SANFORD AIRPORT AUTHORITY

REQUEST FOR PROPOSAL

AIRPORT DIGITAL TWIN PLATFORM

IMPLEMENTATION AND SUPPORT SERVICES

#2027-006-RFP

Attachment B

PROPOSAL EVALUATION CRITERIA

I. Letter of Interest

Provide a Letter of Interest/cover letter confirming the Respondent's interest in providing the Services. The letter shall not exceed two (2) pages and shall include:

- Respondent's legal name and business address.
- Telephone number and email address.
- Principal contact person.
- Type of business organization
- Number of years in business
- Required criminal and financial disclosures.
- Disclosure of any known conflict of interest that may affect the Respondent's ability to perform the Services.
- Signature of an individual authorized to make representations on behalf of the Respondent.

II. Minimum Qualifications (Pass/Fail)

i. Statement / Proof of Respondent's Ability to Provide Services (Pass/Fail)

The Respondent shall submit a narrative not exceeding two (2) pages demonstrating its overall capability and capacity to provide the Services required under this Solicitation, including relevant experience with Digital Twin platforms or comparable enterprise technology solutions.

ii. Statement / Proof of Respondent's Ability to Meet the Authority's Insurance Requirements

As a mandatory minimum requirement, the Respondent must demonstrate the ability to obtain and maintain the minimum insurance coverages identified below. The insurance requirements listed herein are not intended to be all-inclusive and represent the Authority's minimum insurance requirements. Additional insurance coverages, endorsements, limits, or other insurance-related requirements may be required based on the Respondent's proposed solution, scope of services, contractual requirements, applicable law, or risk considerations.

- **Commercial General Liability:** Not less than $1,000,000 per occurrence and $2,000,000 annual general aggregate.
- **Commercial Automobile Liability:** Coverage for owned, leased, hired, and non-owned automobiles, with a combined single limit for bodily injury and property damage of not less than $1,000,000 per occurrence.
- **Professional Liability:** Not less than $1,000,000.
- **Workers' Compensation:** Statutory limits as required by applicable law.

The Respondent shall provide a letter from its insurance company or broker confirming the Respondent's ability to obtain and maintain the required coverage. The insurer shall be authorized to conduct business in the State of Florida.

Failure to meet this mandatory minimum requirement may result in the Response being deemed non-responsive and not considered further by the Authority.

iii. Statement / Proof of Respondent's Business Licensing and Authority to Conduct Business in Florida – (Pass/Fail)

As a mandatory minimum requirement, the Respondent must demonstrate that it is legally authorized to conduct business in the State of Florida and possesses all business licenses, registrations, certifications, authorizations, and other corporate credentials required to provide the proposed Services.

The Respondent shall provide copies of applicable business credentials and disclose any material sanctions, suspensions, restrictions, revocations, or disciplinary actions affecting such credentials.

This requirement applies solely to the Respondent entity and any proposed subcontractor entity, as applicable. Qualifications and credentials of Key Personnel will be evaluated separately under the Technical and Management Qualifications criteria.

Overall Minimum Qualifications Determination

The Authority will review the minimum qualifications collectively. To receive an overall Pass, the Respondent must satisfy each mandatory minimum requirement above and all other mandatory submission requirements established in the Solicitation. Failure to satisfy any mandatory minimum requirement may result in an overall Fail determination, in which case the Response may be deemed non-responsive and not considered further.

III. Technical and Management Qualifications (Scored)

The Proposal shall demonstrate the Respondent's ability to successfully configure, implement, integrate, deploy, support, and continuously improve the Airport Digital Twin Platform described in the Solicitation and Attachment C – Detailed Scope of Work. The Response should be specific to the Authority's objectives and proposed operating environment and should provide sufficient information for the Evaluation Committee to evaluate the Respondent under each criterion below.

Respondents shall clearly distinguish standard platform functionality, configured functionality, integrated third-party functionality, custom development, and conceptual or future capability. Material assumptions, exclusions, constraints, dependencies, limitations, Authority resource requirements, third-party requirements, and risks shall be clearly identified.

Each criterion will be evaluated on a sliding scale from zero (0) up to the maximum points available. Evaluators shall assign the point value supported by the Response based on how well the Respondent addresses the stated evaluation factors and should document relevant strengths, weaknesses, risks, or distinguishing factors.

i. Respondents' Overall Experience and Qualifications - (Maximum four (4) pages) - 15 Points

- Describe the Respondent's experience implementing and supporting Digital Twin platforms, enterprise asset visualization platforms, or comparable integrated operational technology environments.
- Provide up to five (5) projects demonstrating experience with similar scope or complexity. At least three (3) projects are preferred. Airport experience is desirable where relevant; comparable complex operating environments may also be presented.
- For each project identify the client/owner, project name and location, implementation date/status, Respondent's role, platform/technology used, major integrations, project scope, and relevance to the Authority's Digital Twin project.
- Identify significant implementation challenges encountered and how they were resolved.
- Provide current client reference contact information for each project. The Respondent is responsible for the accuracy of reference contact information.
- Identify the Respondent's organizational resources, proposed partners/subcontractors, and relevant platform/vendor relationships supporting initial implementation and ongoing services.

