



Notice of Intent to Award

Solicitation Number	193233	Award Date	6/24/2022 10:10 AM CDT
Solicitation Title	Behavioral Health Systems Analysis		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	N/A	BAO Email	N/A

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	Human Services Research Institute	Company Contact	Allie Myers		
Street Address	2336 Massachusetts Avenue				
City	Cambridge	State	MA	Zipcode	02140

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.

M.H. Supervisor (Initial)

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

RFQ #193233 - Behavioral Health Systems Analysis			
	Deloitte Consulting LLP	Health Management Associates	Human Services Research Institute
Contract Acceptance	Proposed contract exceptions to Metro's standard contract	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions
Cost (30 Points)	8.06	19.11	30.00
Firm Qualifications and Experience (20 Points)	14.00	19.00	19.00
Team Qualifications and Experience (15 Points)	12.00	15.00	15.00
Project Approach and Service Delivery (35 Points)	23.00	35.00	35.00
Total (100 Points)	57.06	88.11	99.00

Deloitte Consulting LLP

Strengths - The offeror demonstrated significant experience serving as the lead consultant providing behavioral health needs assessment services and recommendations. The offeror's description of the benefits associated with selecting their proposed team were clear and concise.

Weaknesses - The lack of detailed information about the Milwaukee County project impacted Metro's overall ability to assess the firm qualifications and experience. The reference project that appeared to be the closest to meeting the needs of the Metropolitan Government of Nashville and Davidson County (Metro) was the State of Wisconsin-Milwaukee County. The information that was provided about that reference project lacked sufficient detail for Metro to assess if it was similar enough to meet Metro's needs. The offeror failed to attach the appendix of the project, which was the only county-level project referenced in the proposal. The relevant experience listed on the resumes didn't indicate specific dates. In addition, Metro felt the three phases noted in the methodology and approach (discover, design, and develop) were not relevant for the anticipated project's needs. A six (6) month timeline was proposed, and Metro Nashville feels that timeline is optimistic but not realistic given the data collection challenges Metro anticipates for this project.

Health Management Associates

Strengths - The offeror demonstrated significant experience providing behavioral health needs assessment services at the county level with projects comparable to the size of Davidson County. The offeror provided Nashville specific data regarding the impacts of COVID-19 on behavioral health needs assessment findings. The offeror's reference projects were relevant to the needs of the Metropolitan Government of Nashville and Davidson County (Metro). The offeror's description of the benefits associated with selecting their proposed team were clear and concise. The offeror's resumes were satisfactory. In the project approach and service delivery section, the offeror provided a description of their behavioral health system assessment approach that was specific and tailored for the city of Nashville. The offeror proposed a realistic and practical project timeline.

Weaknesses - The offeror failed to provide the project team members involved for some of the reference projects.

Human Services Research Institute

Strengths - The offeror demonstrated significant experience providing behavioral health needs assessment services at the county level with projects comparable to the size of Davidson County. The offeror provided specific projects to demonstrate their experience incorporating the impacts of COVID-19 on behavioral health needs assessment findings. The offeror's reference projects were of similar scope and relevant to the needs of the Metropolitan Government of Nashville and Davidson County (Metro). The offeror provided biographical sketches for the team members to demonstrate their specific qualifications and benefits associated with selecting their proposed team. Based on the resumes, the offeror has HMIS experience. The offeror's resumes demonstrated the longest longevity working together as a team. In the project approach and service delivery section, the offeror provided a detailed description of their behavioral health system assessment approach. The offeror provided a detailed description of how their firm can provide implementation support based on behavioral health needs assessment recommendations. The offeror proposed a realistic project timeline.

Weaknesses - The offeror failed to provide the project team members involved on the reference projects.

Enter Solicitation Title & Number Below		
Behavioral Health Systems Analysis; RFQ #193233		Total Cost Points
		30.00
Offeror's Name	Bids	RFP Cost Points
Deloitte Consulting LLP	\$985,000.00	8.06
Health Management Associates	\$415,527.00	19.11
Human Services Research Institute	\$264,680.00	30.00