



**Notice of Intent to Award**

Solicitation Number	63193	Award Date	3/31/2023   6:17 PM CDT	
Solicitation Title	Client Database for Office of Family Safety			
Buyer Name	Jonathan Meadows	Buyer Email	jonathan.meadows@nashville.gov	
BAO Rep	JoeAnn Carr	BAO Email	joeann.carr@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	CaseWorthy, Inc	Company Contact	Melissa Meisenheimer		
Street Address	P.O. Box 102893				
City	Pasadena	State	CA	Zipcode	91189

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 63167 Client Database for Office of Family Services  
Evaluation Team/Review Board Score Sheet**

<b>Offeror</b>	<b>CaseWorthy, Inc</b>	<b>KM Data Strategists, LLC</b>
<b>Round 1</b>		
<b>Product Specifications (100 Points)</b>	91.21	65.67
<b>Round 2</b>		
<b>Methodology and Approach (50 Points)</b>	45.00	40.00
<b>Qualifications and Experience (50 Points)</b>	45.00	32.00
<b>Round 3</b>		
<b>Product Demonstration (50 Points)</b>	48.00	20.00
<b>Round 4</b>		
<b>Cost (100 Points)</b>	44.69	100.00
<b>Total Evaluation Scores (350 Points)</b>	<b>273.90</b>	<b>257.67</b>

\*Network Ninja was deemed Non-Responsive

**Evaluation Comments**

<b>CaseWorthy, Inc</b>
<b>Strengths</b>
Offeror demonstrated extensive background in providing product to social services-oriented organizations. Demonstrated experience with projects of similar complexity to Metro's needs. Offeror has staff with extensive and relevant experience. Demonstration showed product extreme versatility for customization in multiple aspects of the program ranging from individual dashboard views and workflows. Comes with integrated Google Address and Microsoft options. System is very user friendly. Program includes multiple reporting options as a standard, not add on. Includes many additional services out-of-box like communications hub, heatmaps, remote access, voice-to-text, and electronic signatures.
<b>Weaknesses</b>
Offeror states Metro responsible for data conversion of Metro data to new system. Information on process controls was generic and lacked details. Proposal did not provide details on collaborations or partnerships on product among multiple departments (internal and external). Did not provide customer retention information. Resumes provided lacked details. Proposal did not provide budget information on submitted reference projects. Security portion of demonstration was not user-friendly. Did not provide details on how internal teams are integrated.
<b>KM Data Strategists, LLC</b>
<b>Strengths</b>

**Weaknesses**

Proposal used generic language in much of the proposal and lacked specific details what product contained and how it was aligned to Metro and OFS's needs. Listed customers are not similar to OFS in function, size, or need. Proposal included a help line, not a dedicated service team. Did not provide details on projects completed in Case Management. Small number of projects completed were for a government entity. Offeror has an average retention rate of 29 months. Product will require extensive customization to meet Metro's needs. Offeror lacks demonstrated experience in projects of similar size and scope. Did not come prepared to perform the scenarios requested in Round 3-Demonstration. Reports demonstrated did not align with datapoints outlined in solicitation. Offeror stated in the demonstration the ability to create many functions Metro requested but could not show examples. Workflow demonstrated in the product was poorly aligned to OFS needs and showed a lack of understanding of OFS's needs outlined in the solicitation. Terminology used throughout the demonstration showed a lack of familiarity with case management and OFS's

Solicitation Title & Number	RFP Cost Points
RFQ 63193; Client Database for Office of Family Safety	100

Offeror's Name	Total Bid Amount	RFP Cost Points
KM Data Strategists	\$804,068.75	100.00
Caseworthy	\$1,799,240.53	44.69

\*SBE/SDV Cost Incentive was not applicable to this solicitation

**\*Network Ninja was deemed Non-Responsive**



# Statement of M/WBE Utilization

Proposer's/Firm's Name: <b>CaseWorthy</b>	Proposer's Phone #: 803-989-3532
Solicitation Title: <b>Client Database for Office of Family Safety</b>	Proposer's Email Address: <b>mmeisenheimer@caseworthy.com</b>
Solicitation #: <b>Request for Quotation 63193</b>	Amount Self-performed : <b>\$1,799,240.53</b>
Proposer's/Firm's Ownership: <b>Non-M/WBE</b>	Total Bid Amount: <b>\$1,799,240.53</b>
<b>Proposed EBO Goal (%)</b> : 4 <u>    </u> MBE%    6 <u>    </u> WBE%	EBO Goal Met? (Y/N) <b>NO</b>

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

	MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Certificate		Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
				Type (MBE or WBE)	* MBE/WBE Group Type *				
1	<b>None Proposed</b>			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) <b>Melissa Meisenheimer, Senior Sales Executive</b>	<i>Melissa K Meisenheimer</i>	Date <b>02/24/2022</b>
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\*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.

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Has Prime Complied with EBO Goal? **NO**       If No, Good Faith Efforts Met? **YES**

**BAO Representative:** JoeAnn Carr      **Metro Buyer:** Jonathan Meadows      **Project Manager:** Diane Lance      **Date:** 04/04/23

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

**BAO Notes:**

