

Notice of Intent to Award

Solicitation Number	285248	Award Date	9/18/2023 2:02 PM CDT	
Solicitation Title	Automated License Plate Reader/Recognition (ALPR) system - Fixed Based LPRs Portion			
Buyer Name	Terri Ray	Buyer Email	terri.ray@nashville.gov	
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov	

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Insight LPR, LLC	Company Contact	Jason Lynch	
Street Address	1014 Hwy 471			
City	Brandon	State	Mississippi	Zipcode 39042

Company Name	Motorola Solutions, Inc	Company Contact	Rick Carter	
Street Address	105 Westpark Drive, Bldg 3, Suite 200			
City	Brentwood	State	Tennessee	Zipcode 37027

Company Name	Flock Group, Inc	Company Contact	Ryan Elswick	
Street Address	1170 Howell Mill Road, Ste 210			
City	Atlanta	State	Georgia	Zipcode 30318

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable. No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable. No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – 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.

ML Supervisor (Initial)

Fixed Based Mobile Solution Scoring Summary

	Round 1 (50 Points)	Round 2 (100 Points)				Round 2 Total (100 Points)	Round 3 (150 Points)	Round 4 (50 Points)	Total Round 1-4 (350 Points)
		Product Information (40 Points)	Methodology and Business Plan (30 Points)	Service and Maintenance (30 Points)					
Insight LPR, LLC	30	30	30	30	90	127	41.59	288.59	
Motorola Solutions, Inc	50	40	30	30	100	123	50	323	
Flock Group, Inc	50	30	30	25	85	140	41.18	316.18	
Jenoptik Smart Mobility Solutions	33	25	25	20	70	Shortlisted but Failed to Submit in Round 3		103	
Selex-ES Inc	33	25	10	15	50	Deemed not unacceptable, therefore, not shortlisted to Round 3		83	
Eye in the Sky, LLC	40	Shortlisted but Failed to Submit in Round 2						40	
Genetec Inc	5	Deemed not unacceptable, therefore, not shortlisted to Round 2						5	
NDI Technologies Inc	30	Shortlisted but Failed to Submit in Round 2						30	
Utility Associates Inc	10	Deemed not unacceptable, therefore, not shortlisted to Round 2						10	
Upstate Wholesale Supply Inc dba Brite Computers	35	Shortlisted but Failed to Submit in Round 2						35	

RFQ 285248 - Automated License Plate Reader/Recognition (ALPR) system Scoring and Justification

ROUND 1 – FIXED LPR

Proposed Solution/Offeror Name	Eye in the Sky, LLC	Flock Group, Inc	Genetec Inc	Insight LPR, LLC	Jenoptik Smart Mobility Solutions	Motorola Solutions, Inc	NDI Technologies Inc	Selex-ES Inc	Upstate Wholesale Supply Inc dba Brite Computers	Utility Associates Inc
Project Experience (50 Pts Max)	40	50	5	30	33	50	30	33	35	10
Total Round 1 Points (50 Pts Max)	40	50	5	30	33	50	30	33	35	10

Eye in the Sky, LLC

Strengths – Proposal demonstrated an understanding of scope by providing detailed information related to camera installation, garages of entry and exit points, and mounting angles based on project experiences. Proposal demonstrated twenty plus years’ experience on projects of similar scope and complexity.

Weaknesses – Proposal lacked specific qualifications, including an item-by-item disclosure outlining how the team meets or exceeds the requirements of this solicitation. Proposal demonstrated limited experience with municipals law enforcement agencies as a prime.

Flock Group, Inc

Strengths – Proposal demonstrated detailed project experience for a full turn-key solution of similar size, scope, and complexity. Proposal demonstrated detailed qualifications, including an item-by-item disclosure outlining how the team meets or exceeds the requirements of this solicitation. Proposal outlined detailed explanation related to project experience solution being linked to the scope details, including on-staff implementation team.

Weaknesses – N/A

Genetec Inc

Strengths – N/A

Weaknesses -Proposal demonstrated prime as a manufacturer that would offer products through re-seller. Proposal failed to demonstrate project experience of a full-turnkey solution of similar size, scope, and complexity.

