

Debt Collection Services, RFP #PUR0517-230

Proposal Evaluation Summary, July 3, 2017

Evaluators: Kathy Foley, Finance Business Manager; Judy Jones, Accounts Receivable Program Manager; Kevin Kirchner, Utilities Business Manager

Proposals received:

Company Name	Location	Ranking
Municipal Collections of America, Inc.	Lansing, IL	790.10
Linebarger Goggan Blair & Sampson, LLP	Kansas City, MO	730.00
Integral Recoveries	Englewood, CO	
MSB	Austin, TX	
Nationwide Credit, Inc.	Des Moines	
Teleperformance	Trevese, PA	
US Collections West	Phoenix, AZ	
Valley Collection Services, LLC	Glendale, AZ	

1. Municipal Collections of America, Inc.

Percent of debt collected	25%
Percent collected from Iowa Offset Program	10%

Facts:

- a) Demonstrated experience with Iowa Income Offset Program
- b) Demonstrated experience with Iowa municipalities
- c) Demonstrated experience collecting similar debt types
- d) Demonstrated experience implementing a no-cost collection program for cities
- e) Experience with the City's traffic camera enforcement vendor
- f) Robust step-by-step implementation plan

2. Linebarger Goggan Blair & Sampson, LLP

Percent of debt collected	15.97%
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Facts:

- a) Experience with other state offset programs, but not with Iowa
- b) Experience primarily collecting government tax & court debt

Recommendation for Award:

The evaluation team ranked each proposal independently and unanimously chose **Municipal Collections of America, Inc.** as the top proposal.