



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

March 12, 2018

Lindsey Cooksey
Brite Computers
7647 Main Street Fishers
Victory, NY 14564

Re: **RFQ # 1005655, Mobile Data Computers Replacement Project**

Dear Ms. Cooksey:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1005655 for **Mobile Data Computers Replacement Project**. This letter hereby notifies you of Metro's intent to award to Brite Computers, contingent upon successful contract negotiations.

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 Genario Pittman by email at Genario.pittman@nashville.gov Monday through Friday between 8:30am and 3:30pm.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification. Should you have any questions concerning this requirement, please contact Jeremy Frye, BAO Representative, at (615) 862-6638 or at jeremy.frye@nashville.gov.

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

Sincerely,

A handwritten signature in blue ink that reads "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.

1005655 Mobile Data Computers Replacement Project - Round 1			
Evaluation Team Score Sheet			
Offeror	Brite Computers	CDW Government Inc.	ProSys
Technical and Business Plan (65 Points)	60	8	45
Qualification and Experience (35 Points)	35	10	10
Total Evaluation Scores - Round 1	95	18	55

1005655 Mobile Data Computers Replacement Project - Round 2			
Evaluation Team Score Sheet			
Offeror	Brite Computers	CDW Government Inc.	ProSys
Process and Approach Information (0 points)	Pass		

1005655 Mobile Data Computers Replacement Project - Round 3			
Evaluation Team Score Sheet			
Offeror	Brite Computers	CDW Government Inc.	ProSys
Cost Spreadsheet (35 Points)	35		
Trial (65 Points)	60		
Total Scores - Round 3	95		

Cumulative Total Score (Rounds 1-3)	190.00	18.00	55.00
--	---------------	--------------	--------------

Evaluation Comments

Brite Computers
<p>Strengths - Vendor answered all questions in a very detailed and clear manner. The proposal was very clear and concise. The references were of similar size, scope and complexity. Vendor proposed 3 types of mounting solutions so that all vehicle types and models would be covered. Vendor proposed the ability to integrate CAD premier 1. Vendor proposed that they will ship a replacement part within 24 hours of notice. Vendor demonstrated past and current relationships with law enforcement. Vendor showed that they have had long term multi-term contracts with entities similar to Metro. The proposal included supporting affidavits. The proposed warranty is 5 year no fault. They have many different suppliers they are in business with in order to provide a wide range of solutions for their customers.</p> <p>Weaknesses - The proposal did not go into enough detail on various inputs. Metro was unable to test the Automated Vehicle Locator polling cycle function. Metro was unable to search by name in reporting using the AVL Data Search. Metro was unable to test when the VPN connection was used. Keyboard that was provided for trial required customizing for the custom MDC solution.</p>

CDW Government Inc.
<p>Strengths - None</p> <p>Weaknesses - The Vendors proposal did not provide a response or solution to AVL or GPS Tracking. Vendors proposal did not meet the minimum requirement that MDC solution must contain FIPS quality fingerprint scanner/platen for both JPG format and WSQ format. The proposal did not address MDC mount, trunk mount, and printer. The proposal did not address the detachable keyboard. The proposal did not provide any affidavits. The only reference the proposal made to a warranty is a Dell product sheet. The proposal document appeared to be truncated. The solicitation requested 5 references with project information; they only provided 3 references and left off requested project information. The proposed tablet was the weakest of all proposals.</p>

ProSys
<p>Strengths - The proposed solution met all technical requirements. Vendor proposed a Panasonic solution which is a very good strong product for MDC.</p> <p>Weaknesses - The proposal did not provide any supporting affidavits. The proposal did not address trunk mounts. The proposal provided extremely limited details about the proposer's involvement in the implementation with only one page demonstrating information about the actual contractor. Proposal failed to clearly distinguish the role of the proposer as the responsible implementer of the requested MDC solution, rather was more focused on the product to be implemented. Provided reference did not explain why the City of Chattanooga switched from the Vendor's system to a different system and also did not consist of any contact information for the referenced project.</p>

Solicitation Title & Number				RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Mobile Data Computers Replacement Project; RFQ 1005655-3				28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	SBE/SDV %	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Brite Computers	\$3,489,315.00	\$1,289,345.71	36.95%	28.00	7.00	35.00

PNP Compliance Results Form

Department Name: Metro Nashville Police Department
RFP/ITB Number: 1005655
Procurement Name: MDC Replacement Project

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
Brite Computers	Yes	Brite is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: Thomas Consultants, Inc (MBE) accepted 36.95%, Johnston Technologies, Inc (MBE) declined, and GISbiz, Inc (MBE) Declined

*Denotes Contractor with whom follow up was required
 Date: 03/07/2018
 Metro Buyer :Stephen Pitman /Genario Pittman
 BAO Rep:Jeremy Frye