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ROUND 1 – FIXED LPR

Proposed Solution/Offeror Name	Eye in the Sky, LLC	Flock Group, Inc	Genetec Inc	Insight LPR, LLC	Jenoptik Smart Mobility Solutions	Motorola Solutions, Inc	NDI Technologies Inc	Selex-ES Inc	Upstate Wholesale Supply Inc dba Brite Computers	Utility Associates Inc
Project Experience (50 Pts Max)	40	50	5	30	33	50	30	33	35	10
Total Round 1 Points (50 Pts Max)	40	50	5	30	33	50	30	33	35	10

Insight LPR, LLC

Strengths – Proposal demonstrated project experience of similar size and complexity.

Weaknesses – Proposal demonstrated limited experience with municipals law enforcement agencies. Proposal demonstrated project experience is limited compared to other offerors. Proposal lacked specific qualifications, including an item-by-item disclosure outlining how the team meets or exceeds the requirements of this solicitation.

Jenoptik Smart Mobility Solutions

Strengths - Proposal demonstrated project experience of similar size and complexity for the prime.

Weaknesses - Proposal lacked details regarding subcontractors and experience perform certain roles to be performed as part of the scope. Proposal lacked specific qualifications, including an item-by-item disclosure outlining how the team meets or exceeds the requirements of this solicitation.

Motorola Solutions, Inc

Strengths - Proposal demonstrated detailed project experience for a full turn-key solution of similar size, scope, and complexity. Proposal demonstrated detailed qualifications, including an item-by-item disclosure outlining how the team meets or exceeds the requirements of this solicitation. Proposal outlined detailed explanation related to project experience solution being linked to the scope details, including on-staff implementation team.

Weaknesses – N/A

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ROUND 1 – FIXED LPR

Proposed Solution/Offeror Name	Eye in the Sky, LLC	Flock Group, Inc	Genetec Inc	Insight LPR, LLC	Jenoptik Smart Mobility Solutions	Motorola Solutions, Inc	NDI Technologies Inc	Selex-ES Inc	Upstate Wholesale Supply Inc dba Brite Computers	Utility Associates Inc
Project Experience (50 Pts Max)	40	50	5	30	33	50	30	33	35	10
Total Round 1 Points (50 Pts Max)	40	50	5	30	33	50	30	33	35	10

NDI Technologies Inc

Strengths - Proposal demonstrated project experience of similar size and complexity.

Weaknesses – Proposal contains limited information related to the background of the company. Proposal demonstrated project experience is limited compared to other offerors.

Selex-ES Inc

Strengths – Proposal demonstrated project experience at the federal level and for large municipals. Proposal demonstrated data exchange project experience across various agencies.

Weaknesses - Proposal lacked specific qualifications, including an item-by-item disclosure outlining how the team meets or exceeds the requirements of this solicitation.

Upstate Wholesale Supply Inc dba Brite Computers

Strengths – Proposal demonstrated project experience of similar scope and complexity.

Weaknesses – Proposal demonstrated limited installation experience as a prime.

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ROUND 1 – FIXED LPR

Proposed Solution/Offeror Name	Eye in the Sky, LLC	Flock Group, Inc	Genetec Inc	Insight LPR, LLC	Jenoptik Smart Mobility Solutions	Motorola Solutions, Inc	NDI Technologies Inc	Selex-ES Inc	Upstate Wholesale Supply Inc dba Brite Computers	Utility Associates Inc
Project Experience (50 Pts Max)	40	50	5	30	33	50	30	33	35	10
Total Round 1 Points (50 Pts Max)	40	50	5	30	33	50	30	33	35	10

Utility Associates Inc

Strengths – N/A

Weaknesses - Proposal failed to demonstrate project experience for just LPRs. Project Experience demonstrated in car camera system that can do LPR technology but not stand alone LPR solution. Proposal demonstrated limited years of experience in LPR field/industry for the one LPR technology submitted with proposal. Proposal failed to demonstrate project experience of similar size, scope, and complexity. Proposal lacked disclosure outlining how the team meets or exceeds the requirements of this solicitation.

