



CITY OF ATLANTA
OFFICE OF THE INSPECTOR GENERAL
SHANNON K. MANIGAULT
INSPECTOR GENERAL

INDEPENDENT PROCUREMENT REVIEW DIVISION

Independent Procurement Review Report

TO: Atlanta City Council

DATE: August 30, 2023

The purpose of this report is to communicate the results of the following solicitation.

Background

The Department of Aviation requested a Request for Proposals for the project and scope shown below. Requests for Proposals are typically evaluated based on various evaluation factors, including price, understanding of scope and objectives, and expertise. This project was not previously cancelled.

Solicitation#	RFP/DOA/2211-1230149
Project Name:	Concessions Package 2 F1 Concourse B
Estimated Dollar Amount:	NA - revenue generating project of \$19.8 million annually
Term:	10 years with one (1) three (3) year renewal option
Recommended Awardee:	Delaware North Companies Travel Hospitality Services, Inc.
DOP Responsive Bidders:	Areas ATL Group JV, LLC, ATL Dine & Fly, LLC, CI Food Partners of Atlanta, LLC, Crews Enterprises, LLC, Delaware North Companies Travel Hospitality Services Inc, Host + ATLNextGenPartners 1, LLC, Jackmont of Atlanta, LLC, MCA ATL Hospitality Partners, LLC OTG ATL Venture, LLC Paradies Lagardere @ ATL Con-B, LLC Wow Brands Atlanta, LLC

All Bidders:	Areas ATL Group JV, LLC, ATL Dine & Fly, LLC, CI Food Partners of Atlanta, LLC, Crews Enterprises , LLC, Delaware North Companies Travel Hospitality Services Inc, Fashion Poze Productions, LLC, Host + ATLNextGenPartners 1, LLC, Jackmont of Atlanta, LLC, MCA ATL Hospitality Partners, LLC OTG ATL Venture, LLC Paradies Lagardere @ ATL Con-B, LLC Wow Brands Atlanta, LLC
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Observations and Responses

Initiation

Observation 1: Five addenda were issued for this solicitation to revise due dates, amend the project description, update an online meeting link, revise solicitation documents, replace the lease agreement, replace the premises description, answer 258 questions, and replace OCC requirements.

Too many addenda could indicate unclear specifications or scope of work, which could favor a particular proponent.

DOP Response: The five addenda were issued to all that are interested in the supplier community to provide with as much up to date information as possible regarding this project to promote healthy and fair competition and also in order to give the proponents ample time to create the best proposal possible. The details of the Addendum memos are listed as follows:

- a. To extend due date to 3/31/23 and edit cover page
- b. To edit zoom link for Conference
- c. To respond to 258 questions and to extend due to 4/17/23
- d. To update Lease agreement and edit descriptions and definitions
- e. To update OCC Appendix A section

Evaluation

Observation 2: Two evaluators not identified as approved evaluators attended the collaborative scoring session.

DOP Response: The evaluators were changed a couple of times initially; however, the final selection was identified and approved months before the scoring. The latest approval has been shared with IPro after this was identified.

The review yielded no additional findings.

Methodology

The Independent Procurement Division reviews the following stages of the procurement process:

- Initiation
- Solicitation
- Responsive Review
- Evaluation
- Award

In accordance with Atlanta City Charter Article 8, Section 8-107, and Section 2-1604 of the Atlanta Code of Ordinances, the Independent Procurement Review Division of the Office of the Inspector General must review all solicitations with an aggregate value of \$1,000,000 or greater seeking approval by the Atlanta City Council, for file completeness, conflicts of interest, and other areas of perceived deficiency; must review all cooperative purchase agreements and piggyback contracts with an aggregate value greater than \$1,000,000; and may conduct discretionary reviews of any value.