

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

10/13/2020 | 7:00 PM CDT

Mark Padgett
EGOVERNMENT SOLUTIONS
129 S Gay Street Suite 2
Knoxville, TN 37902

Re: RFQ# 37015 , Property Tax Accounting Software

Dear Mr. Padgett:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 37015, Property Tax Accounting Software. This letter hereby notifies you of Metro's intent to award to **EGOVERNMENT 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 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 **Jeremy Frye**, BAO Representative, at **615-862-6638** or at **jeremy.frye@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 Buyer **Scott Ferguson** by email at **scott.ferguson@nashville.gov** Monday through Friday between 8:30am and 3:30pm.

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

Sincerely,

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

RFQ# 37015 - Property Tax Accounting Software				
Evaluation Criteria	Capital Software Inc.	Datagain Inc.	EGOVERNMENT SOLUTIONS	Tyler Technologies
Round 1				
Contract Acceptance	Yes	Yes	Yes, with exceptions	Yes. with exceptions
Solicitation Acceptance	Yes	Yes	Yes	Yes
ISA Questionnaire Completed and Terms Accepted	Yes	Yes	Yes	Yes
Functional Requirements Part 1 (85 Points)	65	51	79	50
Qualifications and Recommendations (10 Points)	7	4	9	6
Diversity Plan (5 Points)	0.75	0.5	0	0.625
Totals for Round 1	72.75	55.50	88.00	56.63
Round 2				
Functional Requirements Part 2 (45 Points)	30.29	8	41.43	31.29
Customer Service (10 Points)	6.86	4	6.29	8.71
Live Demo (10 Points)	7.86	1.71	7.86	6.86
Cost Criteria (35 Points)	28	12.13	7.12	2.32
Totals for Round 2	73.01	25.84	62.70	49.18
Total for Round 1 + Round 2 (200 Points)	145.76	81.34	150.70	105.81

*** Special Note** - Round 2 was re-scored for for two suppliers based on follow up questions that each of these suppliers, Capital Software Inc. and EGOVERNMENT SOLUTIONS were provided. The other two suppliers were notified their offers were unacceptable after Round 2.

Strengths & Weaknesses
<u>Capital Software Inc.</u>
Strengths: Firm had higher number of Yes answers to Functional Requirements. Firm demonstrated a clear understanding of the tax collection process. Firm has training manuals to assist users with their software.
Weaknesses: Firm cited no customers in the state of Tennessee. Firm has a small staff relative to number of customers. Firm would need a large number of customizations of their software. Firm did not demonstrate an example of a docket. Firm can not handle foreign currency other than Canadian. Firm requires use of two different software modules, one being dated.

Datagain Inc.**Strengths:**

Weaknesses: Firm had the highest number of required modifications out to the box for Functional Requirements. Firm does not have customers of similar size and type as Metro. Firm does not give examples of Tennessee customers. Firm did not appear to have a clear concept of the current tax collection process.

EGOVERNMENT SOLUTIONS

Strengths: Firm has 25 customers in Tennessee. Firm had the highest number of Yes answers in Functional Requirements. Firm would require the least number of modifications to software.

Weaknesses: Firm did not provide specific training information and procedures. Firm did not describe their customer service methods. Firm did describe how they would respond to our customer service requests.

Tyler Technologies

Strengths: Firm had many positive recommendations. Firm demonstrated eagerness to customize their software. Firm has excellent training plan. Firm can provide a dedicated service representative and has a large customer service staff. Firm has a tax sale module that Metro currently uses.

Weaknesses: Firm had the highest number of No answers in Functional Requirements. Firm does not have ability to function with Metro's credit card process. Firm does not have a Tax Relief function. Firm's implementation plan was lengthy. Firm could not demonstrate an example of a docket. Firm did not provide adequate enhancement explanations. Firm does not have local support in Tennessee.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Property Tax Accounting Software; RFQ# 37015			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Tyler Technologies	\$4,241,552.00	\$0.00	2.32	0.00	2.32
Capital Software Inc.	\$351,119.00	\$0.00	28.00	0.00	28.00
Datagain Inc.	\$810,250.00	\$0.00	12.13	0.00	12.13
EGOVERNMENT SOLUTIONS	\$1,380,807.00	\$0.00	7.12	0.00	7.12

Ferguson, Scott (Finance)

From: Frye, Jeremy (Finance)
Sent: Thursday, October 8, 2020 2:43 PM
To: Ferguson, Scott (Finance)
Cc: Lane, Michelle (Finance - Procurement)
Subject: RFQ#37015 Property Tax Accounting Software Final Assessment
Attachments: RFQ#37015 Property Tax accounting Software.pdf

Scott,

I have reviewed the referenced RFQ# the no EBO goals were applicable and the awardee did not propose any SBE/SDV utilization. I have attached a copy of the Diversity Plan scoring for your records. The contract **will not require B2G monitoring**.

Jeremy R. Frye
Contract Administrator
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) 615-862-6638 (f) 615-862-6175