



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

June 4, 2019

Ms. Amanda O'Shea  
KCI Technologies, Inc  
7003 Chadwick Drive, Suite 343  
Brentwood, TN 37027

Re: **RFQ # 1044661, CityWorks and/or ESRI Implementation, Configuration and Support Services**

Dear Ms. O'Shea:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1044661 for CityWorks and/or ESRI Implementation, Configuration and Support Services. This letter hereby notifies you of Metro's intent to award to KCI Technologies, Inc, contingent upon successful contract negotiations, for CityWorks and ESRI Implementation, Configuration and Support Services. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

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.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Tina Burt, BAO Representative, at 615-880-2783 or at [tina.burt@nashville.gov](mailto:tina.burt@nashville.gov).

The responses to the procurement solicitation and supporting award documentation can be made available through a SharePoint link or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Terri Troup by email at [terri.troup@nashville.gov](mailto:terri.troup@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

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.

**RFQ # 1044661 – CityWorks and/or ESRI Implementation, Configuration and Support Services  
Scoring and Justification for ESRI Only Portion**

Criteria/Offeror	Civic Engineering	KCI Technologies	Woolpert
<b>ESRI Qualifications and Experience (30 Points)</b>	15.00	30.00	22.00
<b>ERSI Cost Criteria (35 Points)</b>	27.33	34.66	26.02
<b>ERSI Approach (35 Points)</b>	25.00	35.00	30.00
<b>Total Points (100 Points)</b>	<b>67.33</b>	<b>99.66</b>	<b>78.02</b>

ESRI Cost Criteria					
Offeror's Name	Bids	SBE	Cost Evaluation (28 Pt Max)	SBE/SDV Evaluation (7 Pt Max)	Total Cost Points (35 Pt)
Civic Engineering and Information Technologies, Inc.	\$821,628.34	\$0.00	27.33	0.00	<b>27.33</b>
KCI Technologies, Inc	\$801,944.96	\$160,388.99	28.00	6.66	<b>34.66</b>
Woolpert, Inc.	\$1,180,565.98	\$168,455.07	19.02	7.00	<b>26.02</b>

**Civic**

**Strength** – Demonstrated the use of ESRI ArcGIS Server and using map services along with ESRI API.

**Weaknesses** – Proposal provided project experience that demonstrated no ESRI Complete system implementation, including geodatabase design, configuration, and support services as outlined in scope of services. Proposal identified who Prime would be partnering with but qualifications and limited experience provided only identified individuals of Civic to work on Metro projects. Submitted bios did not identify the firm being represented so organizational chart had to be used to determine who the company was being represented. Approach provided plenty of examples within picture format but lacked detailed narrative approach. Overall proposal was difficult to read when trying to compare to the requested evaluation criteria.

**KCI**

**Strengths** – Specific individual team members allocated to ESRI outlined scope of service for Metro projects demonstrated strong detailed experience at the prime and subcontractor level. The proposed overall team structure demonstrated the ability to be subject matter expertise. Proposed information related to subcontractors was very detailed and in line with scope of services. Proposal provided multiple project management approach options which demonstrated an understanding of different approaches may be needed to get services completed. Overall submitted proposal was detailed response and easily to read.

**Weaknesses** - None

**Woolpert**

**Strength** – Specific individual team members allocated to ESRI outlined scope of service for Metro projects demonstrated strong detailed experience at the prime and subcontractor level. The proposed overall team structure demonstrated the ability to be subject matter expertise. Proposed information related to subcontractors was very detailed and in line with scope of services. Proposal provided multiple project management approach options which demonstrated an understanding of different approaches may be needed to get services completed. Overall submitted proposal was detailed response and easily to read.

**Weaknesses** – Submitted proposal lacked experience with full implementation scope of services. Overall proposal was difficult to read when trying to compare to the requested evaluation criteria. Submitted proposal for the ESRI Approach outlined phases without knowing a specific project which demonstrated a generic response to the evaluation criteria. Overall submitted proposal contained grammar and spelling errors throughout.

