

Collective Bargaining Negotiator services

Proposal Evaluation Summary, September 1, 2009

Evaluators: Casey Drew, Finance Director; Conni Huber, Human Resources Director; Heath Halvorson, Class & Labor Relations Program Manager

Proposals received in alphabetical order:

	Name of Company	Location
1	Ahlers & Cooney, P.C.	Des Moines, Iowa
2	Bradley & Riley PC	Cedar Rapids, Iowa
3	Ray & Associates, Inc.	Cedar Rapids, Iowa
4	The Segal Group, Inc.	Washington, DC
5	Traaen & Associates, LLC	Phoenix, Arizona

1. Ahlers & Cooney, P.C.

Total project cost	\$24,300.00
Travel	\$2,500.00

Facts:

- a) Past experience with the City of Cedar Rapids
- b) Extensive experience with public sector negotiations
- c) Knowledge of State of Iowa contracts

2. Bradley & Riley PC

Total project cost	\$52,200.00
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Facts:

- a) Unsure of public negotiation experience
- b) Both negotiators referenced have experience with preparation of collective bargaining agreements

3. Ray & Associates, Inc.

Total project cost	\$15,000.00
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Facts:

- a) Past experience with the City of Cedar Rapids
- b) Low cost
- c) Owner of the company will be negotiator

4. The Segal Group, Inc.

Total project cost	\$48,000.00
Travel	At cost

Facts:

- a) Experience is mostly on the East Coast; little Midwest or Iowa experience
- b) Negotiators experience is in the area of analysis

5. Traaen & Associates, LLC

Total project cost	\$22,200.00
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Facts:

- c) Experience is mostly in Arizona; no Midwest or Iowa experience
- d) Low cost

Recommendation for Award:

The evaluation team ranked each proposal independently and unanimously chose **Ahlers & Cooney, P.C.** as the top proposal for the following reasons:

1. **Experience:** Current experience with State of Iowa contracts; past experience with the City of Cedar Rapids.
2. **Qualifications:** Extensive public sector negotiation.
3. **Responsiveness:** Met all requirements of the proposal.