



# INTEROFFICE MEMORANDUM

**TO:** Felicia Strong-Whitaker, Director  
Department of Purchasing & Contract Compliance

**FROM:** Evaluation Committee Recommendation Letter

**DATE:** December 21, 2020

**PROJECT:** 20RFP894152K-BKJ, Office 365 Implementation Service

In accordance with the Purchasing Code, a duly appointed Evaluation Committee has reviewed the proposals submitted in response to the above-reference project on behalf of the Finance Department.

Eighteen (18) qualified firms submitted proposals for evaluation and consideration for award of this project:

- |                            |                                 |
|----------------------------|---------------------------------|
| 1. AgreeYa Solutions, Inc. | 11. Innovative Architects dba   |
| 2. AHEAD, Inc.             | Improving-Atlanta               |
| 3. B2B Technologies        | 12. IT Partner, LLC             |
| 4. Catapult Systems        | 13. Perficient, Inc             |
| 5. CDW-G                   | 14. Presidio, Inc               |
| 6. Charter Global, Inc.    | 15. SerenIT, Inc                |
| 7. Cloud Navigator         | 16. SHI International Corp      |
| 8. Crayon Software Experts | 17. Slalom, LLC                 |
| 9. Divergent               | 18. The IQ Business Group, Inc. |
| 10. EY, LLP                |                                 |

After review of the technical proposal the following firms were short-listed:

1. B2B Technologies
2. CDW-G
3. EY, LLP
4. Presidio, Inc.
5. SHI International

After review, evaluation and consideration of all available information related to the requirements and evaluation criteria of the RFP, the Evaluation Committee has determined that the proposal submitted by **B2B Technologies** with a total score of **90.37%**, is the recommended vendor for the award of 20RFP894152K-BKJ, Office 365 Implementation Service.

The Evaluation Committee members attest that each member scored each proposal independently in accordance with the evaluation criteria set forth in the Request for Proposal and that their individual score is a part of the final scores in the attached Evaluation Matrix.

**SELECTION COMMITTEE MEMBERS:**

DocuSigned by:



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Darren Smith

Technical Operations Manager

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James Watson

IT Senior Project Manager

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Terrence Slaton

Chief Information Security Officer

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Technical Operations Manager

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Glenn Melendez

Chief Information Officer

EVALUATION CRITERIA	WEIGHT	B2B TECHNOLOGIES	PRESIDIO, INC.	EY, LLP	SHI INTERNATIONAL	CDW-G
<b>Technical Approach</b>						
System Functionality and Ease of Use	20%	18.00	17.00	17.00	15.00	15.00
Planning and Implementation Services	15%	14.25	14.25	13.50	11.25	12.00
Interface to existing systems	10%	9.00	9.00	8.50	7.50	7.50
Adherence to existing County Standards	5%	4.25	4.75	3.75	4.25	3.75
Qualifications of Key Personnel	15%	13.50	12.75	12.75	12.00	12.00
Relevant Project Experience/Past Exp.	10%	9.50	9.50	9.00	8.50	7.50
Availability of Key Personnel	3%	2.55	2.10	2.10	2.10	2.55
Local Preference	5%	5.00	5.00	5.00	0.00	0.00
Service Disabled Veterans Preference	2%	0.00	0.00	0.00	0.00	0.00
<b>**Total Technical Scores**</b>		76.05	74.35	71.60	60.60	60.30
Cost	15%	14.32	9.94	7.19	15.00	11.13
<b>TOTAL SCORE:</b>	<b>100%</b>	<b>90.37</b>	<b>84.29</b>	<b>78.79</b>	<b>75.60</b>	<b>71.43</b>