



Notice of Intent to Award

Solicitation Number	324249	Award Date	4/18/2023 4:03 PM CDT
Solicitation Title	Cisco Equipment & Consulting Support and Service		
Buyer Name	Daniel Drumwright	Buyer Email	Daniel.drumwright2@nashville.gov
BAO Rep	Angie Martin	BAO Email	Angie.Martin@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	Presidio Networked Solutions LLC	Company Contact	Jeff Hodges
Street Address	PO Box 822169		
City	Philadelphia	State	PA
		Zipcode	19182

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.

MLL Supervisor (Initial)

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

**RFQ 324249 Cisco Equipment & Consulting Support and Services
Evaluation Team/Review Board Score Sheet**

Offeror	Presidio Networked Solutions LLC	CDW Government, LLC
Contract Acceptance	Yes	Yes
Primary Account Support and References (25 Points)	23.00	17.00
Qualifications and Experience (30 Points)	28.00	27.00
Other Added Values (10 Points)	10.00	9.00
Diversity Practices (10 Points)	10.00	10.00
Cost (25 Points)	25.00	18.82
Total Evaluation Scores	96.00	81.82

Evaluation Comments

Presidio Networked Solutions LLC

Strengths

Provided detailed information for support model experience. Provided detailed information related to their approach to network engineering, project management, and network architecture. Provided narrative of documented successes in related field. Provided detailed information describing tools and monitoring for firm's NOC/ Managed Service offerings. All previous project experience of a similar size and scope. Detailed firm's Cisco Contact Center Team, including staffing and offerings. Provided detailed information on firm's Primary Account Manager, operations centers proximity to Metro, and ability to meet Metro's needs. Detailed how the requirements and provisions of the scope would be implemented. Provided detailed information related to company's experiences and qualifications. Detailed firm's designated representative and primary point of contact regarding ordering, scheduling, and other arrangements. Provided bios and detailer certifications for engineering resources available to Metro. Provided detailed information regarding firm's diversity practices and efforts to increase diversity inclusion. Provided Cisco Partner awards achieved by the firm's partners/staff and qualifications to execute work related to the certifications. Cisco Gold Partnership. Provided detailed information related to Cisco IoT offerings. Provided detailed information for firm's Cisco Contact Center Team member information.

Weaknesses

No beginning and end dates for referenced projects. No reference to CCDE certification in proposal.

CDW Government, LLC

Strengths

Provided detailed information for support model experience. Provided detailed information related to their approach to network engineering, project management, and network architecture. Provided narrative of documented successes in related field. Provided detailed information describing tools and monitoring for firm's NOC/ Managed Service offerings. Provided firm's Cisco Contact Center Team and offerings. Provided detailed information on firm's Primary Account Manager and ability to meet Metro's needs. Detailed how the requirements and provisions of the scope would be implemented. Provided detailed information related to company's experiences and qualifications. Detailed firm's designated representative and primary point of contact regarding ordering, scheduling, and other arrangements. Provided bios and detailer certifications for engineering resources available to Metro. Provided detailed information regarding firm's diversity practices and efforts to increase diversity inclusion. Provided Cisco Partner awards achieved by the firm's partners/staff and qualifications to execute work related to the certifications. Provided detailed information related to Cisco IoT offerings. Provided detailed information for firm's Cisco Contact Center Team member information.

Weaknesses

Locations of operation centers did not indicate proximity to Metro. Offeror's Primary Account Support and References section lacked information related to firm's Cisco Contact Center Team, including staffing and offerings. Referenced project(s) not of similar size and scope. Lack of detail on geographic location of offeror's project team (some members outside of geographic location/distance preferred by Metro). Did not provide members of Cisco Contact Center Team in Other Added Values section.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ 324249 Cisco Equipment & Consulting Support and Services			25	0	25

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Presidio Networked Solutions LLC	\$26,628,525.55	\$0.00	25.00	0.00	25.00
CDW Government, LLC	\$35,379,965.69	\$0.00	18.82	0.00	18.82

* There was no EBO Goal or SBE/SDV Cost Incentive established for this solicitation.

metropolitan government of nashville & davidson county



Vendor Evaluation

for diversity, equity, and inclusion practices

Solicitation Number: 2324249
Project Title: Cisco Equipment & Consulting Support and Services
Date: Solicitation Date: January 30, 2023
Today's Date: February 28, 2023

Questions?

Email BAO@Nashville.gov

submit completed evaluation form to BAO@Nashville.gov.

Vendor Details

Vendor:

Contact Person:

Email:

Phone:

Address:

Other:

Programatic Review

Do you have a specific program to promote the use of black and brown owned, women-owned, LGBT-owned, service disabled veteran-owned, or small businesses?

