



December 3, 2024

AWARD NOTICE
RP015-24
Provision of Collection Services for Aged Accounts Receivable on an Annual Contract

Pursuant to the proposals received on July 26, 2024 for RP015-24 Provision of Collection Services for Aged Accounts Receivable on an Annual Contract, the proposal has been awarded to RSI Enterprises, Inc., in the amount of \$190,000.00. Please note the enclosed tabulation.

We appreciate your proposal and interest in Gwinnett County.

Sincerely,

A handwritten signature in black ink, appearing to read "Casey Beauston".

Casey Beauston
Purchasing Associate II

CB/bc

Enclosure

RP015-24

Provision of Collection Services for Aged Accounts Receivable on an Annual Contract
 Departments of Fire and Emergency Services and Water Resources

			Lifeline Collections (OS)	Nationwide Recovery Service (L)	Penn Credit Corporation (OS)	RSI Enterprises, Inc. (OS)	Southern Credit Bureau Association dba Creditors Bureau Associates (OC)
ITEM #	CRITERIA	POINTS ALLOCATED	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS
SECTION A - DEPARTMENT OF FIRE AND EMERGENCY SERVICES							
1	Qualifications & Personnel/Company Experience	30	19.4	27.4	29.6	29.2	12
2	Understanding and Meeting Service Requirements (to include value-added services, interface with current third-party billing company Digitech, completeness of proposal)	30	14.6	26.4	27.4	29.4	13
3	References	10	4	7	7	7	7
4	HIPAA and Compliance with Laws and Policies	15	12	14.8	15	15	9
	SUB-TOTAL	85	50	75.6	79	80.6	41
5	Fee Schedule	15		10.51	15	13.6	
6	Optional Interview/Demonstration	10		6.6	8.2	9.4	
	TOTAL	110	50	92.71	102.2	103.6	41
SECTION B - DEPARTMENT OF WATER RESOURCES							
1	Qualifications & Personnel/Company Experience	30	18.2	25	29.6	29	9.4
2	Understanding and Meeting Service Requirements (to include value-added services, interface with current third-party billing company Digitech, completeness of proposal)	30	8	20.8	26	29	11
3	References	10	0	0	5	7	0
4	HIPAA and Compliance with Laws and Policies	15	14	14.8	15	15	10.4
	SUB-TOTAL	85	40.2	60.6	75.6	80	30.8
5	Fee Schedule	15		10.12	15	13.5	
6	Optional Interview/Demonstration	10		4.4	7.8	9.6	
	TOTAL	110	40.2	75.12	98.4	103.1	30.8

Recommended Vendor:

RSI Enterprises, Inc.
 Attn: Christian P. Ulrich
 5440 West Northern Avenue
 Glendale, AZ 85301
 Phone: 602-627-2348
chris.ulrich@risco.com

RP015-24

Provision of Collection Services for Aged Accounts Receivables on an Annual Contract
 Departments of Fire and Emergency Services and Water Resources

SECTION A - DEPARTMENT OF FIRE AND EMERGENCY SERVICES		Nationwide Recovery Service (L)	Penn Credit Corporation (OS)	RSI Enterprises, Inc. (OS) Original Cost	RSI Enterprises, Inc. (OS) BAFO
Item #	Description	Collection % Fee	Collection % Fee	Collection % Fee	Collection % Fee
1	Collection Services for accounts with a date of transport (DOS) 365 days or fewer from placement date - new accounts	16.5%	13.5%	14.5%	14.0%
2	Collection Services for accounts with a date of transport (DOS) 366-730 days from placement date - new accounts	19.5%	13.5%	14.5%	14.0%
3	Collection Services for accounts with a date of transport (DOS) 731 days or greater from placement date - new accounts	25%	13.5%	16.5%	16.0%
4	Collection Services - accounts transferred/forwarded from a previous service provider	27%	13.5%	18%	17.5%
	Will Vendor Hold Pricing Firm? Option One	Yes	Yes	Yes	Yes
	Will Vendor Hold Pricing Firm? Option Two	Yes	Yes	Yes	Yes
	Will Vendor Hold Pricing Firm? Option Three	Yes	Yes	Yes	Yes
	Will Vendor Hold Pricing Firm? Option Four	Yes	Yes	Yes	Yes

SECTION B - DEPARTMENT OF WATER RESOURCES		Nationwide Recovery Service (L)	Penn Credit Corporation (OS)	RSI Enterprises, Inc. (OS) Original Cost	RSI Enterprises, Inc. (OS) BAFO
Item #	Description	Collection % Fee	Collection % Fee	Collection % Fee	Collection % Fee
1	Collection Services - new accounts	20%	13.5%	15%	14.5%
2	Collection Services - accounts transferred/forwarded from a previous service provider	27.5%	13.5%	17.5%	17.0%
	Will Vendor Hold Pricing Firm? Option One	Yes	Yes	Yes	Yes
	Will Vendor Hold Pricing Firm? Option Two	Yes	Yes	Yes	Yes
	Will Vendor Hold Pricing Firm? Option Three	Yes	Yes	Yes	Yes
	Will Vendor Hold Pricing Firm? Option Four	Yes	Yes	Yes	Yes