



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #072822
Entitled
Communications Technology Consulting Services

The following advertisement was placed June 9, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, June 10, 2022 in Oregon's *Daily Journal of Commerce*, and on June 9 and June 16, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Communications Technology Consulting Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than July 28, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

22nd Century Technologies, Inc.	Intrado Interactive Services Corporation
Abacus Service Corporation	IV IT SOLUTIONS, LLC
Anker Telecom Consulting, LLC	Ivoxy Consulting, Inc.
Anthony James Partners	Kyndryl, Inc.
Audio Enhancement, Inc.	Lumen (CenturyLink Communications, LLC)
Avaya, Inc.	Manhattan Telecommunications Corp.
Avero, LLC	Mission Critical Partners, LLC
Behrens Technology Group, LLC	Msys, Inc.
BlackHawk Data, LLC	NETWORK CRAZE TECHNOLOGIES, INC.
BROADBAND CONNECT, LLC	Nivid Infotech, Inc.
Cady Business Technologies	Nova Journal Experts
CampusGuard, LLC	Optimized Communications
CampusTours, Inc.	Pavek Technology Group
Canadian Hearing Services / Services Canadiens de l'ouïe	People Tech Group, Inc.

Cerium Networks, Inc.	Pierson Wireless Corp.
ClientFirst Technology Consulting	PowerHouse Consulting, Inc.
Cogent Infotech Corporation	Presidio Networked Solutions LLC
Communication Brokers, Inc.	Prime Vendor, Inc.
Communications by Design, Inc.	ProSys Information Systems, Inc.
Complete Tablet Solutions, Ltd.	PSI INTERNATIONAL, Inc.
CompuNet, Inc.	PWXPress
COMPUNNEL, INC.	Quantum Research International, Inc.
Computer Aid, Inc.	Radarsign
ComStrat, LLC	RADgov, Inc.
Coolsoft, LLC	Recycle Coach
Crews Telecom Consulting, Inc.	Riverstrong, LLC
CRG Telecom, Inc. dba Cost Reduction Group	RO IT SOLUTIONS, LLC
CSG Government Solutions	Ross & Baruzzini, Inc.
CTA Consultants, LLC	Secure Systems Support, LLC
Dallago Corporation	Serigor
Daniel A. Sharron dba React Audiovisual Systems	SoftSages, LLC dba SoftSages Technology
DataHouse Consulting, Inc.	Software One, Inc.
DatamanUSA, LLC	Sonus Software Solutions, Inc.
Distributed Computing, Inc.	Sophus IT Solutions
Duke Tech Solutions, Inc.	Spectech Holdings, Inc.
ECC Technologies, Inc.	SVAM International, Inc.
Electronic Health Resources, LLC	Swartz Consulting, LLC
Elegant Enterprise-Wide Solutions, Inc.	Swatch Junkie Creative
ErateSync	SysnetIQ Data Solutions, LLC
eRepublic, Inc.	Tech Mahindra Americas, Inc.
ESTI Consulting Services	Technology Management Corporation
Faith Group, LLC	Technology Plus, Inc.
Fortinet, Inc.	TechTu Business Solutions, Inc.
Forward Edge	Telephone Consulting Services of LI Corp.
Four Twelve Roofing, LLC	Ten4 Mobility, LLC dba OpDecision
Global Employment Services, Inc.	The Barrington Consulting Group, Inc.
GoTo	The BAZ Group, Inc.
GovBuilt, LLC	The Sextant Group, Inc. dba NV5
GPMF Holdings, Inc.	Track Star International, Inc.
Honey Badger Analytics, LLC	Tri-Force Consulting Services, Inc.
Hot Dragonfly, LLC	Troy & Banks, Inc.
IBI Group A California Partnership	True North Consulting Group
ICI Electrical Engineering Ltd.	United Data Technologies
Incident Communication Solutions	Valley View IT & Media Corporation
Inflow Communications, LLC	Ventraq Corporation
Info-Tech Research Group, Inc.	VortalSoft, Inc.
Information Professionals, Inc.	World Wide Technology
International Consulting Acquisition Corp.	WSP Canada, Inc.
International Solution Sources, Inc.	Zencon Group, Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on July 28, 2022, at 4:37:18 pm CT. Proposals were received from the following:

Anthony James Partners
Audio Enhancement, Inc.
CampusTours, Inc.
CenturyLink Communications, LLC, dba Lumen Technologies Group
ClientFirst Technology Consulting
Communication Brokers, Inc.
Communications by Design, Inc.
Computer Aid, Inc.
ComStrat, LLC, dba Communication Strategies
ECC Technologies, Inc.
Electronic Health Resources, LLC
Forward Edge
Global Employment Services, Inc.
Hot Dragonfly, LLC
ICI Electrical Engineering, Ltd.
Kyndryl, Inc.
Mission Critical Partners, LLC
PowerHouse Consulting, Inc.
Presidio Networked Solutions Group, LLC
ProSys Information Systems, Inc. (Pivot Technology Services Corp., dba Computacenter)
Ross & Baruzzini, Inc.
Software One, Inc.
Sophus IT Solutions
Swartz Consulting, LLC
Technology Management Corporation
Technology Plus, Inc.
Ten4 Mobility, LLC, dba OpDecision
The Sextant Group, Inc., dba NV5
Troy & Banks, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
Bev Hoemberg, Procurement Analyst
Craig West, Procurement Analyst
Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Anthony James Partners, CampusTours, Inc., and Sophus IT Solutions, fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

CenturyLink Communications, LLC, dba Lumen Technologies Group, provides managed and professional communications technology consulting services that include network architecture and engineering services, project management and implementation, and 24/7 field tech services. Their employees are able to provide their consulting services to Sourcewell participating entities in the continental United States. Lumen Technologies is offering a solid discount off their list pricing.

Ross & Baruzzini, Inc., delivers technology, consulting, and design services for diverse industries including healthcare, transportation, government, and education. Ross & Baruzzini, Inc. is ready to serve Sourcewell participating entities in both the United States and Canada. They are offering a discount off standard per hour rates.

Ten4 Mobility, LLC, dba OpDecision, audits and analyzes telecom invoices to optimize expense reduction. They provide comprehensive wireless cost reduction, traditional telecom (wireline) cost reduction, wireless managed services, billing aggregation and analysis. They will serve Sourcewell participating entities in the United States and Canada. OpsDecision offers a significant discount off regular audit/optimization service pricing with minimum savings guarantees available for wireless cost reduction services.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #072822 to:

CenturyLink Communications, LLC, dba Lumen Technologies	#072822-LUM
Ross & Baruzzini, Inc.	#072822-RBZ
Ten4 Mobility, LLC, dba OpDecision	#072822-TN4

The preceding recommendations were approved on September 27, 2022.

DocuSigned by:

Kim Austin

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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Beverly Hoemberg

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Bev Hoemberg, Procurement Analyst

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Craig West

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Craig West, Procurement Analyst

DocuSigned by:

Nick Scholer

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Nick Scholer, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #072822 for Communications Technology Consulting Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer