



**Notice of Intent to Award**

Solicitation Number	384391	Award Date	12/16/2024   10:06 AM CST
Solicitation Title	Docked Shared Mobility		
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	Bicycle Transit Systems	Company Contact	Allison Cohen	
Street Address	2800 S. 20th St. Suite 6A, 1st Floor			
City	Philadelphia	State	PA	Zipcode 19145

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.

DC Supervisor (Initial)

Dennis Rowland  
 Dennis Rowland  
 Purchasing Agent & Chief Procurement Officer

RFQ 384391 Docked Shared Mobility Evaluation Team/Review Board Score Sheet			
Offeror	Bicycle Transit Systems	Phenix USH LLC	Drop Mobility
Contract Acceptance	Yes	Yes	Yes
Proposed Performance Criteria and Data Sharing Program (20 Points)	16.00	16.00	16.00
Equipment and Software Plan (20 Points)	17.00	16.00	15.00
Technical Approach (20 Points)	16.00	17.00	13.00
Connectivity Improvements and Expansion of Services Downtown & Countywide (10 Points)	8.00	7.00	6.00
Marketing, Community Engagement, Public Private Partnerships (20 Points)	17.00	14.00	12.00
Proposed Fees and Revenue Sharing with the City (10 Points)	7.00	6.00	3.00
<b>Total Evaluation Scores</b>	<b>81.00</b>	<b>76.00</b>	<b>65.00</b>

**Evaluation Comments**

Bicycle Transit Systems
<p><b>Strengths</b></p> <p>Proposed measurable criteria within the Public Safety, Education/Community Engagement, Maintenance/Rebalance, Customer Service, and Program Utilization. Outlined firm's data sharing capabilities, including types of data available to the City, method of data delivery to the City, and Offeror's policy related to the sale and/or sharing of data. Detailed firm's ability to provide Annual reports of system trips categorized by various demographics. Detailed firm's ability to provide an analysis of performance for your proposed solution including Inspections, repairs, and rebalancing. Provided a detailed overview of data that will be available to all stakeholders. Provided a detailed description of bike share system including bicycles, payment kiosks, software, web, and data service. Provided a detailed description of deployment plan. Provided a breakdown of all pricing/memberships/cost options to consumers and a detailed description of these options. Provided a detailed infrastructure description that includes installation, relocation, and maintenance details for all possible shared mobility device locations. Provided a detailed description for the proposed user platform that details scheduling and reserving vehicles. Provided a detailed description of business planning for funding the project with outline to address capital financing, asset ownership, revenue distribution, insurance livability and risk. Provided a detailed description of your firm's Operating Plan, including Goals and Objectives, Deliverables, Timeline for Setup and Execution, and Communication Plan. Detailed a plan for site assessment and customer feedback. Provided details on how your firm will execute local staffing. Provided a detailed description of your firm's rebalancing protocols for the products referenced on this solicitation. Provided a detailed account for how firm will provide regularly scheduled and on demand data reports to Metro. Detailed firm's Expansion Plan, including new station installs, increasing connectivity to parks. Detailed proposed Marketing, PR programs, advertise on local television, radio, print, or internet. Detailed ability to provide monthly reports analyzing marketing relevant demographics. Provided examples of engagement done in other markets. Detailed firm's ability to provide memberships to businesses, organization, and employers. Detailed proposed solution's ability to integration with other entities/products such as Transit, WeGo, and college ID's/passes. Detailed solution to serve socio-economically disadvantaged citizens/communities and prioritize equity. Detailed proposed Marketing and PR programs including ability to provide monthly reports on demographics, strategies recognizing relations crisis, opportunities to advertise locally and abroad. Detailed firm's ability to provide memberships to businesses, organization, and employers. Detailed ability to coordination with Metro Parks to explore sponsorship of bikeshare program. Detailed proposed Marketing and PR programs including ability to provide monthly reports on demographics, strategies recognizing relations crisis, opportunities to advertise locally and abroad. Detailed firm's ability to provide memberships to businesses, organization, and employers. Detailed ability to coordination with Metro Parks to explore sponsorship of bikeshare program. Proposed a fee structure paid to the City on a monthly or annual basis in addition to shared revenue created based on the use of City right of way for business purposes. Detailed Contracting and Employment Outreach Plan. Detailed plan for workforce development and employment opportunities for individual residents of Nashville, especially of low to moderate income. Identified strategies for recruiting for employments opportunities.</p> <p><b>Weaknesses</b></p> <p>Failed to adhere to formatting requirements. Lack of detail related to the utilization of Geofencing. Lack of detail on the proposed measurable criteria, categories, and how the data captured would be utilized. Limited proposed expansion plan based on the proposed contract term. Lack of detail on key staff project responsibilities. Lack of detail on remote staffing. No dedicated direct contact to address Metro's needs. Lack of information and proposed greenway implementation. Lack of details on County Wide implementation plan. Lack of information related to specific corporate partnerships. Lack of detail on strategies recognizing relations crisis and methodology to address these concerns. Revenue share dependent on terms not current to the scope and contract terms.</p>
<p><b>Phenix USH LLC</b></p> <p><b>Strengths</b></p> <p>Proposed measurable criteria within the Public Safety, Education/Community Engagement, Maintenance/Rebalance, Customer Service, and Program Utilization. Outlined firm's data sharing capabilities, including types of data available to the City, method of data delivery to the City, and Offeror's policy related to the sale and/or sharing of data. Detailed firm's ability to provide Annual reports of system trips categorized by various demographics. Detailed firm's ability to provide an analysis of performance for your proposed solution including Inspections, repairs, and rebalancing. Provided a detailed overview of data that will be available to all</p>

