

PROFESSIONAL SERVICES

SERVICE: *Sales & Use Tax Auditing & Analysis Services*

SERVICE DESCRIPTION: Provide sales tax and use tax auditing, projection, recovery and other revenue audit services.

VENDOR: Hinderliter, de Llamas and Associates (**HdL**)

OVERALL RANKING: 1

SUBJECT MATTER EXPERTS/RATERS: 1. Senior Finance Analyst-Finance;
2. Senior Accountant-Finance; 3. Senior Administrative Analyst-Fire

I. MINIMUM QUALIFICATIONS REVIEW

- Written Proposal Score: 1,321.50

VENDOR NAME – Minimum Qualifications Review		
<u>Criteria</u>	<u>Total Weighted Score</u>	<u>Maximum Score</u>
<i>Compliance with RFP</i>	139	150
<i>Technical Approach</i>	350	375
<i>Qualifications</i>	325	375
<i>Clarity</i>	150	150
<i>Cost</i>	287.5	375
<i>References</i>	70	75
<i>Local Vendor Preference</i>	NA	NA
Total	1,321.5	1,500

II. DUE DILIGENCE REVIEW

- Interview Ranking: 1

HdL – Summary of Review
<ul style="list-style-type: none">• <i>Leader in providing sales tax audit and analysis services to local municipalities throughout California. Servicing approximately 500 local government agencies in 11 states.</i>• <i>Very well qualified having served governmental entities for over 35 years providing revenue enhancement and consulting services to local governments.</i>• <i>Excellent staffing includes former Finance Directors and leading industry experts.</i>• <i>Lobbyist with State Board of Equalization;</i>• <i>Excellent relationship with City staff. Currently provide sales and use tax auditing services to the City.</i>• <i>References: Excellent references from the cities of Riverside, Costa Mesa, Santa Monica, Yorba Linda, and Glendale.</i>

HdL – Pricing
<ul style="list-style-type: none">• <i>Annual service fee (Y1 \$0; Y2 \$6,00; Y3 \$10,200.</i>• <i>15% contingency fee recovered amounts.</i>• <i>Contingency fee applies to 6 quarters</i>

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SERVICE: *Sales & Use Tax Auditing & Analysis Services*

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VENDOR: Vendor #2

OVERALL RANKING: 2

SUBJECT MATTER EXPERTS/RATERS: 1. *Senior Finance Analyst-Finance*; 2. *Senior Accountant-Finance*; 3. *Senior Administrative Analyst-Fire*

I. MINIMUM QUALIFICATIONS REVIEW

- Written Proposal Score: 1,290

VENDOR NAME – Minimum Qualifications Review		
<u>Criteria</u>	<u>Total Weighted Score</u>	<u>Maximum Score</u>
<i>Compliance with RFP</i>	130	150
<i>Technical Approach</i>	300	375
<i>Qualifications</i>	317.5	375
<i>Clarity</i>	130	150
<i>Cost</i>	345	375
<i>References</i>	55	75
<i>Local Vendor Preference</i>	NA	NA
Total	1,277.5	1,500

II. DUE DILIGENCE REVIEW

- Interview Ranking: 2

Vendor #2 – Summary of Review
<ul style="list-style-type: none">• <i>Active provider of audit and analysis services in local government sector throughout California. Servicing approximately 350 government municipalities throughout the State of California..</i>• <i>Well qualified: served governmental entities for over 40 years.</i>• <i>Recipient of industry-wide recognition by being listed on GovTech100 for their role in supporting their local government clients.</i>• <i>Have expert Government Relations team and lobbyist in Sacramento that monitors legislative and regulatory activity.</i>• <i>References: Solid references from the cities of Santa Ana, Brea, and Anaheim.</i>

Vendor #2 – Pricing
<ul style="list-style-type: none">• <i>\$5,000 annual service fee (subject to annual CPI)</i>• <i>8% contingency fee</i>• <i>Contingency fee applies to 5 quarters after the Date of Correction and all eligible prior quarters back to and including the 3 quarters prior to the Date of Knowledge quarter with a maximum of 9 total quarters</i>