

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

12/1/2020 | 4:40 PM CST

Stephanie Seki  
Populus Technologies, Inc.  
3175 Hanover St  
Palo Alto, CA 94304

**Re: RFQ# 70148, Shared Urban Mobility Device Data**

Dear Ms. Seki:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 70148, Shared Urban Mobility Device Data. This letter hereby notifies you of Metro's intent to award to **Populus Technologies, 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 **Evans Kline**, BAO Representative, at **615-862-6137** or at **evans.kline@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# 70148 - Shared Urban Mobility Device Data**

Evaluation Criteria	Remix Software, Inc	Populus Technologies, Inc	Stae, Inc
<b>Round 1</b>			
<b>Contract Acceptance</b>	Exceptions	Yes	Yes
<b>Solicitation Acceptance</b>	Yes	Yes	Yes
<b>ISA Questionnaire Completed and Terms Accepted</b>	Yes	Yes	Yes
<b>Project Experience(10 Points)</b>	9.00	10.00	8.00
<b>Product Information (25 Points)</b>	25.00	25.00	23.00
<b>Methodology and Approach (10 Points)</b>	10.00	10.00	9.00
<b>Software Demo (20 Points)</b>	19.00	20.00	17.00
<b>Cost Criteria (35 Points)</b>	12.26	28.00	10.58
<b>Totals</b>	<b>75.26</b>	<b>93.00</b>	<b>67.58</b>

**Strengths & Weaknesses**
**Remix Software, Inc.**
**Strengths:**

**Weaknesses:** Firm did not provide complete list of locations or projects such as government entities, municipalities, or agencies of similar size where their firm has been involved in implementation, installation, and maintenance of Shared Urban Mobility Data Collection Systems. Firm provided details as to the type of equipment, specifications used, and if the solution was stored on-premise or cloud based for the submitted project. Firm did not provide a detailed explanation as to how the project experience solution is directly linked to scope details. Firm did not demonstrate GIS Maps in their software demo.

**Polulus Technologies, Inc.**

**Strengths:** Firm provided a list of locations or projects such as government entities, municipalities, or agencies of similar size where their firm has been involved in implementation, installation, and maintenance of Shared Urban Mobility Data Collection Systems. Firm provided details as to the type of equipment, specifications used, and if the solution was stored on-premise or cloud based for the submitted project. Firm provided a detailed explanation as to how the project experience solution is directly linked to scope details. The firm's software has the ability to configure dashboards for easy access to key information.

**Weaknesses:**
**Stae, Inc.**
**Strengths:**

**Weaknesses:** Firm did not provide complete list of locations or projects such as government entities, municipalities, or agencies of similar size where their firm has been involved in implementation, installation, and maintenance of Shared Urban Mobility Data Collection Systems. Firm provided details as to the type of equipment, specifications used, and if the solution was stored on-premise or cloud based for the submitted project. Firm did not provide a detailed explanation as to how the project experience solution is directly linked to scope details. Firm did not provide adequate detail in their approach to implementing the proposed solution. Firm did not provide full details of their company's support structure and offerings. Firm's software demo did not adequately demonstrate the required functionality.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Shared Urban Mobility Device Data; RFQ# 70148			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Remix Software, Inc	\$96,637.04	\$0.00	12.26	0.00	12.26
Stae, Inc.	\$112,012.63	\$0.00	10.58	0.00	10.58
Populus Technologies, Inc.	\$42,318.52	\$0.00	28.00	0.00	28.00
* Carahsoft Technology Corp is not minimally responsive.					

## Ferguson, Scott (Finance)

---

**From:** Cline, Evans (Finance)  
**Sent:** Monday, November 16, 2020 8:51 AM  
**To:** Ferguson, Scott (Finance)  
**Subject:** RE: Final BAO Review - RFQ# 70148 Shared Urban Mobility Device Data  
**Attachments:** 70148 Shared Urban Mobility Data EBO assessment.pdf; 70148 Shared Urban Mobility Data SBE Assessment.pdf

Good morning. My apologies. I thought I replied to this last week. I have attached the EBO and SBE assessments. After reviewing the bid package, I find the awardee to be BAO compliant. They did not meet EBO goals, but they supplied passing Good Faith Effort summary sheets.

Thanks.

---

**From:** Ferguson, Scott (Finance) <Scott.Ferguson@nashville.gov>  
**Sent:** Monday, November 16, 2020 7:49 AM  
**To:** Cline, Evans (Finance) <Evans.Cline@nashville.gov>  
**Subject:** FW: Final BAO Review - RFQ# 70148 Shared Urban Mobility Device Data

Evans,

Following up on this one. Any updates?

Thanks!

Scott

---

**From:** Ferguson, Scott (Finance)  
**Sent:** Monday, November 9, 2020 3:34 PM  
**To:** Cline, Evans (Finance) <[Evans.Cline@nashville.gov](mailto:Evans.Cline@nashville.gov)>  
**Cc:** Lane, Michelle (Finance - Procurement) <[Michelle.Lane@nashville.gov](mailto:Michelle.Lane@nashville.gov)>  
**Subject:** Final BAO Review - RFQ# 70148 Shared Urban Mobility Device Data

Evans,

This RFP closed October 9, 2020 and final Evaluation Scoring was completed on November 4, 2020. Will you conduct BAO review?

Please let me know if you need additional information.

Vendor:

Tax Management Associates, Inc.

If you have any follow up questions, don't hesitate to contact me.

Thanks!



## Statement of M/WBE Utilization

Proposer's/Firm's Name: <b>Populus Technologies, Inc.</b>		Proposer's Phone #: <b>415.547.0448</b>
Solicitation Title: <b>Shared Urban Mobility Data Collection and Maintenance</b>		Proposer's Email Address: <b>stephanie@populus.ai</b>
Solicitation #: <b>70148,3</b>		Amount Self-performed : <b>100%</b>
Proposer's/Firm's Ownership: <input checked="" type="checkbox"/> <b>Non-M/WBE</b>		Total Bid Amount: <b>42,318.52</b>
Proposed EBO Goal (%): <u>6%</u> <b>MBE%</b> <u>4%</u> <b>WBE%</b>		EBO Goal Met? (Y/N) <input checked="" type="checkbox"/> <b>No</b>

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

			Certificate	* MBE/WBE	Code #	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	Group Type *	UNSPS/NAICS			
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)



Date

**10/ 7/ 2020**

\*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.

<b>Has Prime Complied with EBO Goal?</b>	<b>BAO Only</b> <b>NO</b>	<b>For Internal Office Use ONLY</b> <i>If No, Good Faith Efforts Met?</i>	<b>BAO Only</b> <b>YES</b>
--	---------------------------	--	----------------------------

**BAO Representative:**

Evans Cline

**Date:** 11/10/20

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

## BAO Small Business Assessment Sheet

**BAO Specialist:** Cline, Evans

**Contract Specialist:** Ferguson, Scott

**11/10/2020**

**Department Name:** Metro

**RFP/ITB Number:** 70148

**Project Name:** Shared Urban Mobility Data Collection and Maintenance

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Populus Technologies, Inc.	\$42,318.52	\$0.00	N/A	0	The prime is not an approved SBE and has not proposed any Metro-approved SBE/SDV subs.