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**Weaknesses**

Lack of detail on the proposed measurable criteria, categories, and how the data captured would be utilized. Lack of emphasis on how the overarching performance metric will be gathered and provided to Metro. Lack of clarity on the plan to integrate with and utilize Docked Bike System not currently operated by supplier. proposed cos for execution of proposed approach less favorable. Deployment plan and approach to executing project includes utilization of system that is not currently managed or owned by firm. Lack of detail on specific location related to firm's initial and expansion plan. Proposed pricing not aligned with the Metro's expectation. Proposed utilizing Metro financing to fund ride passes, which specifically contradicts the information provided in the scope. Lack of information related to potential corporate and private partnerships. Overall plan for marketing and community engagement provided is boilerplate and not specific to Nashville market. Projections related to rides and spend are not feasible for a self-funded bike share model. Lack of information related to firm's contracting, employment outreach, and workforce development plan.

**Drop Mobility**

Proposed measurable criteria within the Public Safety, Education/Community Engagement, Maintenance/Rebalance, Customer Service, and Program Utilization. Outlined firm's data sharing capabilities, including types of data available to the City, method of data delivery to the City, and Offeror's policy related to the sale and/or sharing of data. Detailed firm's ability to provide Annual reports of system trips categorized by various demographics. Detailed firm's ability to provide an analysis of performance for your proposed solution including Inspections, repairs, and rebalancing. Provided a detailed overview of data that will be available to all stakeholders. Provided a detailed description of bike share system including bicycles, payment kiosks, software, web, and data service. Provided a breakdown of all pricing/memberships/cost options to consumers and a detailed description of these options. Provided a detailed infrastructure description that includes installation, relocation, and maintenance details for all possible shared mobility device locations. Provided a detailed description for the proposed user platform that details scheduling and reserving vehicles. Provided a detailed description of business planning for funding the project with outline to address capital financing, asset ownership, revenue distribution, insurance livability and risk. Provided a detailed description of your firm's Operating Plan, including Goals and Objectives and Execution, Communication Plan. Detailed a plan for site assessment and customer feedback. Provided details on how your firm will execute your local and remote staffing. Provided a detailed description of your firm's rebalancing protocols for the products referenced on this solicitation. Provided a detailed account for how firm will provide regularly scheduled and on demand data reports to Metro. Detailed firm's Expansion Plan, including new station installs, Increasing connectivity to parks and greenways, connecting pedestrians and cyclists from transit stops to greenway trailheads. Detailed solution's ability to integration with WeGo. Detailed proposed Marketing, PR programs, advertise on local television, radio, print, or internet. Detailed ability to provide monthly reports analyzing marketing relevant demographics. Provided examples of engagement done in other markets. Detailed firm's ability to provide memberships to businesses, organization, and employers. Detailed proposed Marketing and PR programs including ability to provide monthly reports on demographics, strategies recognizing relations crisis, opportunities to advertise locally and abroad. Detailed firm's ability to provide memberships to businesses, organization, and employers. Detailed Contracting and Employment Outreach Plan. Detailed plan for workforce development and employment opportunities for individual residents of Nashville, especially of low to moderate income. Identified strategies for recruiting for employments opportunities.

**Weaknesses**

Lack of detail on the proposed measurable criteria, categories, and how the data captured would be utilized. Lack of detail related to the utilization of Geofencing. Lack of detail related to the spend to execute proposed plan. Boilerplate information related to equipment offerings. Limited availability of equipment options related to that requested in the solicitation. Conflicting information related to the deployment plan provided in proposal. Proposed deployment plan unfavorable for Metro's needs. Emergency Response plan not catered to Metro's needs. Frequency of Data Plan Reporting does not meet Metro's expectations. Lack of available local staff to serve project needs. Project point-of-contact not provided. Lack of information related to how solution will serve socio-economically disadvantaged communities and prioritize equity. Lack of information related to how the solution will intergrade into locations aligning with Metro and NDOT expansion plans. Failed to include plans to integrate into a number of college campuses. Lack of information related to how the firm would execute the Marketing, Community Engagement, Public Private Partnerships scopes as outlined in the evaluation criteria. Amount of bikes/equipment proposed to be provided specifically by firm does not meet Metro's need. Lack of information related to connectivity to college campuses. Lack of information related to how firm will coordination with Metro Parks to explore sponsorship of bikeshare program. Financing for project would be Metro's responsibility, which specifically contradicts what was requested in the scope.