



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

June 5, 2018

Theresa Walters
Net Tango, Inc.
12804 Townepark Way STE 100
Louisville, KY 40243

Re: **RFQ # 1027664, Nashville.gov Website Re-design, User Engagement and Deployment**

Dear Ms. Ms. Walters:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1027664 for Nashville.gov Website Re-design, User Engagement and Deployment. This letter hereby notifies you of Metro's intent to award to Net Tango, 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 Genario Pittman by email at genario.pittman@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 Tina Burt, BAO Representative, at (615) 880-2783 or at tina.burt@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.

Round 1-RFQ# 1027664 -Nashville.gov Website Re-design, User Engagement and Deployment

Evaluation Criteria (Max Points)	ACS Group	Aten Design Group Inc.	Civic Plus	Fig Leaf Software	Horton Group, Inc.	Locomotion Creative
Technical Approach (35 Points)	25	30	25	25	18	15
Qualifications and Experience (35 points)	25	30	25	25	15	20
Experience on Similar Projects (30 Points)	15	25	20	25	10	15
Round 1 Total Evaluation Scores (100 Max Points)	65.00	85.00	70.00	75.00	43.00	50.00

Strengths & Weaknesses

ACS Group (65.00 Points)

Strengths: Firm provided a detailed development approach. Detailed URL concepts for each phase of Nashville.gov. Detailed references from previous projects. Detailed cover letter indicating the firm's underlying philosophy in providing services.

Weaknesses: Firm proposed off-shore development of site. Firm's user research approach lacked specific details. Firm's training plan lacked specific details. Firm's timeline for milestones for phases of the project was too long.
Firm's experience level of with deploying, configuring, and launching Drupal based websites of similar size and complexity lacked specific details. Firm's average number of years of experience with Drupal projects lacked details. Firm's three government reference projects were not Drupal implementation projects. One of the referenced projects went over budget by \$500,000.

Aten Design Group Inc. (85.00 Points)

Strengths: Firm provided a detailed methodology on the scope of work. Detailed organizational chart. Detailed background experience of firm and team working on similar project. Detailed cover letter indicating the firm's underlying philosophy in providing services.

Weaknesses: Firm's timeline for gathering user information was too short. Firm's example of deploying similar Drupal websites lacked specific details. Firm's budget for referenced projects lacked specific details. Firm's Drupal implementation for websites of referenced projects lacked specific details.

Civic Plus (70.00 Points)

Strengths: Detailed references from previous projects. Detailed cover letter indicating the firm's underlying philosophy in providing services.

Weaknesses: Firm lacked Drupal experience with deploying and configuring websites of similar size to Nashville.gov. Firm's demonstration of content migration inside a content migration system lacked details. Firm's experience level of with deploying, configuring, and launching Drupal based websites of similar size and complexity lacked specific details. Firm did not provide Drupal referenced projects within the last three years. Failed to provide team resumes. Firm's three government reference projects were not Drupal implementation projects. One of the referenced projects went over budget by \$100,000.

Fig Leaf Software (75.00 Points)

Strengths: Firm provided a detailed methodology on the scope of work. Firm provided a detailed demonstration of content management inside a content management system. Detailed training planning for Metro staff (ITS). Firm provided a detailed timeline for each phase of the project.

Weaknesses: Firm's resumes were not in the correct section of the evaluation criteria. Firm failed to provide experience with deploying, configuring, and launching Drupal based websites of similar size. Firm's team experience on Drupal projects lacked specific details. Failed to provide the firm's longest client service relationship. Failed to provide three Drupal projects within the last five years.

Horton Group, Inc. (43.00 Points)

Weaknesses: Firm's approach to the deliverables lacked specific details. Failed to provide firm's background and resumes for team. Failed to provide firm's experience level with developing, configuring, and launching Drupal based websites. Failed to provide three current customer references. Reference projects lacked specific details.

Locomotion Creative (50.00 Points)

Strength: Firm provided a detail plan to engage a Drupal marketing partner.

Weaknesses: Firm's organizational chart lacked specific details. Firm's experience with deploying, configuring, and launching Drupal based websites of similar size lacked specific details. Firm's referenced projects were not similarly structured to Nashville.gov. Firm failed to provide hosting information. Failed to provide a URL that illustrates a site that the firm will deliver. Firm did not show any experience with Drupal projects within the last three years.

Round 1- Continuation of RFQ# 1027664 Nashville.gov Website Re-design, User Engagement and Deployment

Evaluation Criteria (Max Points)	Net Tango, Inc.	Syzygy Solutions, LLC	The BGJW Group, Inc.	The North Highland Company	Upstatement
Technical Approach (35 Points)	33	15	15	20	15
Qualifications and Experience (35 points)	35	10	20	20	15
Experience on Similar Projects (30 Points)	30	5	15	15	15
Round 1 Total Evaluation Scores (100 Max Points)	98.00	30.00	50.00	55.00	45.00

Strengths & Weaknesses

Net Tango, Inc. (98.00 Points)

Strengths: Firm provided a detailed methodology on the scope of work. Firm provided a detailed demonstration of the firm's background and the resumes of team. Detailed organizational chart. Firm provided a detailed demonstration of content management inside a content management system. Firm provided a detailed ongoing support plan. Firm provided a detailed cover letter indicating the firm's underlying philosophy of providing services. Firm provided detailed projects.

