

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 1

Proposer: Advanced Chemical Transport, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 3 | 90 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 2 | 40 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 2 | 50 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 1 | 15 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 2 | 10 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 2 | 10 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 215 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 2

Proposer: Advanced Chemical Transport, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 3 | 90 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 2 | 40 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 2 | 50 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 2 | 30 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 2 | 10 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 1 | 5 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 225 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 3

Proposer: Advanced Chemical Transport, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 4 | 120 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 3 | 60 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 3 | 75 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 2 | 30 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 3 | 15 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 2 | 10 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 310 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 4

Proposer: Advanced Chemical Transport, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 3 | 90 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 3 | 60 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 3 | 75 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 2 | 30 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 3 | 15 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 2 | 10 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 280 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 5

Proposer: Advanced Chemical Transport, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 3 | 90 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 3 | 60 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 3 | 75 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 2 | 30 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 3 | 15 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 2 | 10 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 280 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 1

Proposer: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 4 | 120 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 4 | 80 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 3 | 75 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 5 | 75 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 5 | 25 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 4 | 20 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 395 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 2

Proposer: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 4 | 120 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 4 | 80 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 4 | 100 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 4 | 60 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 4 | 20 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 4 | 20 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 400 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 3

Proposer: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 5 | 150 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 5 | 100 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 4 | 100 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 5 | 75 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 5 | 25 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 5 | 25 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 475 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 4

Proposer: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 4 | 120 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 4 | 80 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 4 | 100 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 5 | 75 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 5 | 25 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 4 | 20 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 420 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 5

Proposer: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 4 | 120 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 5 | 100 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 4 | 100 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 4 | 60 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 5 | 25 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 5 | 25 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 430 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 1

Proposer: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 4 | 120 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 5 | 100 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 5 | 125 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 5 | 75 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 5 | 25 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 5 | 25 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 470 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 2

Proposer: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 5 | 150 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 5 | 100 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 5 | 125 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 4 | 60 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 4 | 20 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 4 | 20 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 475 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 3

Proposer: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 5 | 150 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 5 | 100 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 5 | 125 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 5 | 75 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 5 | 25 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 5 | 25 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 500 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 4

Proposer: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 5 | 150 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 5 | 100 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 4 | 100 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 4 | 60 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 5 | 25 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 4 | 20 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 455 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services
WRITTEN PROPOSAL EVALUATION CRITERIA
(Written Weight 50% of Total Score)

Evaluator Number: 5

Proposer: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior
Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|---|----------------------------|-------------------------------------|--|
| I. Statement of Work: Technical Merits | 30 | 5 | 150 |
| <ul style="list-style-type: none"> Technical expertise with hazardous waste collection, storage, transportation, processing and disposal Ability to provide processing services for all materials included in Attachment C-1 Regulatory compliance and reporting expertise Proposed strategic approach, including phases of an implementation plan, associated tasks, and transition requirements for full operation of the four Household Hazardous Waste Collection Center facilities Proposers shall demonstrate their ability to perform the tasks as set forth in Attachment A, Scope of Work, in the most cost-effective manner and in compliance with all applicable regulations and requirements Proposers will demonstrate ability to work with regulators and inspectors. | COMMENTS: | | |
| II. Key Personnel and References | 20 | 5 | 100 |
| <ul style="list-style-type: none"> Proposed team(s) qualifications, key personnel and related experience Licenses and certifications of the members of the technical team Knowledge and experience of proposed Project Manager(s) assigned to this Contract Specific required knowledge and experience of key personnel assigned to this Contract References | COMMENTS: | | |
| III. Approach/Understanding of Scope of Work | 25 | 4 | 100 |
| <ul style="list-style-type: none"> Clear understanding of Scope of Work projects and objectives Proposed approach to conduct hazardous waste management services defined in Section III, Model Contract, Attachment A, Scope of Work Strategic approach to meeting all service requirements | COMMENTS: | | |
| IV. Control of Cost and Schedules | 15 | 4 | 60 |
| <ul style="list-style-type: none"> Capability to plan, organize, monitor, and provide required support services in a cost effective, competitive manner Capability to provide quality assurance/quality control, cost and schedule control. Competitiveness of cost schedule as set forth in Attachment C-1, Contractor Statement of Charges | COMMENTS: | | |
| V. Financial Competence/Commitment of Resources | 5 | 5 | 25 |
| <ul style="list-style-type: none"> State firm's financial competence and the ability to obtain the required resources to perform the services listed in the Scope of Work Evidence of resources to perform the required services and commitment to provide additional staff as required and identify the situations that may warrant additional staff | COMMENTS: | | |
| VI. Overall Quality of Proposal | 5 | 5 | 25 |
| <ul style="list-style-type: none"> Responsiveness to requirements of RFP Overall quality of proposal (clear, concise, professional, thorough) | COMMENTS: | | |
| TOTAL SCORE | 100 | | 460 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 1

Company: Advanced Chemical Transport, Inc. (ACTenviro)

