JOHN COOPER, MAYOR DEPARTMENT OF FINANCE

#### METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

6/17/2021 | 5:06 PM CDT

Sierra Hilt Articulate Global, Inc 244 5<sup>th</sup> Avenue #2960 New Nork, New York 10001

Re: RFQ # 108237, Learning Management System (HMIS)

Dear Ms. Hilt:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 108237 for Learning Management System (HMIS). This letter hereby notifies you of Metro's intent to award to Articulate Global, Inc., 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 Equal Business Opportunity (EBO) 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 Christopher Wood, BAO Representative, at 615-862-6710 or at christopher.wood@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.alexnader@nashville.gov Monday through Friday between 8:30am and 3:30pm.

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

Sincerely,

Midulle II. Hernander 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

# RFQ 108237 Learning Management System HMIS Evaluation Committee Score Sheet

Offeror	Articulate Global Inc	Cyfuture Inc	Education Management Solutions LLC	ExecuTrain Corporation	KOGN8 LLC	Smart Training LLC
Contract Acceptance	Yes	Yes	Yes	Yes	Yes	Yes
Cost (30)	15.33	30.00	11.95	13.11	16.90	29.09
Firm Qualifications (25)	22.00	5.00	25.00	24.00	10.00	18.00
Reference Projects 10)	7.00	5.00	10.00	9.00	5.00	9.00
Project Approach (35)	33.00	6.00	33.00	33.00	21.00	33.00
Round 2 Demo (100)	92.00	0.00	80.00	82.00	0.00	53.00
Total Evaluation Scores	169.33	46.00	159.95	161.11	52.90	142.09

The recommended awardee is based on total combined scores

#### **Evaluation Comments**

## **Articulate Global Inc/Rise**

#### Strengths

Firm's proposal demonstrated that all users can be content creators. Firm's proposal demonstrated sufficient onboarding support. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

#### Weaknesses

Firm's available platforms lacked details. Firm's provided reference projects lacked details in complexity and scope of work. Firm's proposal lacked detail for assessments and content editing.

#### **Cyfuture Inc**

#### Strengths

Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

#### Weaknesses

Firm submitted a proposal for project management database and website development. Proposal lacked detail for HMIS scope of work. Firm's reference projects provided lacked detail and failed to demonstrate similar size, scope and complexity to the scope of work for this solicitation. Available assessments lacked detail. Firm failed to address onboarding, editing and creator content. Firm's proposal lacked detail for admirative licenses.

#### **Education Management Solutions LLC**

#### Strengths

Firm demonstrated years of experience in the industry. Ability to record sessions. Firm provided detailed reference projects with Government experience. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

#### Weaknesses

Firm's proposal lacked detail for available assessments. Firm's capacity for users licenses lacked detail.

#### **ExecuTrain Corporation**

#### Strengths

Firm's proposal demonstrated use of design focus groups. Firm's onboarding process is supportive to Metro. Firm's track learning outcome process. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

#### Weaknesses

Firm's proposal failed to demonstrate Government experience. Firm's response was unclear to licensing violations. Reference projects provided failed to demonstrate similar complexity. Firm's content creation lacked detail. Firm's assessment type lacked detail.

#### **KOGN8 LLC**

#### Strengths

Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

#### Weaknesses

Firm's proposal lacked detail for firm qualifications. Firm's proposed adminstrative support for Metro is limited. Firm failed to address litigation and General Data Protection Regulation. Firm's proposal demonstrated limited limited experince in industry. Reference projects not of similar size, scope or complexity. Firm's proposed onboarding plan lacked detail. Firm's proposed building content component lacked detail. Firm's proposal failed to address tracking outcomes. Firm's project approach lacked detail.

#### **Smart Training LLC**

#### Strengths

Firm offer training courses. Sub-Title Capability. Translate into non-English. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

#### Weaknesses

No General Data Regulation Protection Compliance. Lack of Government experience. LMIS support is limited. Firm's proposal demonstrated MMS support is limited, only during standard business hours. Reference projects not of similar size, scope or complexity. Firm's proposal lacked detail for content creation and editing.

Enter Solicitation Title & Number Below		
Learning Management System (HMIS); RFQ 108237		
		30
Offeror's Name	Bids	RFP Cost Points
Cyfuture Inc.	\$29,875.00	30.00
Smart Training LLC	\$30,812.50	29.09
KOGN8 LLC	\$53,044.00	16.90
Articulate Global Inc.	\$58,455.00	15.33
Executrain Corporation	\$68,385.00	13.11
Education Management Solutions LLC	\$74,995.00	11.95
No BAO Pramming Applicable to Solicitation		

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Nashville, TN 37219 prg@nashville.gov

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**Davidson County** 

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#### **Signer Events**

Michelle A. Hernandez Lane

michelle.lane@nashville.gov

Chief Procurement Officer/Purchasing Agent Metro

Security Level: Email, Account Authentication

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Signature

Michelle a. Hernander lane

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christina.alexander@nashville.gov

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