BAO Small Business Assessment Sheet

BAO Specialist: Jeremy Frye
Contract Specialist: Stephen Pitman/Genario Pittman
Date: 03/07/2018

Department Name: Metro Nashville Police Department
RFP/ITB Number: 1005655
Project Name: Mobile Data Computers Replacement Project

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Brite Computers	\$ 3,489,315.00	\$ 1,289,345.71	Yes	36.95%	The prime not an approved SBE propose to use Thomas Consultants, Inc (\$1,289,345.71) 36.95%.
.....	\$ -	\$ -			
.....	\$ -	\$ -			
.....	\$ -	\$ -			

Column Headings

Shaded cells in columns E and G are formula driven and should not be changed

White cells with text are fields that you can edit.

Gray cells with bold text contain formulas that can not be changed.

TESTER NAME _____					VEHICLE #:		DATE: _____			
	Component Tested	Date tested	Tested By:	Scenario/Intent	Test Case/Steps	Expected Result	Issues Found	Ease of Use - Include Description	Status	Comments
1.0	Data Capture Software (DCS)					N/A for Brite - This is separate MNPD effort as part of the overall project			N/A	
1.1	DCS - Photos					Capture Quality .JPG image			N/A	
1.2	DCS - FIPS Quality Prints					Capture Readable WSQ format print			N/A	
1.2a	DCS - FIPS Quality Prints					Capture Readable print in .JPG file format			N/A	
1.3	DCS - Signature Capture								N/A	
1.4	DCS - FIPS Finger Identification			Allows each finger to be identified independently					N/A	
2.0	Initiate Booking Process in the Field					NEC IDCheck Only - N/A for Brite but part of the overall project			N/A	
3.0	CAD vs AVL					CAD-AVL interfacing to be removed from deliverables - N/A for Brite	Replace &/or Reduce # of CAD Desktop Licenses - Assess new AVL functionality vs current CAD uses today		N/A	
4.0	AVL I/F CAD for AVL Dispatching					CAD-AVL interfacing to be removed from deliverables - N/A for Brite			N/A	
5.0	Barcode Reader			Read Drivers License from TDL barcode - All Other 8 Surrounding States		PASS - Device made this accessible to developer for Data Capture Software			PASS	
5.1	Barcode Capture					PASS - Device made this accessible to developer for Data Capture Software			PASS	
5.2	Barcode Reader			Ease of bar code scanning; Ratio of good vs bad reads		PASS - Device made this accessible to developer for Data Capture Software			PASS	
6.0	Fingerprint Platen Success Rate			Ease of Fingerprint Read; Ratio of good vs bad reads		PASS - Device made this accessible to developer for Data Capture Software			PASS	
7.0	Signature Capture			Ease of signature capture; Ratio of good vs bad images		PASS - Device made this accessible to developer for Data Capture Software			PASS	
8.0	MDC Device (MDC)			Supports Advance Authentication Process					PASS	

8.1	MDC Image Install			Supports NetMotion Install					PASS	
8.2	MDC Image Install			Supports NEC IDCheck software					PASS	
8.3	MDC Image Install			Supports MS SQL Express & Hypersonic SQL					PASS	
8.4	MDC Touchscreen			Reliability Scale 1-5		4 - Bigger Screen			PASS	
9.0	Antenna			Ease of install & maintenance		5 - Smaller one not tested			PASS	
10.0	Automated Vehicle Locator (AVL)			AVL software must record vehicle speed at all times.						
10.1	Automated Vehicle Locator (AVL)	11/29/2017	JO & EF	AVL software must record location at all times	Through out testing we have noticed that location is always available in real-time. Also ran detail report to confirm.		n/a		PASS	
10.2	Automated Vehicle Locator (AVL)	11/30/2017	JO & EF	AVL software must record blue light status at all times	Through out testing we have noticed that blue light notification appears in real-time. Also ran detail report to confirm.		n/a		PASS	
10.3	Automated Vehicle Locator (AVL)	12/1/2017	JO & EF	AVL software must record siren status at all times	Through out testing we have noticed that siren notification appears in real-time. Also ran detail report to confirm.		n/a		PASS	
10.4	Automated Vehicle Locator (AVL)	12/2/2017	JO & EF	AVL software must record seat belt status at all times	Unable to test. To our knowledge the seat belt input was not set-up.				N/A	
10.5	Automated Vehicle Locator (AVL)	12/3/2017	JO & EF	AVL software must record gun rack status at all times	Through out testing we have noticed that Weapon Release notification appears in real-time. Also ran detail report to confirm.		n/a		PASS	
10.6	Automated Vehicle Locator (AVL)	12/4/2017	JO & EF	Documentation on Level of Accuracy for speed/location coordinates based on min/max refresh/capture rate	This was tested by Elizabeth in the software speaking to Jason while in the vehicle. Speed was determined to be accurate in real-time.		n/a		PASS	

