand Rapids, MI
CreditTech Inc., Bangor, PA
CreditWatch Services, Fort Worth, TX
Collecto, Inc., d/b/a EOS CCA, Norwell, MA
Gold Key Credit, Inc., Brooksville, FL
MRS Associates, Inc., Cherry Hill, NJ
Municipal Services Bureau, Austin, TX
NCSPPlus, Inc., Orlando, FL
Payment America Systems, Nashville, TN
Penn Credit Corporation, Harrisburg, PA
SC Services & Associates, Inc., Lake City, FL
Sequoia Financial Services, Glendale, CA
The Sagres Company, San Diego, CA
United Financial Management Services, Inc., Lake Mary, FL

Approval to enter into negotiations with the following top ranked firm.

Manatee County has the need to acquire a professional debt collection agency to perform debt collection services on a commission basis for the Utilities Department, and various other County departments on an as required basis.

10/26/09 – 3/24/10 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to one hundred fifty two (152) Debt Collection firms; twenty five (25) firms downloaded the RFP and nineteen (19) firms' submitted proposals.

The RFP was advertised locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to members.

The Selection Committee consisted of:

Renee Nordbye, Utilities Department
Frank Lambertson, Financial Management Department
Angie Bibler, Financial Management Department

The Selection Committee convened 2/22/10 and shortlisted the following firms:

Gulf Coast Collection Bureau, Inc., Sarasota, FL
Merchants Association Collection Division, Tampa, FL
Receivables Management, Inc., Bradenton, FL

The Selection Committee convened 3/24/10 to hear oral presentations from the shortlisted firms and then ranked the firms as follows for the purpose of negotiating a contract with top ranked firm:

Ranked #1, Merchants Association Collection Division, Tampa, FL – The proposer was determined to best meet the needs of the County for debt collection services. The firm has been performing the debt collection services for the County since 2005 and both Public Safety and Utilities Department are satisfied with their performance. Merchants Association Collection Division has recently installed a new software system that will allow the County additionally visibility on account status.

Ranked #2, Gulf Coast Collection Bureau, Inc., Sarasota, FL – The firm submitted a professional proposal demonstrating their ability to provide the required services and its references provided positive feedback to the Selection Committee. However, the firm was ranked overall due to the perception of the Selection Committee of a lesser ability to meet County requirements, even with a proposed collection fee 1.2% less than the selected firm.

Ranked #3, Receivables Management, Inc., Bradenton, FL – Its proposal responses addressed all categories requested in the RFP and detailed their experience in providing debt collection services. The firms experience was extensive in the collection of municipal traffic fines and moving violations and their proposed contingency collection rate (25%) was the highest of all the proposers.

The remaining proposal respondents were not ranked, although well qualified they were not selected based on a comparison of capabilities of the selected firm.

Applied Susiness Services, Inc., Edenton, NC
CBCS, Grand Rapids, MI
CreditTech Inc., Bangor, PA
CreditWatch Services, Fort Worth, TX
Collecto, Inc., d/b/a EOS CCA, Norwell, MA
Gold Key Credit, Inc., Brooksville, FL
MRS Associates, Inc., Cherry Hill, NJ
Municipal Services Bureau, Austin, TX
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SC Services & Associates, Inc., Lake City, FL
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