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ROUND 2 – FIXED LPR

Proposed Solution/Offeror Name	Flock Group, Inc	Insight LPR, LLC	Jenoptik Smart Mobility Solutions	Motorola Solutions, Inc	Selex-ES Inc
Methodology & Business Plan (30 Pts Max)	25	30	20	30	15
Service and Maintenance (30 Pts Max)	30	30	25	30	10
Product Information (40 Pts Max)	30	30	25	40	25
Total Round 2 Points (100 Pts Max)	85	90	70	100	50

- Genetec Inc & Utility Associates Inc were deemed not qualified from Round 1.
- Eye in the Sky, LLC, NDI Technologies Inc, and Upstate Wholesale Supply Inc dba Brite Computers failed to submit response to Round 2

Flock Group, Inc

Strengths – Proposal demonstrated detailed and well-organized methodology and business plan which included project management plan and implementation plan. Proposal demonstrated a detailed service and maintenance plan. Proposal demonstrated response times to be 1 hour or less for resolution, less than a minute through chat feature, 20 seconds or less to answer call.

Weaknesses – Proposal demonstrated that customer was responsible for running power unless mandated. Product information response to three categories stated not compliant but description provided in response demonstrates compliance. Proposal included link provided for systems administration or user manual which then requires a login to get to information.

Insight LPR, LLC

Strengths – Proposal demonstrated detailed methodology and business plan which included a good description of implementation plan. Proposal clearly defined team members roles. Proposal demonstrated response times to be 1 hour or less for resolution.

Weaknesses – Failed to provide systems administration, user manual, and implementation documentation.

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ROUND 2 – FIXED LPR

Proposed Solution/Offeror Name	Flock Group, Inc	Insight LPR, LLC	Jenoptik Smart Mobility Solutions	Motorola Solutions, Inc	Selex-ES Inc
Methodology & Business Plan (30 Pts Max)	25	30	20	30	15
Service and Maintenance (30 Pts Max)	30	30	25	30	10
Product Information (40 Pts Max)	30	30	25	40	25
Total Round 2 Points (100 Pts Max)	85	90	70	100	50

- Genetec Inc & Utility Associates Inc were deemed not qualified from Round 1.
- Eye in the Sky, LLC, NDI Technologies Inc, and Upstate Wholesale Supply Inc dba Brite Computers failed to submit response to Round 2

Jenoptik Smart Mobility Solutions

Strengths – Proposal demonstrated response times were 30 minutes for urgent and high related issues with 2 hours or less for urgent work around solution.

Weaknesses – Methodology and business plan proposal was generic and not specific to Metro’s scope of services. Proposal failed to address risk management plan strategy and out-of-scope process(es). Overall proposal was difficult to follow due to formatting. Product information response stated compliance with specifications but failed to provide additional description details. Failed to provide systems administration, user manual, and implementation documentation. Proposal demonstrated that licensing would only support the first 50 users then there would be additional costs for more licenses.

Motorola Solutions, Inc

Strengths - Proposal demonstrated detailed and well-organized methodology and business plan which included project management plan and implementation plan. Proposal demonstrated response times to be 1 hour or less for resolution. Proposal demonstrated detailed site preparation plan as part of product information response.

Weaknesses – N/A

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ROUND 2 – FIXED LPR

Proposed Solution/Offeror Name	Flock Group, Inc	Insight LPR, LLC	Jenoptik Smart Mobility Solutions	Motorola Solutions, Inc	Selex-ES Inc
Methodology & Business Plan (30 Pts Max)	25	30	20	30	15
Service and Maintenance (30 Pts Max)	30	30	25	30	10
Product Information (40 Pts Max)	30	30	25	40	25
Total Round 2 Points (100 Pts Max)	85	90	70	100	50

- Genetec Inc & Utility Associates Inc were deemed not qualified from Round 1.
- Eye in the Sky, LLC, NDI Technologies Inc, and Upstate Wholesale Supply Inc dba Brite Computers failed to submit response to Round 2

Selex-ES Inc

Strengths – Proposal demonstrated versatility of proposed solutions.

Weaknesses - Methodology and business plan proposal was generic and not specific to Metro's scope of services. Proposal included an organization chart but failed to provide description and role for individuals on organizational chart. Risk management plan included with proposal focused on COVID and weather. Proposal failed to provide response time for issues. Proposal demonstrated that there is the potential for risk data breach and that would be completely the responsibility of the customer and Offeror would not be held responsible. Proposal also demonstrated that the Offeror would make a best effort to notify if a breach took place. Proposal included a copy and paste of license agreement rather than providing response to providing description how all licensing and/or subscriptions work for all components. Product information response stated compliance with specifications but failed to provide additional description details. Proposal included a 2018 manual.