10.7	Automated Vehicle Locator (AVL)	12/5/2017	JO & EF	Provides affidavit usable in Court that defines how the solution works	Unable to test. Have not seen the affidavit.				FAIL	Include in contractual deliverables
10.8	AVL Data Search	12/6/2017	JO & EF	Ability to search by a radius within a location	This is accomplished by using a Geo-Fence. Works for real-time and historical report purposes.		n/a		PASS	
10.9	AVL Data Search	12/7/2017	JO & EF	Ability to search by officer's name	Search for vehicles allows for this while in real-time. Officer must be permanently assigned to vehicle. Have not found a way to search by name in reporting.		During testing Search for Vehicles Windows kept losing focus. Unsure what was causing this.		FAIL	Have not found a way to search by name in reporting - Include in contractual deliverables
10.10	AVL Data Search	12/8/2017	JO & EF	Ability to search by vehicle #	Able to search in real-time and reporting.				PASS	
10.11	AVL Data Search	12/9/2017	JO & EF	Ability to search by unit #/call sign	Unable to test. CallSign/Unit # are not showing from CAD.				N/A	CAD-AVL Inteface removed
10.12	AVL Data Search	12/10/2017	JO & EF	Ability to search more than 12 hours at a time	Can search any time that data is available for. No limit by software.				PASS	
10.13	AVL Data Export	12/11/2017	JO & EF	Ability to export the map and data points	This is accomplished by using the trip report. It works well without noticeable limitations.				PASS	
10.14	Automated Vehicle Locator (AVL)	12/12/2017	JO & EF	Watch in real-time or playback only without a full license	This works by right clicking on a vehicle and selecting Replay Movement. There is a limitation of the exported video. Any video over 8 hours produces an error when replayed in Media Player.		There is a limitation of the exported video. Any video over 8 hours produces an error when replayed in Media Player.		Pass w/notation	
10.15	Automated Vehicle Locator (AVL)	12/13/2017	JO & EF	Provides a flag on the data point that dictates the rule on the polling cycle	We are able to test that the vehicle flag changes based on vehicle activity stopped or moving, but unable to confirm if this conforms to the polling cycle schedule.				Pass w/notation	

10.16	Automated Vehicle Locator (AVL)	12/14/2017	JO & EF	Provide documentation on how the polling cycle is set and who has the ability to change it.	Unable to test. Have not seen do				FAIL	Include in contractual deliverables
10.17	Automated Vehicle Locator (AVL)	12/15/2017	JO & EF	Ability to identify officer based on external officer table tied to the vehicle information.	Unable to test. We don't have an external table linked to the testing environment.				FAIL	Include in contractual deliverables
10.18	Automated Vehicle Locator (AVL)	12/16/2017	JO & EF & PH	Startup time for AVL signal.	Per Phillip he noticed a 45 second delay between the vehicle AVL comes online and the vehicle appears in the system.				PASS	
10.19	Automated Vehicle Locator (AVL)	12/17/2017	JO & EF	AVL data cache when disconnected.	While in the software the user can see the last reported transmission from the AVL.				PASS	
10.20	Automated Vehicle Locator (AVL)	12/18/2017	JO & EF	Verify GPS accuracy	This was tested by Elizabeth in the software speaking to Jason while in the vehicle. Location was determined to be accurate in real-time.				PASS	
10.21	AVL Data Search	12/19/2017	JO & EF	Ability to search multiple vehicles, units/call signs, and/or officer names in the same search.	This has been confirmed in real-time and reports. The user can select on vehicle or groups of vehicles with checkboxes.				PASS	
11.0	Printer Mount			Ease of install & maintenance					PASS	
12.0	Console			Fit and functionality.					PASS	
13.0	MDC Mount			Ease of install & maintenance					PASS	
13.1	MDC Mount			Allow for removal without affecting connections					PASS	
13.2	MDC Mount			Remain stable & secured with no movement during vehicle movement; Stress Test					PASS	
13.3	MDC Mount			Ease of MDC removal and redocking					PASS	

