



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

July 25, 2019

Carl Champagne
Eccovia Solutions
545 E 4500 S. E260
Salt Lake City, Utah 84107
Re: **RFQ # 1180659, Homeless Management Information System (HMIS)**

Dear Mr. Champagne:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # **1180659** for **Homeless Management Information System (HMIS)**. This letter hereby notifies you of Metro's intent to award to Eccovia Solutions, 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.

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 Jerval Watson, BAO Representative, at 615-862-5461 or at Jerval.watson@nashville.gov.

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 Christina Alexander by email at christina.alexander@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.

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

| | | | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
|--|------------------|------------------------------|-----------------|--------------------|-------------------|
| RFQ 1180659; Homeless Management Information System HMIS | | | 28 | 7 | 35 |
| Offeror's Name | Total Bid Amount | SBE/SDV Participation Amount | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
| Eccovia Solutions | \$45,900.00 | \$0.00 | 28.00 | 0.00 | 28.00 |
| Aligned Partner Group LLC | \$342,571.16 | \$0.00 | 3.75 | 0.00 | 3.75 |
| WellSky | \$56,917.50 | \$0.00 | 22.58 | 0.00 | 22.58 |

RFQ# 1180659 Homeless Management Information System (HMIS)

Evaluation Committee Score Sheet

| Offeror | Aligned Partner Group LLC | Eccovia Solutions | WellSky Corporation |
|--------------------------------------|---------------------------|-------------------|---------------------|
| Contract Acceptance (Yes/No) | Yes | Yes | Y/with exceptions |
| ISA Questionnaire Completed (Yes/No) | Yes | Yes | Yes |
| Cost (35) | 3.75 | 28.00 | 22.58 |
| Qualifications (20) | 15.00 | 18.00 | 16.00 |
| Reference Projects (15) | 5.00 | 11.00 | 10.00 |
| Project Approach & Process (15) | 8.00 | 12.00 | 11.00 |
| Scheduling/Risk/Mitigation (15) | 7.00 | 9.00 | 11.00 |
| Total Evaluation Scores | 38.75 | 78.00 | 70.58 |

Evaluation Comments

Aligned Partner Group LLC

Strengths

Firm's proposal demonstrated experience working with Government entities. Firm's proposal demonstrated plan for a positive working experience with Metro. Firm's proposal demonstrated detailed plan for providing assessments for scope of work in the solicitation. Firm's proposal provided detailed security plan to protect data. Firm's proposal provided detailed chart showing firm's plan schedule for project.

Weaknesses

Firm's proposal lacked details for qualifications. Firm's proposed team organization structure lacked details. Firm's proposed team members did not meet minimum qualification (5 years of experience). Firm's proposed subcontractors experience lacked detail. Firm's Project manager did not meet minimum 5 year experience, only 1 year was demonstrated. Firm's proposal failed to provide reference projects of similar size, scope and complexity. Firm's proposal failed to demonstrate firm's ability to complete projects on time and within budget. Firm's proposal lacked detail for project approach and process. Firm's proposal failed to demonstrate approach to minimize disruptions to performance. Firm's proposal failed to provide risk mitigation plan. Firm's proposal failed to provide approach to assure quality management. Proposed technical support response time is unacceptable to Metro.

Eccovia Solutions

Strengths

Firm's proposal demonstrated experience working with Government entities. Firm's proposal demonstrated a comprehensive plan for maintaining the HMIS to include staying current with HUD Regulations. Firm's proposal provided a detailed quality management approach. Firm's proposal demonstrated proposed team member experience and qualifications for scope of work in solicitation. Firm provided reference projects of similar size, scope and complexity. firm's proposal provided a detailed plan for minimizing disruptions to daily performance.

Weaknesses

Firm's proposal lacked detail for proposed team member's responsibilities for this project. Firm's proposal lacked detail demonstrating firm's experience in HMIS implementation. Firm's proposal lacked information for provided reference projects, failed to provide dollar value, start and end dates of projects, and how projects were maintained. Firm's proposal lacked detail for project approach and process for scope of work for this project. Firm's scheduling commitment chart lacked details for this project. Firm's proposal lacked details in identifying risks associated with scope of work for this project. Firm's proposal failed to provide a risk mitigation plan for this project.

WellSky Corporation

Strengths

Firm's proposal demonstrated firm's capacity to perform scope of work for this project. Firm's proposal demonstrated experience working with Government entities. Firm's proposal provided detailed quality management plan. Firm's proposal provided detailed approach to maintain positive working experience with Metro. Firm's proposal demonstrated a detailed project approach for implementing the scope of work in this solicitation.

Weaknesses

Firm had contract exceptions. Firm's proposal failed to provide proposed team member resumes. Firm's proposal lacked detail demonstrating proposed team member's ability to meet minimum experience requirements. Firm's proposal failed to provide reference projects of similar size, scope and complexity. Firm's proposal failed to demonstrate firm's ability to complete projects on time and on budget. Firm's proposal failed to identify how firm was able to maintain project scope of work. Firm's proposal failed to identify conditions/assumptions and potential issues/challenges for scope of work in solicitation. Firm's proposal failed to provide approach to minimize disruptions to daily performance. Firm's proposal failed to demonstrate firm's efficient use of team members, resources, equipment and technology. Firm's proposal failed to provide a project timeline for scheduling commitment. Firm's assumptions to achieve proposed schedule lacked details. Firm's proposed technical support and response time lacked detail. Firm's proposed project schedule lacked detail.

Alexander, Christina (Finance - Purchasing)

From: Watson, Jerval (Finance - Contract Compliance)
Sent: Friday, June 7, 2019 3:29 PM
To: Alexander, Christina (Finance - Purchasing)
Cc: Pittman, Genario (Finance - Procurement)
Subject: RE: RFQ 1180659 Homeless Management Information System (HMIS) - Final BAO Compliance Review Request

Good Afternoon Chris –

I have reviewed the bids for the RFQ #1180659 Homeless Management Information System and I have confirmed that there is no SBE participation. Let me know if you have any additional questions.

Best,

Jerval Watson
Business Development Officer
Department of Finance
Office of Minority and Women Business Assistance (BAO)
Metropolitan Nashville Davidson County Government
730 2nd Avenue South, 1st Floor; PO Box 196300
Nashville, TN 37219-6300
(P)615-862-5461; (F)615-862-6175



From: Alexander, Christina (Finance - Purchasing)
Sent: Friday, June 7, 2019 2:40 PM
To: Watson, Jerval (Finance - Contract Compliance)
Cc: Pittman, Genario (Finance - Procurement)
Subject: RFQ 1180659 Homeless Management Information System (HMIS) - Final BAO Compliance Review Request

Jerval,

RFQ 1180659 Homeless Management Information System (HMIS) closed, May 1, 2019, and the evaluation committee meeting was May 22, 2019, will you provide a final BAO Compliance Review.

See attached award justification for vendor selection as a reference.

Thanks

Christina Alexander

Procurement Officer

Department of Finance

Procurement Division

Metropolitan Nashville Davidson County

730 2nd Avenue South, Ste. 101

Nashville, TN 37210

Office- 615.862.6637