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ROUND 3 – FIXED LPR

Proposed Solution/Offeror Name	Flock Group, Inc	Insight LPR, LLC	Motorola Solutions, Inc
Fixed LPR Field Trial (150 Pts Max)	140	127	123
Total Round 3 Points (150 Pts Max)	140	127	123

Flock Group, Inc

Strengths – Fixed LPR demonstration resulted in good performance daytime reads on blue plates. Fixed LPR field trial demonstrated exceptional OCR accuracy on hits. Field trial demonstrations supported an intuitive user interface and user-friendly proposed solution. Fixed LPR field trial showed an automated process for National Crime Information Center (NCIC) hotlist ingestion that had timely updates. Field trial showed the capability of custom hotlists being supported. Fixed LPR field trial showed supports suppressed hits. Fixed LPR field trial demonstrated SMS Alerts capability. Proposed solution for Fixed LPR demonstrated as part of the field trial a single sign-on with Azure active directory supported and documented. Fixed LPR field trial demonstrated device status information that was accurate. Fixed LPR field trial demonstrated admin audit log which includes system modifications. Fixed LPR field trial demonstrated exceptional device maintenance and health monitoring with notification(s). There was limited need for additional maintenance and support during the Fixed LPR field trial demonstration. Fixed LPR field trial demonstrated good dashboard with device status overview.

Weaknesses – Fixed LPR demonstration resulted poor performance nighttime reads on blue plates until replacement cameras installed on June 6th by vendor that improved performance with new cameras for nighttime reads with blue plates. Fixed LPR field trial demonstrated the inability to schedule reports without custom application programming interface integration. Proposed solution for Fixed LPR demonstrated that date/time parameters cannot be adjusted for read reports. Proposed solution showed an advanced search option as part of the Fixed LPR demonstration but not as robust as other offer(s).

RFQ 285248 - Automated License Plate Reader/Recognition (ALPR) system Scoring and Justification

ROUND 3 – FIXED LPR

Proposed Solution/Offeror Name	Flock Group, Inc	Insight LPR, LLC	Motorola Solutions, Inc
Fixed LPR Field Trial (150 Pts Max)	140	127	123
Total Round 3 Points (150 Pts Max)	140	127	123

Insight LPR, LLC

Strengths – Fixed LPR demonstration resulted in good performance day and nighttime reads on blue plates. Clear & readable infrared images on notifications received as part of the Fixed LPR demonstration. Fixed LPR field trial demonstrated good dashboard with device status overview. Fixed LPR field trial demonstrated detailed hit reports with options to categorize by National Crime Information Center (NCIC) alert type by camera. Field trial demonstrations supported an intuitive user interface. Fixed LPR field trial supported the ability for custom hotlists. Fixed LPR field trial demonstrated mobile application for alerts. Direct Lightweight Directory Access Protocol Active Directory integration supported and documented as part of the Fixed LPR field trial. Fixed LPR field trial demonstrated device status information accurate. Fixed LPR field trial demonstrated exceptional device maintenance and health monitoring with notification(s). During fixed LPR field trial there was timely support response provided that was for the most part in-person and onsite support.

Weaknesses – Fixed LPR field trial demonstrated the inability to schedule reports. Proposed solution for Fixed LPR demonstrated that date/time parameters cannot be adjusted for read reports. Fixed LPR field trial required regular manual intervention for National Crime Information Center (NCIC) hotlist. Proposed solution showed an advanced search option as part of the Fixed LPR demonstration but not as robust as other offer(s). As part of the field trial results generated not specific to search request and lacked accurate results. Fixed LPR field trial showed inability to support suppressed hits. Fixed LPR field trial showed single sign-on through Azure not supported. Fixed LPR field trial demonstrated that user permissions does not provide granular access control.