13.3	MDC Mount			Docks ability swivel for passenger use.						2 Not Great	
14.0	Printer			Ease of printer paper replacement while mounted.						PASS	
14.1	Printer			Ease of access to printer controls.						PASS	
14.2	Printer			Ease of printer access for maintenance.						PASS	
15.0	Mobile Router			Startup time to establish 4G connection.						PASS	
15.1	Mobile Router			When VPN connection is used, time to authenticate.						FAIL	Not able to test; Include in contractual deliverables
15.2	Mobile Router			Ability to utilize SIMs from different vendors.						PASS	
15.3	Mobile Router			Ability to transfer connections from 4G to Wi-Fi and vice versa.						PASS	
15.4	Mobile Router			Ability to support 4G, 3G and 1X connections.						PASS	
15.5	Mobile Router			Ability for router to manage Wi-Fi interference.						PASS	
15.6	Mobile Router			Ability for router to allocate IP addresses.						PASS	
15.7	Mobile Router			Ease of associating mobile devices with router.						PASS	
16.0	Trunk Tray Mount			Ease of access to all tray mounted equipment and connections.						PASS	Setina full tray for Impala - was not in vendor original response but they provided an alternative that did work - need to get price quote/cost for this alternative
16.1	Trunk Tray Mount			Ease of cable mounting ensuring no cables are pinched or bound.						PASS	
16.2	Trunk Tray Mount			Fit and functionality.						PASS	
17.0	Training			Vendors ability to thoroughly train MNPd on installation and support						PASS	
17.1	Training			Vendors ability to provide MNPd adequate detailed documentation for installation and support training						PASS	

17.2	Training			Vendors ability to thoroughly train MNPd on all software & hardware usage					PASS	
17.3	Training			Vendors ability to provide MNPd adequate detailed documentation for all software & hardware training					PASS	
18.0	MDC			Screen Size adequate					PASS	Met Spec but users still like a larger screen
18.1	MDC			Meets MIL-STD 810G Standard					PASS	
18.2	MDC Communications			Adequate Multi Carrier SIM card					PASS	
18.3	MDC Communications			Adequate Wi-Fi					PASS	
18.4	MDC Communications			1 GB NIC					PASS	
18.5	MDC			Ease of use of hand strap					PASS	
18.6	MDC			Ease of use of forward facing microphone jack					PASS	
18.7	MDC			Quality of 8 MP Camera image					PASS	
18.8	MDC			WIN7 & WIN10 Drivers provided					PASS	WIN10 Only at this point
18.9	MDC			Adequate Daytime/Nighttime Screen Viewing					PASS	
18.10	MDC			Weight & Balance Outside of Vehicle/Mount					PASS	
19.0	Keyboard			Functionality of detachable keyboard					FAIL	Need Solution; Include in contractual deliverables
19.1	Keyboard			Reliable low light illumination					PASS	
19.2	Keyboard			Ease of detachment & external usage					PASS	
Disclaimer	The test scenarios included in this list represent a broad range minimum of which field testers in their day-to-day situations will add to this list. These additional operational test scenarios will be included in our Field Test Phase results.									
	Add'l Contractual Deliverables									Who will be contracted by Metro to do all the installations? Wiring, etc - OFM, On Duty? Truckers?
	Add'l Contractual Deliverables									MNPd to provide Final Hardware/Software of Choice configuration to include in contract
	Add'l Contractual Deliverables									Dock; Electronics can go out - No Fault Extended Warranty Options on Mounts?

	Add'l Contractual Deliverables									New Trackstar AVL Reports - Data Dump Excel format export; Add to CAD Report - Weapon Button Pushed; Add to CAD Report - Historical Data Option Y/N
	Add'l Contractual Deliverables									Gamber Dock - bottom ports intermittent disconnects with prototype - need language to insure PROD model quality/durability of all ports are assured
	Add'l Contractual Deliverables									Sierra Future platform functionality change - product must still meet our requirements - Singleton language (Email 12/11 9:44AM Subject - RE: Emailing:Sierra ACM call 11.docx
	Add'l Contractual Deliverables									Upgraded MP70 Band14 model to be inclusive in existing support costs; no add'l MNPD cost
	Add'l Contractual Deliverables									Band14 Roadmap Included as part of contract exhibits
	Add'l Contractual Deliverables									ACM as VPN conduit included in Brite Catalogue offering
	Add'l Contractual Deliverables									Ability to buffer video transmission to server/upload during the approx 2 minute reconnect between 4G to WiFi if video is being trickled up at the time
	Add'l Contractual Deliverables									8 hr video timeout - Brite was testing Media Players - Need Recommended Player of Choice documented in contract
	Add'l Contractual Deliverables									Portable Keyboard for GETAC with Handle - Wasn't available for Field Testing - Risk Reduction
	Add'l Contractual Deliverables									Include language about GETACF110 predecessors over 5-10 yr or other equipment becoming obsolete - include catalog & contract coverage for updated replacements although cost & models TBD
	Add'l Contractual Deliverables									TrackStar Customization Needs - Include a fixed hourly & daily rate for any future needs - adding an input trigger, etc - anywhere only TrackStar staff could make changes - MNPD Custom Reports, etc
	Extended Warranty									Add to Catalog the Extended Warranty quote for F110 Custom Detachable Keyboard rec'd from Brite on 2/23/18 - sent Genario email 2/26/18