



Notice of Intent to Award

Solicitation Number	373403	Award Date	12/13/2024 8:00 AM CST
Solicitation Title	Business Directory Database		
Buyer Name	Brad Wall	Buyer Email	brad.wall@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	infoUSA Marketing Inc (a subsidiary of Data Axle Inc)		Company Contact	Ben Brigham	
Street Address	1001 Fort Crook Rd North, Suite 150L				
City	Bellevue	State	NE	Zipcode	68005

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.

GC Assistant Purchasing Agent (Initial)

Dennis Rowland
 Dennis Rowland
 Purchasing Agent & Chief Procurement Officer

RFQ #373403 - Business Directory Database (Round #1)		
	Firm Acumen Solutions LLC	infoUSA Marketing Inc (a subsidiary of Data Axle Inc)
Contract Acceptance	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions
Cost/Pricing (30 Points)	7.51	30.00
Firm Qualifications and Experience (10 Points)	0.00	10.00
Project Approach and Process (60 Points)	7.00	57.00
Total (100 Points)	14.51	97.00

Firm Acumen Solutions LLC
<p>Strengths - The offeror provided a designated point of contact and contact information. The offeror would be able to provide marketing materials to the Nashville Public Library (NPL).</p> <p>Weaknesses - The offer doesn't have ten (10) years of experience providing a business directory database as required in the solicitation. The offeror has no experience working with a Public Library. The offeror doesn't have a product to evaluate. The offeror couldn't develop the product in the time the Metropolitan Government of Nashville and Davidson County "Metro" needs it. The offeror failed to provide three (3) relevant completed projects. The offeror proposes to automate eighty (80) percent of their business listings, but NPL requires 75-85 percent to be manually verified. The offeror describes processes in their proposal that do not currently exist, and cannot be tested, and/or verified. The offeror doesn't have an existing database and doesn't have business listings for small and medium size businesses. The offeror doesn't have any existing census data and Metro has no way of verifying that they can provide census data. The offeror doesn't have an existing database, so job search functionality cannot be verified. The offeror doesn't have an existing database, so Metro cannot evaluate the databases functionality. The offeror doesn't have an existing database, so technical help cannot be verified. The offeror doesn't have an existing mobile app. The offeror doesn't have an existing database for Metro to verify authentication against. There were no examples of existing public and staff training programs provided in the offeror's proposal. The offeror doesn't have an existing database, so Metro cannot verify/evaluate usage reports.</p>
infoUSA Marketing Inc (a subsidiary of Data Axle Inc)

Strengths - The offeror has 32 years of experience providing a business directory database to public libraries with directories and databases. The offeror provides high quality data for their business directory database. The offeror has kept up with technology trends with the development of a mobile app; specifically, most of the Nashville Public Library’s customers use of the business directory database will be with smart devices. The offeror’s reference projects were of similar scope and size as to what Metro is seeking to procure. The offeror manually verifies most of their data for accuracy. The offeror compiles their information from multiple reliable sources. The offeror has a call center to verify the business addresses. The offeror will verify the SIC code for larger businesses. The offeror’s call center is organized by the type and size of the business. The offeror verifies 29 million businesses within a twelve (12) month period. The offeror has over 100 million business listings for small and medium sized businesses. The offeror provided detailed information on how customers can access technical help while using their product.

Weaknesses - The offeror lacked information on how often census data is updated. The offeror’s proposal lacked detail on their job searching capabilities. The offeror failed to specifically address the available authentication methods in their proposal.

RFQ #373403 - Business Directory Database (Round #2)	
	infoUSA Marketing Inc (a subsidiary of Data Axle Inc)
Demonstration (50 Points)	50.00
Total for Round #2 (Out of 50 Points)	50.00

infoUSA Marketing Inc (a subsidiary of Data Axle Inc)

Strengths - The offerors product differentiates between verified and unverified data. The offeror demonstrated a strong search feature. The offeror demonstrated a detailed usage data. The offerors online help section is robust and they offer additional training to clients.

Weaknesses - No weaknesses.

Total Points from Rounds #1 and 2 (Out of 150 Points)	147.00
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Enter Solicitation Title & Number Below		
Business Directory Database; RFQ #373403 (Round #1)		Total Cost Points
		30.00
Offeror's Name	Bids	RFP Cost Points
Firm Acumen Solutions LLC	\$249,524.07	7.51
infoUSA Marketing Inc (a subsidiary of Data Axle Inc)	\$62,500.00	30.00



**Notice
Unacceptable Offer**

Solicitation Number	373403	Date	11/1/2024 8:23 AM CDT		
Solicitation Title	Business Directory Database				
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov		
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov		

Unacceptable Offer

The following supplier has submitted an offer that is unacceptable:

Company Name	Firm Acumen Solutions LLC	Company Contact	Sudheer Banala		
Street Address	851 Westcott Ln				
City	Antioch	State	TN	Zipcode	37013

Suppliers with unacceptable offers will not be considered for award.

Public Information and Records Retention

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REC

Dennis Rowland