

**RFP 2020-2021-02 Flight Training Provider  
EVALUATION CRITERIA MATRIX**

RFP Section #	Max Evaluation Points	Evaluation Criteria	Emerald Coast Aviation	Vertol Systems Company, Inc - Destin Flight Works	US Aviation Academy
E.01	20	Company Qualifications	13.4	15.6	19
E.02	20	Safety Management System/Company Safety Record	17.8	17.2	17.2
E.03	50	Proposed Solution/Scope of Services	49	45.5	40
E.04	20	Proposed Fleet of Aircraft	13.4	17.2	18.8
E.05	20	Staff FAA Certification/ Training/Maintenance Experience	17.6	18.4	15.4
E.06	50	Total Value to College/Students	36.4	46.6	40.6
E.07	30	Partnerships and Cooperative Agreements	20.4	16.7	28.4
	<b>210</b>	<b>Subtotal</b>	<b>168</b>	<b>177.2</b>	<b>179.4</b>
E.08	15	Finalist References	14.4	13	14
E.09	35	Proposal Finalist Visit/Interview (Optional)	19	28.4	25.6
E.10	40	Proposal Negotiation*†	0	29.8	35.6
	<b>300</b>	<b>Proposal Grand Total</b>	<b>201.4</b>	<b>248.4</b>	<b>254.6</b>

\*Per Addendum #3 and Addendum #4, Proposal Negotiation was completed following Board of Trustees approval on August 17, 2021, to negotiate with the top two ranked offerors. No modifications were made to prior scoring.

†Proposal negotiation included clarification and negotiation of ability to achieve required FAA certification, provide services to the College's service area, and to meet Florida College System Risk Management Consortium risk management liability coverage recommendations. Top ranked proposer: (1) insurance coverage limits exceeded the College's requirements with no additional costs; and (2) ability to secure Part 141 FAA certification within deadline appears to be most favorable.