**RFQ # 1044661 – CityWorks and/or ESRI Implementation, Configuration and Support Services  
Scoring and Justification for CityWorks Only Portion**

Criteria/Offeror	Civic Engineering	KCI Technologies	Woolpert
<b>CityWorks Qualifications and Experience (30 Points)</b>	22.00	30.00	25.00
<b>CityWorks Cost Criteria (35 Points)</b>	26.81	34.66	28.48
<b>CityWorks Approach (35 Points)</b>	25.00	35.00	30.00
<b>Total Points (100 Points)</b>	<b>73.81</b>	<b>99.66</b>	<b>83.48</b>

CityWorks Cost Criteria					
Offeror's Name	Bids	SBE	Cost Evaluation (28 Pt Max)	SBE/SDV Evaluation (7 Pt Max)	Total Cost Points (35 Pt)
Civic Engineering and Information Technologies, Inc.	\$837,428.89	\$0.00	26.81	0.00	<b>26.81</b>
KCI Technologies, Inc	\$801,944.96	\$160,388.99	28.00	6.66	<b>34.66</b>
Woolpert, Inc.	\$1,045,501.57	\$168,455.07	21.48	7.00	<b>28.48</b>

**Civic**

**Strength** – Proposal demonstrated extensive experience with Cityworks PLL and the AMS thick Client. Identified team members showed extensive experience with Nashville’s Cityworks PLL, Land Management, and ePermits applications.

**Weaknesses** – Proposal identified who Prime would be partnering with but qualifications and experience only identified individuals of Civic to work on Metro projects. . Prime failed to demonstrated experience with current version of AMS. Submitted bios did not identify the firm being represented so organizational chart had to be used to determine who the company was being represented. Example projects provided plenty of picture format but lacked detailed narrative approach. Overall proposal was difficult to read when trying to compare to the requested evaluation criteria.

**KCI**

**Strengths** – Specific individual team members allocated to CityWorks outlined scope of service for Metro projects demonstrated strong detailed experience at the prime and subcontractor level. The proposed overall team structure demonstrated the ability to be subject matter expertise. Proposed information related to subcontractors was very detailed and in line with scope of services. Proposal provided multiple project management approach options which demonstrated an understanding of different approaches may be needed to get services completed. Overall submitted proposal was detailed response and easily to read.

**Weaknesses** - None

**Woolpert**

**Strength** – Proposal demonstrated detailed CityWorks experience at the Prime level. Proposed team structure showed detailed experience and qualifications related to Cityworks PLL and AMS. While the Project management approach was not in the requested order/structure as the requested evaluation criteria, it was detailed and showed an overall project management structure that would be well fitted for a large Cityworks implementation.

**Weaknesses** – Submitted proposal lacked detail related to subcontractors’ experience. Overall proposal was difficult to read when trying to compare to the requested evaluation criteria. Submitted proposal for the CityWorks Approach outlined phases without knowing a specific project which demonstrated a generic response to the evaluation criteria. Overall submitted proposal contained grammar and spelling errors throughout.

PNP Compliance Results Form

Department Name: IT  
 RFP/ITB Number: 1044661  
 CityWorks and/or ESRI Implementation, Configuration and Support Services

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
Civic Engineering and Information Technologies, Inc.	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms as required by the Procurement Code. Proposed the engagement of Six Feet Up, Inc. (WBE) - Declined, Avankia, Inc. (MBE) - Declined, and United Data Technologies (MBE) - Declined. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.
KCI Technologies, Inc.	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms as required by the Procurement Code. Proposed the engagement of NuOrigin Systems, Inc. (MBE) - Accepted, United Electronics Inc. (WBE) - Declined, and GISbiz, Inc. (MBE) - Declined. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.
Woolpert, Inc.	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms as required by the Procurement Code. Proposed the engagement of Quality Management Services, LLC, (WBE) - Accepted, Civic Engineering and Information Technologies, Inc. (WBE) - Declined, and MCH Corporation (MBE) - Declined. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.

\*Denotes Contractor with whom follow up was required

Date: 05/03/2019

Metro Buyer: Terri Troup

BAO Rep: Tina R. Burt