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ROUND 3 – FIXED LPR

Proposed Solution/Offeror Name	Flock Group, Inc	Insight LPR, LLC	Motorola Solutions, Inc
Fixed LPR Field Trial (150 Pts Max)	140	127	123
Total Round 3 Points (150 Pts Max)	140	127	123

Motorola Solutions, Inc

Strengths - Fixed LPR demonstration resulted in good performance day & nighttime reads on blue plates. Fixed LPR field trial demonstrated exceptional reporting interface that allows scheduled and customizable reports. Fixed LPR field trial showed an automated process for National Crime Information Center (NCIC) hotlist ingestion that had timely updates. Fixed LPR field trial supported the ability for custom hotlists. Fixed LPR field trial demonstrated mobile App for alerts. Fixed LPR field trial demonstrated a granular and robust advanced search filtering options that included a wildcard search function. Proposed solution for Fixed LPR demonstrated as part of the field trial a single sign-on with Azure active directory supported and documented. Fixed LPR field trial demonstrated granular user permissions. During fixed LPR field trial there was timely support response provided that was remote with limited on-site.

Weaknesses – During the Fixed LPR Field Trial there were several fixed camera replacements due to defective seals, water penetration, and/or SIM card issues. During Fixed LPR field trial infrared images often unreadable. As part of the Fixed LPR field trial the system status available through series of menus but no overall status dashboard available. Fixed LPR field trial demonstrated device status information inaccurate. Multiple onsite service calls have been required to revisit hardware maintenance issues throughout Fixed LPR field trial.

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Scoring and Justification**

ROUND 4 – FIXED LPR

Offeror's Name	Bids	Evaluation Amount	RFP Cost Point Distribution (50 Points Max)
Flock Group, Inc	\$ 757,500.00	\$757,500	41.18
Insight LPR, LLC	\$ 750,000.00	\$750,000	41.59
Motorola Solutions, Inc	\$ 623,823.46	\$623,823	50.00

Round 4 Scoring			
Proposed Solution/Offeror Name	Flock Group, Inc	Insight LPR, LLC	Motorola Solutions, Inc
Fixed LPR Cost (50 Pts Max)	41.18	41.59	50
Total Round 4 Points (50 Pts Max)	41.18	41.59	50

**Notice
Unacceptable Offers**

Solicitation Number	285248	Date	12/8/2022 4:11 PM CST		
Solicitation Title	Automated License Plate Reader/Recognition (ALPR) system				
Buyer Name	Terri Ray	Buyer Email	terri.ray@nashville.gov		
BAO Rep	N/A	BAO Email	N/A		

Unacceptable Offer

The following supplier has submitted an offer for Fixed LPR, Vehicle Based Mobile, and Trailer-Based Mobile that is unacceptable:

Company Name	Genetec Inc	Company Contact	Stefania D'Alessandro		
Street Address	2280 Alfred-Nobel Blvd				
City	Montreal H4S 2A4 Canada	State	N/A	Zipcode	N/A

Suppliers with unacceptable offers will not be considered for award.

Public Information and Records Retention

Solicitation and award documentation will be available upon request after the intent to award is issued. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the Procurement Record.

Right to Protest

Per MCL 4.36.010 – 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.

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**Notice
Unacceptable Offers**

Solicitation Number	285248	Date	12/8/2022 4:10 PM CST		
Solicitation Title	Automated License Plate Reader/Recognition (ALPR) system				
Buyer Name	Terri Ray	Buyer Email	terri.ray@nashville.gov		
BAO Rep	N/A	BAO Email	N/A		

Unacceptable Offer

The following supplier has submitted an offer for Fixed LPR, Vehicle Based Mobile, and Trailer-Based Mobile that is unacceptable:

Company Name	Utility Associates Inc	Company Contact	Joyce Trotter		
Street Address	250 E Ponce de Leon Ave, Suite 700				
City	Decatur	State	GA	Zipcode	30030

Suppliers with unacceptable offers will not be considered for award.

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Right to Protest

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ml

**Notice
Unacceptable Offers**

Solicitation Number	285248	Date	1/9/2023 4:53 PM CST		
Solicitation Title	Automated License Plate Reader/Recognition (ALPR) system				
Buyer Name	Terri Ray	Buyer Email	terri.ray@nashville.gov		
BAO Rep	N/A	BAO Email	N/A		

Unacceptable Offer

The following supplier has submitted an offer for Fixed LPR, Vehicle Based Mobile, and Trailer-Based Mobile that is unacceptable:

Company Name	Selex-ES Inc	Company Contact	Craig Duncan		
Street Address	4221 Tudor Lane				
City	Greensboro	State	NC	Zipcode	27410

Suppliers with unacceptable offers will not be considered for award.

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Michelle A. Hernandez Lane