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 2 | 20 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 3 | 30 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 3 | 30 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 3 | 60 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 3 | 90 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

| | | | |
|--|-----------|---|-----|
| all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc. | | | |
| VI. Question #6 | 20 | 3 | 60 |
| How would you go about assisting County in establishing a new HHWCC? Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features. | COMMENTS: | | |
| TOTAL SCORE | 100 | | 290 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 2

Company: Advanced Chemical Transport, Inc. (ACTenviro)

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 3 | 30 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 3 | 30 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 3 | 30 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 3 | 60 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 3 | 90 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

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|--|-----------|---|-----|
| all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc. | | | |
| VI. Question #6 | 20 | 2 | 40 |
| How would you go about assisting County in establishing a new HHWCC? Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features. | COMMENTS: | | |
| TOTAL SCORE | 100 | | 280 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 3

Company: Advanced Chemical Transport, Inc. (ACTenviro)

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 3 | 30 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 3 | 30 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 3 | 30 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 3 | 60 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 3 | 90 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

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|---|------------|----------|------------|
| <i>all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc.</i> | | | |
| VI. Question #6 | 20 | 2 | 40 |
| How would you go about assisting County in establishing a new HHWCC? <i>Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features.</i> | COMMENTS: | | |
| TOTAL SCORE | 100 | | 280 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 4

Company: Advanced Chemical Transport, Inc. (ACTenviro)

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 3 | 30 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 2 | 20 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 2 | 20 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 2 | 40 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 3 | 90 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

| | | | |
|--|-----------|---|-----|
| all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc. | | | |
| VI. Question #6 | 20 | 2 | 40 |
| How would you go about assisting County in establishing a new HHWCC? Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features. | COMMENTS: | | |
| TOTAL SCORE | 100 | | 240 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 5

Company: Advanced Chemical Transport, Inc. (ACTenviro)

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 2 | 20 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 3 | 30 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 3 | 30 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 2 | 40 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 3 | 90 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

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| <i>all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc.</i> | | | |
| VI. Question #6 | 20 | 3 | 60 |
| How would you go about assisting County in establishing a new HHWCC? <i>Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features.</i> | COMMENTS: | | |
| TOTAL SCORE | 100 | | 270 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 1

Company: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 3 | 30 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 3 | 30 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 3 | 30 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 4 | 80 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 3 | 90 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

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| <i>all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc.</i> | | | |
| VI. Question #6 | 20 | 4 | 80 |
| How would you go about assisting County in establishing a new HHWCC? <i>Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features.</i> | COMMENTS: | | |
| TOTAL SCORE | 100 | | 340 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 2

Company: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 4 | 40 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 4 | 40 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 3 | 30 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 3 | 60 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 4 | 120 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

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| all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc. | | | |
| VI. Question #6 | 20 | 4 | 80 |
| How would you go about assisting County in establishing a new HHWCC? Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features. | COMMENTS: | | |
| TOTAL SCORE | 100 | | 370 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 3

Company: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 3 | 30 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 4 | 40 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 3 | 30 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 4 | 80 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 4 | 120 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

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Hazardous Waste Collection & Disposal Services

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| <i>all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc.</i> | | | |
| VI. Question #6 | 20 | 4 | 80 |
| How would you go about assisting County in establishing a new HHWCC? <i>Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features.</i> | COMMENTS: | | |
| TOTAL SCORE | 100 | | 380 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 4

Company: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 4 | 40 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 4 | 40 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 4 | 40 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 4 | 80 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 4 | 120 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

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Hazardous Waste Collection & Disposal Services

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| all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc. | | | |
| VI. Question #6 | 20 | 5 | 100 |
| How would you go about assisting County in establishing a new HHWCC? Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features. | COMMENTS: | | |
| TOTAL SCORE | 100 | | 420 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 5

Company: Clean Earth Environmental Solutions, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 4 | 40 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 4 | 40 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 4 | 40 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 3 | 60 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 4 | 120 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

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| all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc. | | | |
| VI. Question #6 | 20 | 5 | 100 |
| How would you go about assisting County in establishing a new HHWCC? Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features. | COMMENTS: | | |
| TOTAL SCORE | 100 | | 400 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 1

Company: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 4 | 40 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 5 | 50 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 4 | 40 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 5 | 100 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 3 | 90 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

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Hazardous Waste Collection & Disposal Services

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| all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc. | | | |
| VI. Question #6 | 20 | 4 | 80 |
| How would you go about assisting County in establishing a new HHWCC? Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features. | COMMENTS: | | |
| TOTAL SCORE | 100 | | 400 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 2

Company: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 4 | 40 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 5 | 50 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 5 | 50 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 4 | 80 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 4 | 120 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

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| <i>all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc.</i> | | | |
| VI. Question #6 | 20 | 4 | 80 |
| How would you go about assisting County in establishing a new HHWCC? <i>Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features.</i> | COMMENTS: | | |
| TOTAL SCORE | 100 | | 420 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 3

Company: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 4 | 40 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 5 | 50 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 5 | 50 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 5 | 100 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 4 | 120 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

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|---|------------|----------|------------|
| <i>all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc.</i> | | | |
| VI. Question #6 | 20 | 4 | 80 |
| How would you go about assisting County in establishing a new HHWCC? Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features. | COMMENTS: | | |
| TOTAL SCORE | 100 | | 440 |

* Maximum total score = 500 pts.

