



Notice of Intent to Award

Solicitation Number	177234	Award Date	1/27/2022 11:18 AM CST
Solicitation Title	Library Patron Registration Software		
Buyer Name	Daniel Drumwright	Buyer Email	Daniel.Drumwright2@nashville.gov
BAO Rep	Christopher Wood	BAO Email	Christopher.Wood@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Patron Point, Inc	Company Contact	Ian Downie	
Street Address	1706418 Newgrange Drive			
City	Dublin	State	OH	Zipcode 43016

Company Name		Company Contact		
Street Address				
City		State		Zipcode

Company Name		Company Contact		
Street Address				
City		State		Zipcode

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable.

No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable.

No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – 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.

SW Supervisor (Initial)

Michelle A. Hernandez Lane
Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

**RFQ 177234 Library Patron Registration Software
Evaluation Team/Review Board Score Sheet**

Offeror	Patron Point. Inc.	Southport Solutions. LLC
Contract Acceptance	Yes	Yes
Experience and Qualifications (25 Points)	25.00	10.00
Project Approach (25 Points)	21.00	12.00
Cost (50 Points)	50.00	40.00
Total Evaluation Scores	96.00	62.00

Evaluation Comments

Patron Point. Inc.
Strengths
<p>Provided detailed information regarding Experience and Qualifications. Provided detailed information related to references. Vast previous history working with libraries and entities of a similar size. Provided detailed overview of company and history. Provided good information related to business offerings. Provided exceptional experience Project Approach tailored towards Metro's needs. Project Approach provided detailed information related to their plan to execute project. Dedicated team assigned to provide implementation, customer support, and technical support. Detailed software development process. Provided good information related to location confirmation system used to determine applicant addresses. Provided detailed information on how Collaboration Team will work with customers to resolve issues and address needs. Provided supporting documentation outlining ability to provide services. Provided detailed communications plan. Good Information on types of reports and statistics accessible to customers</p>
Weaknesses
<p>Ticketing system for request and issues not accessible to edit request and review status updates by customers. Only provided information for Email system for disseminating customer request.</p>

Southport Solutions. LLC
Strengths
<p>Provided good information related to business offerings. Detailed software development process. Provided detailed information on how collaboration team will work with customers to resolve issues and address needs. Project Approach provided detailed information related to their plan to execute project. Good Information on types of reports and statistics accessible to customers. Detailed how company will prioritize Metro's requests for troubleshooting issues</p>
Weaknesses
<p>Limited information provided for company history. Provided no information in providing patron software to libraries. Provided no previous experience working with entities of similar size as Metro. Less than 5 years of previous experience. Failed to provide adequate references based on Evaluation Criteria. Software that vendor promoting dose not currently exist. Vague information on how API location confirmation system will be used to determine applicant addresses. Vague detail related to determining whether an address is in the NPL's county or catchment area. Ticketing system for request and issues not accessible to edit request and review status updates by customers. Only provided information for Email system for disseminating customer request.</p>

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ 177234 Library Patron Registration Software			50	0	50
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount Proposed	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Patron Point. Inc.	\$72,000.00	0.00	50.00	0.00	50.00
Southport Solutions. LLC	\$90,942.30	0.00	40.00	0.00	40.00

* The BAO Assignment for this award included no EBO Programing or SBE/SDV Cost Incentive.