

# MANATEE COUNTY GOVERNMENT

## INTENT TO NEGOTIATE

<b>SUBJECT</b>	Addressing Database and Maintenance System	<b>DATE POSTED</b>	MC <u>✓ SE 11/22/16</u> DS <u>✓ SE 11/22/16</u> CC <u>N/A</u>
<b>PURCHASING REPRESENTATIVE</b>	Greg Davis, 749-3037	<b>DATE CONTRACT SHALL BE AWARDED</b>	Upon Completion of Successful Negotiations
<b>DEPARTMENT</b>	Building and Development Services	<b>CONSEQUENCES IF DEFERRED</b>	None
<b>SOLICITATION</b>	RFP #16-2602GD	<b>AUTHORIZED BY DATE</b>	Melissa M. Wendel, CPPO <u>[Signature]</u> 11/22/16

### NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with Michael Baker International, Inc. – Tampa, FL

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

### BACKGROUND/DISCUSSION

#### PROJECT BACKGROUND:

Manatee County issued a Request for Proposal to provide **Addressing Database and Maintenance System**, as required by Manatee County. The Addressing Database and Maintenance System is planned to streamline and automate the current addressing process which is currently spread across 3 departments and relies on a disparate combination of GIS software tools and manual processes.

#### SOLICITATIONS:

The RFP was released on [mymanatee.org](http://mymanatee.org) and Demand Star and also provided to the Manatee County Chamber of Commerce for release to its members. Five (5) proposals were received from:

- Akimeka – Maitland, FL
- Farragut – Durham, NC
- GIS Inc. (Geographic Information Services) – Birmingham, AL
- InnoLA Solutions – West Melbourne, FL
- Michael Baker International, Inc. – Tampa, FL

#### Manatee County Firms that were directly solicited:

None

#### Manatee County Firms that submitted proposals:

None

#### Local firms that submitted proposals include:

Akimeka – Maitland, FL

Michael Baker International, Inc. – Tampa, FL

<b>ATTACHMENTS</b> (List in order of attached)	<b>FUNDING SOURCE</b> (Acct Number & Name)	<b>Term Agreement</b> <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b> \$ 350,000	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	N/A

**EVALUATION COMMITTEE (VOTING) MEMBERS:**

Glenna Campana, Building Services Manager, Building and Development Services Department  
Mark Murphy, GIS Supervisor, Information Technology Services Department  
Greg Davis, Chair, Contracts Negotiator, Financial Management Department, Procurement Division

**Non-voting member:** Jennifer Baird, Project Manager, Building and Development Services Department

**EVALUATION RESULTS:**

The Evaluation Committee (Committee) convened in September 2016 and reviewed procedural guidelines and responsibilities. Committee members began discussions on the five (5) proposals received in response to the formal solicitation announcement. One member of the Public, Mr. Ed Gonzalez National Sales Director for Akimeka was present and had no comments. The Committee proceeded to discuss the qualifications presented in the Akimeka, Farragut, GIS Inc., InnoLA and Michael Baker International, Inc. proposals against the evaluative criteria defined in the RFP.

- **Akimeka** based in Maitland, FL. Akimeka was founded in 1997 then acquired by VSE Corporation in 2010. Akimeka operates as a VSE subsidiary providing 9-1-1 services which it started in 2007. In addition to 9-1-1 Akimeka is also an IT service provider for infrastructure & data management, application development, GIS solutions and custom training development. They currently have several 9-1-1 contracts with various municipalities in Hawaii.
  - Akimeka proposal was very well structure and written;
  - Akimeka provided a good set of resume;
  - Akimeka provided a good project plan approach along with a risk management plan;
  - Akimeka price response was easy to follow and in the competitive range.
- **Farragut** based in Durham, NC was founded in 1992. Farragut staff is approximately 70 people specializing in various IT service solutions for public and private sectors. Farragut's first addressing product "AddressOne" was introduced in 2000. Since 2000 Farragut has continued to add improvements to AddressOne. The AddressOne product is the foundation of the solution proposed for the RFP.
  - Farragut provided a responsive proposal;
  - Farragut provided several reference clients;
  - Farragut schedule provided was not detailed and did not look realistic compared with the other Proposers;
  - Farragut price response based on the timeline they proposed did not appear to be as competitive as other Proposers.
- **GIS Inc.** based in Birmingham, AL. GIS was formed in 1991 and has 25 years as a technology provider of GIS and location based services.
  - GIS solution stated they were only proposing an 85% solution to the requirements and were Non-Compliant in several areas. GIS also provide a Rough Order of Magnitude price.
  - Based on information provided their proposal was not competitive with other Proposers.
- **InnoLA Solutions**, is located in West Melbourne, Florida. InnoLA Solutions teamed with Red Giant Analytics, who is a consulting firm with knowledge of local government business processes and experience implementing IS/GIS systems.
  - InnoLA provided a good overview of how they approach projects;
  - InnoLa proposed schedule was in line with a couple of the other Propers, however they did not provide much detail;
  - InnoLa did not provide details and response times for maintenance and support;
  - InnoLA proposed price solution was significantly higher than other Proposers.

- **Michael Baker International, Inc.** Regional Office is located in Tampa, Florida with headquarters in Pittsburg, PA. Michael Baker is a global engineering and consulting firm employing 5000+ staff working with public sector to provide technology-based solutions. Michael Baker is an active contributor to Next Generation 9-1-1 (NG9-1-1) with one of their Subject Matter Experts serving on the National Emergency Number Association (NENA) NG9-1-1 GIS Data Model committee.
  - Michael Baker proposal was well organized and responsive;
  - Michael Baker proposed a web-services based product called DataMark which they developed to run on Amazon servers;
  - Michael Baker demonstrated they have the resources and expertise with resumes included in the proposal;
  - Michael Baker price response easy to follow and in the competitive range.

Based on the content of the written proposals submitted the Committee decided unanimously to invite Akimeka and Michael Baker for Orals presentations. The other three (3) proposers Farragut, GIS Inc. and InnoLA Solutions were deemed to not be acceptable to invite to Orals or consider.

The Evaluation Committee convened an Orals briefing in October 2016. At this time Akimeka and Michael Baker presented their approach to addressing the RFP requirements. Both companies provided further clarifications to their proposed solutions. Additionally, Akimeka and Michael Baker provided demonstrations of their proposed solution attributes.

The Evaluation Committee reconvened Evaluation Committee Meeting No. 2 in November 2016. The Evaluation Committee Chairman reviewed procedural guidelines and responsibilities again with the Committee members. No members of the public were present. The Committee Chairman stated the intent of the meeting was to discuss the results of Orals and vote on the way forward. Committee discussed Akimeka and Michael Baker oral presentations as well as some of the pros and cons each company as assessed by the County Subject Matter Experts. The Committee agreed that Michael Baker demonstration during Orals was much better than Akimeka.

Based on the content of the written proposals submitted and Oral presentations the Committee felt it had adequate information to proceed to a vote. The Committee voted unanimously to recommend engaging in negotiations with **Michael Baker International, Inc.**

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The resulting agreement will be managed by the Building and Development Services Department

<b>ESTIMATED COST OF SERVICES: \$350,000</b>
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<b>FUNDING: Building and Development Services Department, Account Key 1080007201</b>
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*the above justifications are a generalized summary of major observations intended only to provide a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*