



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 18, 2020

Nick Davis
Sayers Technology, LLC
825 Corporate Woods Pkwy
Vernon Hills, Lake IL 60061

Re: **RFQ# 9009, Enterprise Firewall and Network Security, Software and Services**

Dear Mr. Davis:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 9009, Enterprise Firewall and Network Security, Software and Services. This letter hereby notifies you of Metro's intent to award to **Sayers Technology, LLC**, 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,

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

RFQ# 9009 - Enterprise Firewall and Network Security Software and Services

Evaluation Criteria (Max Points)	Datatel Network Services	Sayers Technology, LLC
Round 1		
Metro Government ITS Environment	Yes	Yes
ISA Terms	Yes	Yes
Contract Acceptance	Yes	Yes
Solicitation Acceptance	Yes	Yes
Corporate Experience and Capacity (35 Points)	9	26
Management Summary and Business Plan (25 Points)	8	21
Service Levels (20 Points)	12	18
Maintenance (20 Points)	8	17
Round 2		
Contract Acceptance	0	With minor exception
Processes and Procedures (65 Points)	0	55
Cost Criteria (35 Points)	0	28
Total (200 Points)	37.00	165.00

Strengths & Weaknesses

Datatel Network Services (37 Points)

Strengths: Round 1 - Firm has good average time to resolution. **Round 2** - Firm failed to submit an offer for Round 2.

Weaknesses: Round 1 - Firm lacks experience with public sector companies. Firm's escalation process does not meet requirements. Firm did not provide turn around times for hardware replacement. Firm did not fully describe maintenance alert process. Firm does not provide immediate escalation to Checkpoint. Firm does not support the full suite of solutions that Metro uses. Firm did not describe how orders are placed. **Round 2** - Firm failed submit an offer for Round 2.

Sayers (165 Points)

Strengths: Round 1 - Firm has very deep experience in the public sector companies. Firm's escalation process meets requirements. Firm provided detailed response on turn around times for hardware replacement. Firm fully described the maintenance alert process. Firm provides immediate escalation to Checkpoint. Firm is a solution provider for the full suite of solutions. Firm described in detail how orders are tracked. **Round 2** - Firm has a strong process for support personnel to follow when encountering a customer issue. Firm has strong process for solving issues in their lab.

Weaknesses: Round 1 - Firm did not provide details regarding periodic account reviews. **Round 2** - Firm did not provide an adequate description of what process they have in place for ensuring technical staff is up to date on latest solutions.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Enterprise Firewall and Network Security Software and Services RFQ# 9009			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Sayers Technology, LLC	\$7,140,148.82	\$0.00	28.00	0.00	28.00

Ferguson, Scott (Finance)

From: Frye, Jeremy (Finance)
Sent: Monday, February 10, 2020 11:10 AM
To: Ferguson, Scott (Finance)
Cc: Lane, Michelle (Finance - Procurement); Wood, Christopher (Finance - Procurement)
Subject: 9009 Firewall Security Final Assessment
Attachments: 9009 Firewall.pdf; 9009 Firewall.pdf

Scott,

Please accept this as my final assessment for the referenced RFQ#. The proposer has successfully complied with EBO program and did not propose to utilize any Metro approved SBEs.

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

BAO Small Business Assessment Sheet

BAO Specialist: Jeremy Frye
Contract Specialist: Scott Ferguson
Date: 2/10/2020

Department Name: Metro ITS
RFP/ITB Number: 9009
Project Name: Enterprise Firewall and Network Security Software and Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Sayers Technology, LLC	\$ 7,140,148.82	\$ -	No	0%	The prime is not an approved SBE and will self-perform 100% of the work.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Sayers Technology, LLC	Proposer's Phone #: 678-687-6609
Solicitation Title: Enterprise Firewall & Network Security Software Services	Proposer's Email Address: ndavis@sayers.com
Solicitation #: 9009,2	Amount Self-performed : 7,140,148,82
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: 7,140,148,82
Proposed EBO Goal (%) : <u>0</u> MBE% <u>0</u> WBE%	EBO Goal Met? (Y/N) NO

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

	MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Certificate		Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
				Type (MBE or WBE)	* MBE/WBE Group Type *				
1				Select	Select				
2				Select	Select				
3				Select	Select				
4				Select	Select				
5				Select	Select				
6				Select	Select				
7				Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature) Nick Davis	<i>Nick Davis</i>	Date 02/10/2020
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*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal? <input type="text" value="NO"/>	For Internal Office Use ONLY	If No, Good Faith Efforts Met? <input type="text" value="YES"/>
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BAO Representative: **Jeremy Frye**

Date: **02/10/20**

Total MBE Subcontracting	<u>0</u> %	\$ <u>0</u>
Total WBE Subcontracting	<u>0</u> %	\$ <u>0</u>
Total MBE/WBE Participation:	<u>0</u> %	\$ <u>0</u>