Weaknesses: Firm's timeline for milestones for phases of the project was too short.

Syzygy Solutions, LLC (30.00 Points)

Weaknesses: Firm's organizational chart lacked specific details. Firm's demonstration of experience level with deploying, configuring, and launching Drupal based websites of similar size and complexity lacked specific details. Firm's demonstration of providing ongoing support lacked specific details. Firm's demonstration of working with content management systems lacked specific details. Firm submitted proposal as a Word document showing the track changing comments. Failed to provide specific project information on referenced projects. Firm's cover letter lacked specific details.

The BGJW Group, Inc. (50.00 Points)

Strength: Firm provided a detail plan to engage a Drupal marketing partner.

Weaknesses: Firm's organizational chart lacked specific details. Firm's experience with deploying, configuring, and launching Drupal based websites of similar size lacked specific details. Firm's referenced projects were not similarly structured to Nashville.gov. Firm failed to provide hosting information. Failed to provide a URL that illustrates a site that the firm will deliver. Firm did not show any experience with Drupal projects within the last three years.

Round 1- Continuation of RFQ# 1027664 Nashville.gov Website Re-design, User Engagement and Deployment

The North Highland Company (55.00 Points)

Weaknesses: Firm's description of team and firm's methodology lacked specific details. Firm's organizational chart lacked specific details. Firm's experience with deploying, configuring, and launching Drupal based websites of similar size lacked specific details. Firm's referenced projects were not similarly structured to Nashville.gov. Firm's demonstration of content management lacked specific details. Firm's approach to deliverables lacked specific details. Firm's timeline for milestones for phases of the project was too short. Firm's cover letter indicating the firm's underlying philosophy in providing services lacked specific details. Firm's demonstration of showing its credentials with Drupal lacked specific details. Firm's demonstration of experience on similar projects lacked specific details.

Upstatement (45.00 Points)

Weaknesses: Firm's timeline for milestones for phases of the project was too long. Firm's organization chart lacked specific details. Firm's description of team and firm's methodology lacked specific details. Firm's experience with deploying, configuring, and launching Drupal based websites of similar size lacked specific details. Firm's referenced projects were not similarly structured to Nashville.gov. Firm's approach to deliverables lacked specific details. Firm's demonstration of a URL delivery process lacked specific details. Firm's cover letter indicating the firm's underlying philosophy in providing services lacked specific details. Firm's qualifications and experience lacked specific details. Firm's demonstration of experience on similar projects lacked specific details.

****Aten Design Group, Inc. and Net Tango Inc. were the only two firms that advanced to round 2.**

Round 2- RFQ# 1027664 Nashville.gov Website Re-design, User Engagement and Deployment		
Evaluation Criteria (Max Points)	Aten Design Group Inc.	Net Tango Inc.
Demonstration/Interview Session (60 Points)	55	45
Cost (40 Points)	32.07	40
Round 2 Total Evaluation Scores (100 Max Points)	87.07	85
Cumulative Total Scores (Round 1-2)	172.07	183.00

Strengths & Weaknesses

Aten Design Group Inc. (172.07 Points)

Strengths: Firm provided a detailed customer base process. Detailed list of service providers. Detailed community engagement process.

Weaknesses: Firm's ADA compliance methodology lacked specific details. Firm's trend pages in demonstration was too long.

Net Tango Inc. (183.00 Points)

Strength: Firm provided a detailed ADA compliance methodology.

Weaknesses: Firm's approach on trends lacked specific details. Firm's approach to focus groups lacked end user inclusion and feedback (sample size was too small). Firm's design approach lacked specific details.

Enter Solicitation Title & Number Below

Nashville.gov Website Re-design, User Engagement and Deployment;
RFQ# 1027664

Offeror's Name	Bids	RFP Cost Points
Net Tango, Inc	\$513,438.51	40.00
Aten Design Group	\$640,300.00	32.07

PNP Compliance Results Form

Department Name: ITS
RFP/ITB Number: 1027664
Nashville.gov Website Re-design, User Engagement and Deployment

Primary Contractor	PNP Compliant (Yes/No)	
Net Tango, Inc.	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: IT Solutions by Design (MBE) - Declined, C3 Consulting, LLC (WBE) - Declined, and Launch! Consulting (WBE) - Declined.

*Denotes Contractor with whom follow up was required
 Date: 05/15/2018
 Metro Buyer: Genario Pittman
 BAO Rep: Tina R. Burt

BAO SBE Assessment Sheet

BAO Specialist: Tina R. Burt
 Contract Specialist: Genario Pittman
 Date: 05/15/2018

Department Name: ITS
 RFP/ITB Number: 1027664

Project Name: Nashville.gov Website Re-design, User Engagement and Deployment

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	SBE (%)	Comments
Net Tango, Inc.	\$513,438.51	\$451,825.89	Yes	88%	SBE/SDV Plan: Net Tango, Inc. is an approved SBE firm. Prime acknowledged the SBE/SDV participation expectations in the solicitation and proposes to self perform 88% of the work.

*For ITBs, only apparent low bidder will be listed.