YES NO

If NO, proceed to page 3. If yes, upload documentation in the form of a policy manual or similar document.

Do you have measurable goals for the utilization of these types of businesses on non-government projects?

YES NO

If YES, please provide both the goal and actual achievement for your most recently completed fiscal year -->

Firm Type	Goal	Actual
Minority Owned	+5% YoY	\$497,847,356
Woman Owned	+5% YoY	\$841,427,111
LGBT Owned	+5% YoY	\$0
Service Disabled Veteran Owned	+5% YoY	\$1,795,484
Small Business	+5% YoY	\$1,014,851,578

Do you have an employee dedicated, in whole or in part, to the administration of this program?

YES NO

If YES, please provide -->

Program	Staff
Name	Daniel Segarra – Business Diversity Market Leader, USA South Total Employees Dedicated to Business Diversity Programs: 9
% of time spent on program	100%
Email/Phone	daniel.segarra@cdw.com (703) 621-8333

Mentorship

Do you participate in any government - sponsored mentorship programs assisting black and brown owned, women owned, LGBT owned, service disabled veteran owned, or small businesses?

YES NO

If YES, please list them:

Please see additional pages for more government-sponsored mentorship programs

Government Sponsor	Business Mentored
University of Florida	Automated Systems Consulting (MBE)
Disability:IN	SAGRA Specialty Equipment (Disabled)
Texas Tech University	MPulse Healthcare & Technology (MBE)

Do you provide industry specific training to black and brown owned, women owned, LGBT owned, service disabled veteran owned, or small businesses?

YES NO

If YES, please complete:

Number Trained	Hours Provided
27	62

Briefly, is there anything else about your diversity, equity, and inclusion practices that we should know?

Please see the following pages for more information on CDW Government LLC's diversity, equity, and inclusion practices.

BELOW TO BE COMPLETED BY METRO STAFF

Total Score:

10/10

Initial:

AM

QUESTION	Score	Comment
1	2	
2	2	
3	2	
4	2	
5	2	

metropolitan government of nashville & davidson county



Vendor Evaluation

for diversity, equity, and inclusion practices

Solicitation Number: RFQ 324249

Questions?

Project Title: Cisco Equipment and Consulting Support & Services

Email BAO@Nashville.gov

Date: 02/28/2023

submit completed evaluation form to BAO@Nashville.gov.

Vendor Details

Vendor: Presidio Networked Solutions LLC Contact Person: Jeff Hodges, Sr. Account Manager

Email: jhodges@presidio.com Phone: 615-866-5762

Address: 12 Cadillac Drive, Suite 130, Brentwood TN, 37027

Other:

Programatic Review

Do you have a specific program to promote the use of black and brown owned, women-owned, LGBT-owned, service disabled veteran-owned, or small businesses?



YES



NO

If NO, proceed to page 3. If yes, upload documentation in the form of a policy manual or similar document.

Do you have measurable goals for the utilization of these types of businesses on non-government projects?

Presidio has an overall goal for small and diverse businesses. Presidio's goal was 5% with an actual of 5.7%.



YES



NO

If YES, please provide both the goal and actual achievement for your most recently completed fiscal year -->

Firm Type	Goal	Actual
Minority Owned		
Woman Owned		
LGBT Owned		
Service Disabled Veteran Owned		
Small Business		

Do you have an employee dedicated, in whole or in part, to the administration of this program?



YES



NO

If YES, please provide -->

Program	Staff
Name	Jonathan Wilkins
% of time spent on program	100%
Email/Phone	jwilkins@presidio.com/919-228-6101

Mentorship

Do you participate in any government - sponsored mentorship programs assisting black and brown owned, women owned, LGBT owned, service disabled veteran owned, or small businesses?

YES NO

If YES, please list them:

Government Sponsor	Business Mentored
NYC	Businesses currently being vetted to participate in Presidio's MWBE Accelerator Program

Do you provide industry specific training to black and brown owned, women owned, LGBT owned, service disabled veteran owned, or small businesses?

YES NO

If YES, please complete:

Number Trained	Hours Provided
5	5hrs

Briefly, is there anything else about your diversity, equity, and inclusion practices that we should know? Our commitment to diversity is not limited to Supplier Diversity but rather that commitment extends to our employees, communities as well as customers and clients.

We at Presidio envision diversity as a natural part of our business strategy to expand our diverse supplier and employee base, strengthen economic development, and create competitive advantage for all involved. Through our Supplier Diversity and Diversity Equity and Inclusion Programs we are committed to ensuring diversity is a cornerstone of our corporate culture.

BELOW TO BE COMPLETED BY METRO STAFF

Total Score:

10/10

Initial:

AM

QUESTION	Score	Comment
1	2	
2	2	
3	2	
4	2	
5	2	