

**DEBT COLLECTION SERVICES—RFP NO. 09-154**  
**PASCO COUNTY BOARD OF COUNTY COMMISSIONERS**

**SUMMARY PROPOSAL COMPARISON OF HIGHEST RANKED FIRMS (NCS AND TRANSWORLD)**

Phase I (Written Demand) Quantity Fixed Fee	NCS Plus Incorporated		NCS Plus Incorporated		Transworld Systems, Inc.	
	Phase I "Basic Service" <sup>1</sup>	Total	Phase I "Level I Service" <sup>2</sup>	Total	Phase I Service <sup>3</sup>	Total
100 Accounts	\$13.50	\$1,350.00	\$18.00	\$1,800.00	\$9.99	\$999.00
250 Accounts	\$10.80	\$2,700.00	\$14.40	\$3,600.00	\$9.99	\$2,497.50
500 Accounts	\$8.95	\$4,475.00	\$12.60	\$6,300.00	\$9.99	\$4,995.00
1,000 Accounts	\$8.03	\$8,030.00	\$11.70	\$11,700.00	\$9.50	\$9,500.00
2,000 Accounts	\$7.88	\$15,760.00	\$11.25	\$22,500.00	\$9.50	\$19,000.00
2,500 Accounts	\$7.88	\$19,700.00	\$11.25	\$28,125.00	\$9.00	\$22,500.00
5,000 Accounts	\$7.43	\$37,150.00	\$10.80	\$54,000.00	\$8.00	\$40,000.00
10,000 Accounts	\$6.98	\$69,800.00	\$10.35	\$103,500.00	\$7.00	\$70,000.00
15,000 Accounts	\$6.53	\$97,950.00	\$10.35	\$155,250.00	\$6.50	\$97,500.00
20,000 Accounts	\$6.08	\$121,600.00	\$10.35	\$207,000.00	\$6.50	\$130,000.00
25,000 Accounts	\$6.08	\$152,000.00	\$9.90	\$247,500.00	\$6.25	\$156,250.00
50,000 Accounts	\$5.63	\$281,500.00	\$9.90	\$495,000.00	\$6.00	\$300,000.00
<b>Total (Cumulative)<sup>4</sup></b>		<b>\$812,015.00</b>		<b>\$1,336,275.00</b>		<b>\$853,241.50</b>
<b>Phase II (Verbal Demand) Contingency Fee</b>	50% <sup>5</sup>		50% <sup>5</sup>		40% - 50% <sup>6</sup>	
<b>Return on Investment (ROI) Guarantee</b>	400% <sup>7</sup>		400% <sup>7</sup>		200% <sup>8</sup>	

<sup>1</sup> NCS "Basic Service" includes five demand (5) letters, including an attorney demand letter, and credit reporting. No telephone calls are included. This service most closely matches the service offered by Transworld.

<sup>2</sup> NCS "Level I Service" includes five (5) demand letters, including an attorney demand letter, optional "thank you" letter, three (3) telephone calls, and credit reporting. This service most closely matches the Scope of Services specified in the subject Request for Proposals.

<sup>3</sup> Transworld "Phase I Service" includes five (5) demand letters and an optional "thank you" letter. No telephone calls are included.

<sup>4</sup> Total is simply the sum of the various extended totals and is being used for evaluation purposes only. NCS offers "cumulative" pricing, which lowers the fixed fee based on the total accounts purchased within a 12-month time period. Transworld does not offer "cumulative" pricing; however, the associated fixed fees may be amortized over a period of 24-months.

<sup>5</sup> NCS "Phase II" contingency fee includes continued demand letters and telephone calls, advanced skip tracing and litigation services.

<sup>6</sup> Transworld "Phase II" contingency fee(s) include continued demand letters, including attorney demand letters, telephone calls and litigation services. Transworld's proposal indicates "If money is collected the agency fee is 40% of money collected and 50% for legal, litigation and accounts that are mail skips (bad addresses)."

<sup>7</sup> NCS's ROI conditions are: (1) accounts must be persons or companies that legally owe the County at least ten times the applicable NCS fixed fee; (2) accounts that are reachable by mail and/or phone through information furnished by the County; (3) accounts where prior legal action was taken or accounts where judgements have been obtained, bankruptcies, and accounts which are past due 12-months since last payment or charge. If conditions are met, NCS will, at its option, (1) provide a full refund on the system price; or (2) refund the difference between the amount collected and four times the system purchase price.

<sup>8</sup> Transworld's ROI conditions are: (1) all accounts purchased must be used within the initial RFP two (2) year time frame; (2) the average principal balance is \$50 or more; (3) all accounts submitted must have correct debtor address, the date of last payment or charge, not involving bankrupt accounts or accounts submitted more than 12 months from the date of last payment or charge; (4) no more than 10% of accounts submitted are mail returns. If conditions are met, Transworld will refund, at its option, either: (1) the total purchase price of the accounts purchased; or (2) the cash difference between double the total purchase price of accounts and the dollar amount collected.