RFP No. 299-2098201-NA
Hazardous Waste Collection & Disposal Services

ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 4

Company: Clean Harbors Environmental Services, Inc.

0 = Unacceptable 1 = Minimal 2 = Below Standard 3 = Standard 4 = Above Standard 5 = Superior

Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 4 | 40 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 4 | 40 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 4 | 40 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 5 | 100 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 4 | 120 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

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| <i>all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc.</i> | | | |
| VI. Question #6 | 20 | 3 | 60 |
| How would you go about assisting County in establishing a new HHWCC? <i>Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features.</i> | COMMENTS: | | |
| TOTAL SCORE | 100 | | 400 |

* Maximum total score = 500 pts.

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ORAL PROPOSAL EVALUATION CRITERIA
(Oral Weight 50% of Total Score)

Evaluator: 5

Company: Clean Harbors Environmental Services, Inc.

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Scores may only be reflected in whole numbers.

| EVALUATION CRITERIA | WEIGHT (Col. A) | SCORE 0 – 5 (Col. B) | WEIGHTED SCORE (Col. A x B) |
|--|----------------------------|-------------------------------------|--|
| I. Question #1 | 10 | 5 | 50 |
| Describe your team's experience in working with regulators to ensure compliance at permanent Household Hazardous Waste Collection Centers. Also include examples of resolving compliance issues, maintaining the facility to avoid compliance issues. <i>Superior Response – Company has experience operating a facility and its staff has interacted with the regulators with positive results. Company provides a specific interaction, and not just company policies. Proactive: daily, monthly, weekly checklists; ensuring labels are correct.</i> | COMMENTS: | | |
| II. Question #2 | 10 | 5 | 50 |
| Give an example of how you assisted a client in ensuring their time-critical response to regulatory requirements. <i>Superior Response – Company provides an actual incident in which it helped the client meet the requirements, describing specific reasonable and appropriate actions taken by the company. Assistance may include reporting assistance, interaction with regulators, or other activities.</i> | COMMENTS: | | |
| III. Question #3 | 10 | 4 | 40 |
| Describe an example of how your Company has responded to new regulations or state mandated programs in the past, and how the regulation or program and your response to it impacted your client. Include an example of your company assisting a client with regulatory submissions to regulating agencies. What is your approach for ensuring that your client remains up-to-date and in compliance with new regulations and benefits from new programs as well as working directly with regulators and inspectors? <i>Superior Response – Company identifies a regulation or program with which it has first-hand experience, describes its impact on that client specifically or the class as a whole, and describes specific actions the Company took to address a new need, educate the customer, and identify costs involved, as well as assisting customers in the submission of regulatory requirements to regulatory agencies, if applicable. Company also identified working with expected and/or unexpected inspections from regulators.</i> | COMMENTS: | | |
| IV. Question #4 | 20 | 5 | 100 |
| Describe a situation in which your staff had to address a sensitive customer service issue and how it was resolved. For example, a customer that appears to be delivering commercial waste or otherwise unacceptable waste. Include a situation where there is suspected or alleged theft by your staff. You may provide more than one example. <i>Superior Response – Company identifies a specific incident, versus just addressing overall policies. Company describes how staff exhibited proper training, effectively communicated with the customer, maintained a calm and controlled situation, provided alternatives to the customer if applicable, and demonstrated good judgement.</i> | COMMENTS: | | |
| V. Question #5 | 30 | 4 | 120 |
| Describe your waste packaging process from acceptance of an item to loading containers for transport. Include information on unknowns, sorting, packaging, storing and transport of wastes. How does your method limit liability to the County? <i>Superior Response – Company has a method for testing unknown, packages items per DOT regulations (if using "commodity pack" – company must know the DOT reclassification restrictions for</i> | COMMENTS: | | |

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| <i>all wastes that they are accepting), monitors accumulation dates on drums to ensure that they are not stored beyond accumulation time limits, monitors storage areas for leaks, stores incompatible materials separately, transports materials within accumulation time limits and all persons responsible for handling wastes have DOT certification HM149. Bulk Packing: absorbent that is included to prevent leaks, etc.</i> | | | |
| VI. Question #6 | 20 | 4 | 80 |
| How would you go about assisting County in establishing a new HHWCC? <i>Superior Response – Proactive, regulatory aspects, facility itself, budget, projections, participants, submitting applications on time, financial plan, all requirements for obtaining permits. Security features.</i> | COMMENTS: | | |
| TOTAL SCORE | 100 | | 440 |

* Maximum total score = 500 pts.