ii. Proposed Solution and Technical Approach – (Maximum eight (8) pages) - 25 Points

- Describe the proposed commercially available Digital Twin Platform, products/modules, architecture, hosting model, licensing approach, and major third-party components.
- Demonstrate how the solution supports the Authority's project objectives and guiding principles, including business value, simplicity and sustainability, Commercial off the Shelf (COTS), configuration before customization, systems of record, open integration, practical AI, and spatial enablement.
- Describe the integration and data approach, including APIs, middleware, web services, event-driven methods, data readiness, interface dependencies, and open, standards-based interoperability.
- Describe the proposed spatial approach for available GIS, CAD, BIM, LiDAR, imagery, floor plans, engineering drawings, asset locations, O&M information, and other spatial/facility information.
- Describe platform capabilities for asset visualization, dashboards, workflows, reports, notifications, analytics/AI, security, administration, scalability, and future expansion.
- Clearly identify which proposed capabilities are standard, configured, integrated third-party, custom, or conceptual and justify any custom development.

iii. Initial Implementation and Roadmap – (Maximum six (6) pages) - 20 Points

- Recommend the initial implementation scope, priorities, systems, assets, integrations, use cases, and spatial capabilities that will provide measurable operational value while establishing the foundation for the Authority's long-term Digital Twin Ecosystem.
- Address the initial terminal and airfield focus areas, as appropriate, including vertical transportation, passenger boarding bridges, baggage handling, HVAC, airfield infrastructure, CMMS/EAM information, and other recommended high-value areas.
- Provide proposed implementation phases, schedule, milestones, sequencing, testing/user acceptance, deployment, and transition to operations.
- Describe the proposed approach, staffing, schedule, milestones, level of effort, and Authority participation required to support the collection, assessment, refinement, validation, mapping, and consolidation of data from interfaced systems necessary for implementation of the Digital Twin Platform. Identify any assumptions, dependencies, data readiness requirements, and recommended strategies to mitigate data quality or availability risks.
- Identify Authority resources, third-party participation, data/information needs, assumptions, exclusions, constraints, dependencies, risks, and recommended mitigations.
- Provide a future roadmap for logical expansion through additional integrations, assets, facilities, dashboards, workflows, analytics, operational use cases, and emerging technologies.

iv. Team Organization, Key Personnel, Availability, and Qualifications – (Maximum three (3) pages, excluding resumes) - 15 Points

- Provide an organization chart identifying Key Personnel, firm affiliation, roles, responsibilities, reporting relationships, and involvement throughout implementation and support.
- Identify the individual responsible for overall project management and the individuals responsible for technical architecture/integration and other key functions.
- Provide resumes for all Key Personnel, preferably no more than two (2) pages each, including proposed role, years with the firm, education, relevant licenses/certifications, and experience relevant to the proposed role.
- Describe availability, anticipated level of involvement, team continuity, and the process for any proposed substitution of Key Personnel.

v. Training, Support, and Sustainability (Maximum three (3) pages) - 10 Points

- Describe the proposed training approach for system administrators and applicable Authority user groups.
- Describe documentation and knowledge transfer that will enable Authority personnel to perform routine administration, user management, dashboard modifications, and appropriate configuration activities.
- Describe post-go-live support, software upgrades, technical support, issue resolution, platform maintenance, ongoing enhancement services, and continuous improvement capabilities.
- Demonstrate how the proposed approach supports long-term maintainability, cost-effective administration, configuration-based expansion, and reduced dependence on unnecessary custom development.

vi. Price / Five-Year Cost of Ownership – (Maximum three (3) pages) - 15 Points

- Complete the Cost Proposal/Pricing Form and clearly identify the recommended base implementation and all required recurring costs.
- Separately identify implementation services, platform/license/subscription costs, hosting, support/maintenance, required third-party costs, and other required charges.
- Separately identify any professional services, labor categories, hourly rates, assumptions, estimated hours, and associated costs for supporting Authority staff in the collection, assessment, refinement, validation, mapping, and consolidation of data from interfaced systems required to support implementation and operation of the Digital Twin Platform.
- Separately identify optional or future professional services, modules, integrations, and applicable labor categories/rates.
- Pricing will be evaluated based on overall value, completeness, transparency, consistency with the proposed solution, and five-year cost of ownership.

Evaluation Summary

Respondent's Overall Experience and Qualifications: 15 points

Proposed Solution and Technical Approach: 25 points

Initial Implementation and Roadmap: 20 points

Team Organization, Key Personnel, Availability, and Qualifications: 15 points

Training, Support, and Sustainability: 10 points

Price / Five-Year Cost of Ownership: 15 points

TOTAL: 100 POINTS