



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 12, 2017

Jeff Hodges  
Presidio Networked Solutions, Inc.  
5337 Millenia Lakes Blvd., Suite 300  
Orland, FL 32839

Re: **RFQ # 1022716, Cisco Equipment, Services and Consulting Support**

Dear Mr. Hodges:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1022716 for Cisco Equipment, Services and Consulting Support. This letter hereby notifies you of Metro's intent to award to Presidio Networked Solutions, Inc., 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 Scott Ghee by email at [scott.ghee@nashville.gov](mailto:scott.ghee@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 Jerval Watson, BAO Representative, at 615-862-5461 or at [jerval.watson@nashville.gov](mailto:jerval.watson@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.

## Award Justification for RFQ 1022716 - Cisco Equipment, Services and Consulting Support

Solicitation Title & Number	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ 1022716 - Cisco Equipment, Services and Consulting Support	24	6	30

  

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
CDW Government, Inc.	\$21,984,050.00	\$0.00	21.55	0.00	21.55
DISYS Solutions, Inc.	\$23,018,285.11	\$712,865.45	20.58	6.00	26.58
Pomeroy IT Solutions	\$19,918,000.00	\$0.00	23.78	0.00	23.78
Presidio Networked Solutions, Inc.	\$19,739,444.73	\$0.00	24.00	0.00	24.00

	Presidio Networked Solutions, Inc.	Pomeroy IT Solutions	DISYS Solutions, Inc.	CDW Government Inc.
Cost (30 points)	24	23.78	26.58	21.55
Team Experience and Qualifications (50 points)	50	35	25	37
Account Support (20 points)	20	15	10	12
Total	94	73.78	61.58	70.55

**Presidio Networked Solutions, Inc.**  
 Strengths –All references listed were of similar size, scope and complexity. Firm provided a detailed response on how Account Manager will work with Metro. Offerors designated representative who will be Metro's primary point of contact has experience working with Metro. Resumes demonstrated that the firm has relevant experience and has a clear understanding of the scope of work. Resume's demonstrated their level of involvement and understanding in the needs of Metro.  
 Weaknesses - N/A

**Pomeroy IT Solutions**  
 Strengths – Firm described in detail how the Account Manager will work with Metro to ensure Metro's needs are met. Offerors designated point of contact has similar experience to the scope of work.  
 Weaknesses – Firm did not provide details of the scope of work for reference projects. Firm demonstrated that their focus was on hardware sales rather than support through engineering services. Many of the resumes failed to demonstrate that personnel listed has relevant experience.

**DISYS Solutions, Inc.**  
 Strengths – Firm has a help desk that is available 24 hours a day, 365 days a year.  
 Weaknesses – Projects listed were not of similar size, scope, and complexity. Firm's primary focus is based on their ordering process. Firm failed to provide resumes for Senior Network Architect, Senior Unified Communications Engineer, and Senior Project Manager.

**CDW Government Inc.**  
 Strengths – Firm has the ability to deliver products quickly. Some of the resumes listed for key personnel have relevant certifications listed.  
 Weaknesses – Firm did not provide details of the scope of work for reference projects. The projects that contained information only discussed product delivery with no mention of the engineer/architectural work involved. Firm did not demonstrate how experience would transfer over to this project. Senior Network Architect did not have any experience with WAN and MPLS. Resumes had work experience that were not relevant.