

RFQ # 980656 – Short Term Rental Program Consultant
Scoring and Justification

Offeror	Bear Cloud Software LLC	Harmari by LTAS	Host Compliance LLC	Touchless Labs LLC
Cost Criteria (35 Points)	5.88	11.67	3.94	28.00
Project Approach and Process (35 Points)	25.00	15.00	34.00	10.00
Firm and Team Qualifications (20 Points)	10.00	17.00	19.00	5.00
Reference Projects (10 Points)	5.00	7.00	7.00	1.00
Total Evaluation Scores	45.88	50.67	63.94	44.00
<i>Note: ISI has been deemed non responsive</i>				

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Short Term Rental Program Consultant; RFQ # 980656			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Bear Cloud Software LLC	\$395,000.00	\$0.00	5.88	0.00	5.88
Harmari by LTAS	\$497,450.00	\$21,000.00	4.67	7.00	11.67
Host Compliance LLC	\$590,000.00	\$0.00	3.94	0.00	3.94
Touchless Labs LLC	\$83,000.00	\$0.00	28.00	0.00	28.00
<i>Note: ISI has been deemed non responsive.</i>					

Bear Cloud Software LLC

Strengths: Property mapping; capture sites to monitor; proposed dashboard.

Weaknesses: Proposed a software service rather than a consultant services as outlined in the scope of work; their tax enforcement capabilities lacked detail; parcel identification lacks detail; “STR Helper does not search local property management sites for STRs in our nightly batch process”; proposal failed to identify which parcels do not have permits which would require cross referencing by Metro; escalate issues to codes; failed to provide reference project details.

Harmari by LTAS

Strengths: True data as an illustration for implementation; strong visual aids and heat mapping; flow charts.

Weaknesses: Frequency on reporting; Proposed a software service rather than a consultant services as outlined in the scope of work; proposed experience was detailed but was not of similar size, scope, and/or complexity.

Host Compliance LLC

Strengths: Demonstrated a strong understanding of the scope of work and Metro's needs; Individuals in neighborhoods can upload information, including videos and pictures; true consultant service that gathers and provides Metro with information for prosecution; Strong detailed experience and qualifications; timetable for each component; 24/7 staffed hotline; proposed an advanced alternative. Offered a full package in terms of the codes enforcement and taxes; capacity.

Weaknesses: failed to provide reference project details

Touchless Labs LLC

Strengths: N/A

Weaknesses: Overall proposal lacked detail and was generic; failed to provide details to support claims; provided a poor list of references; "pull and de-anonymize over 60,000,000 images, records, profiles, calendars, and reviews in under 30 minutes"; proposed experience was detailed but was not of similar size, scope, and/or complexity; failed to provide reference project details.