



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

10/13/2021 | 12:30 PM CDT

Steve Morgan
Incident Communications Solutions d/b/a PEAK LLC
846 Ritchie Highway, Suite 2A
Severna Park, MD, 21146

Re: **RFQ # 119219, Internet/SIP Service over Satellite, Service and Support**

Dear Mr. Morgan:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 119219 for Internet/SIP Service over Satellite, Service and Support. This letter hereby notifies you of Metro's intent to award to Incident Communications Solutions d/b/a PEAK LLC, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Scott Ferguson by email at scott.ferguson@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent

cc: Solicitation File
Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

[Procurement Division](#)

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

RFQ# 119219 - Internet/SIP Service over Satellite, Service and Support				
Evaluation Criteria	Connection Wizards, LLC	Incident Communication Solutions, dba PEAKE LLC	IP ACCESS INTERNATIONAL, INC	Mobile Satellite Technologies
Round 1				
Licensing Requirements	Yes	Yes	Yes	Yes
Background Check Acceptance	Yes	Yes	Yes	Yes
Solicitation Acceptance	Yes	Yes	Yes	Yes
Contract Acceptance	Yes	Yes	Yes	Yes
ISA Questionnaire Completed and Terms Accepted	Yes	Yes	Yes	Yes
Corporate Experience and Capacity (35 Points)	10	30	30	10
Service and Maintenance (35 Points)	10	35	27	10
Cost Criteria (30 Points)	7.06	30.00	27.80	22.42
Totals	27.06	95.00	84.80	42.42
Strengths & Weaknesses				

Connection Wizards, LLC

Strengths: Firm described how they would provide full Internet and SIP services for the Command Vehicle.

Weaknesses: Firm did not adequately provide an overview of their company. Firm did not demonstrate their experience providing Internet and SIP Services and maintaining the hardware stated in the scope. Demonstration of firm's capacity to provide maintenance and support lacked specific detail. Description of how work would be prioritized lacked detail. Firm did not demonstrate how their company would provide replacement parts required for the maintenance of existing equipment. Firm did not adequately describe their process for Maintenance. Firm did not describe the process and timeline of replacing existing Hardware if needed.

Incident Communication Solutions dba PEAKE LLC

Strengths: Firm demonstrated their experience providing Internet and SIP Services and maintaining the hardware stated in the scope. Firm provided three references of similar size, scope and complexity. Firm adequately presented how they would provide full Internet and SIP services and Maintenance Services and Support for the Command Vehicle. Firm demonstrated how their company will provide all replacement and miscellaneous parts required for the maintenance of all existing equipment. Firm described in detail their process for Maintenance. Firm adequately described whether their company can utilize the existing hardware. Firm adequately described the process and timeline of replacing existing Hardware if needed.

Weaknesses: Demonstration of firm's capacity to provide maintenance and support lacked specific detail. Description of how work would be prioritized lacked detail.

IP ACCESS INTERNATIONAL, INC

Strengths: Firm demonstrated their experience providing Internet and SIP Services and maintaining the hardware stated in the scope. Firm provided three references of similar size , scope and complexity. Firm adequately presented how they would provide full Internet and SIP services and Maintenance Services and Support for the Command Vehicle. Firm described in detail their process for Maintenance.

Weaknesses: Demonstration of firm's capacity to provide maintenance and support lacked specific detail. Description of how work would be prioritized lacked detail. Firm did not demonstrate how their company would provide replacement parts required for the maintenance of existing equipment. Firm did not adequately describe their process for Maintenance. Firm did not describe the process and timeline of replacing existing Hardware if needed.

Mobile Satellite Technologies

Strengths: Firm demonstrated their experience providing Internet and SIP Services and maintaining the hardware stated in the scope. Firm described how they would provide full Internet and SIP services for the Command Vehicle.

Weaknesses: Firm did not adequately provide a narrative of the project team and it's members. Firm did not provide three (3) references of similar size, scope and complexity. Firm did not adequately describe how Metro work will be prioritized under other ongoing contracts/projects/obligations. Firm did not adequately describe how their company would provide full Maintenance and Support services for the Command Vehicle. Firm did not demonstrate how they will provide all replacement and miscellaneous parts required for the maintenance of all existing equipment. Firm did not adequately describe their process for Maintenance.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Internet/SIP Service over Satellite, Service and Support; RFQ# 119219			30	0	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Connection Wizards, LLC	\$164,229.83	\$0.00	7.06	0.00	7.06
Incident Communication Solutions dba PEAKE LLC	\$38,640.00	\$0.00	30.00	0.00	30.00
IP ACCESS INTERNATIONAL, INC	\$41,700.00	\$0.00	27.80	0.00	27.80
Mobil Satellite Technologies	\$51,715.00	\$0.00	22.42	0.00	22.42