

Courtroom Technology RFP 5631 - Scoring

NOMAD TECHNOLOGIES

Category	Avg Score	Comments
Qualifications & Experience (30 points)	28	Very competent; experienced in courtroom tech with many installs. Willing to use DBE; already use a DBE shipping subcontractor. Stable company with long presence and adequate resources to design, supply, build, support. Not local presence but will develop and has remote, resourced call-center in current operation. Limited experience in Govt Plaza/ Mobile or with Judges & other stakeholders, but quick study on building systems. Good supply chain. Good reference checks.
Representative Solution (40 points)	35	Using all of the products and will possess all desired features. Created a design plan that seems flexible and tailored with all of the functionality desired. Training videos are plus. Remote troubleshooting seems workable, but some concern about building trust with that model from stakeholders. Install plan seemed workable with 60-90 day initial install then one room every 30 days. Generally confident on quantity sourcing to get all expected components on time to do install.
Fees & Fee Structure (30 points)	24	Reasonable all-in pricing included 5 year extended warranty on entire installation and parts. Price did not include building power connections, but that work expected to be less than \$50K extra cost to City.
Total	87	

ATLANTIC VIDEO CORPORATION

Category	Score	Comments
Qualifications & Experience (30 points)	28	Some experience in designing/implementing courtroom tech, esp in Govt Plaza. Lead installer has 30+ years experience. Have connections with local DBEs for installation services. Deep familiarity with 205 Govt St systems and with local stakeholders, having worked a wide variety of other projects for them. Using noted system specialty subcontractors experience.
Representative Solution (40 points)	35	Using all of the products and desired features. Will have all of the functionality desired. Has identified all specific components, suppliers, availability and pricing for all parts. A bit more expedited install process that factors in 2-week turnaround per room. Local presence will provide more installation flexibility of unexpected supply chain or courtroom availability issue arise, or court tech requirements change substantially.
Fees & Fee Structure (30 points)	29	Very detailed breakdown of costs of each component, install, and support. 5% less than competitor, including all electrical install with DBE subs.
Total	92	

Scoring Areas

- 1.1. Cover Letter. On firm letterhead, please identify the principal contact, providing the name, title, street address, email address, and phone number as well as all persons authorized to represent the respondent. Please include a description of your company and any reservations or comments regarding this RFP. If you have standard license agreements, disclosures, or contract terms, please reference them here and include them as enclosures.
- 1.2. Qualifications and Experience. Provide the information regarding your team and other similar public pension plans your software supports.
 - 1.2.1. Leadership and Operating Team. Please name the corporate leadership and key team members that will design, install, and support your installation.
 - 1.2.2. Relevant Experience providing courtroom technology solutions. Please provide customer name, brief description of the scope of the work, and customer contact information for previous courtroom technology projects.
 - 1.2.3. Employment of Disadvantaged Businesses. Please indicate how you recruit and have used disadvantaged businesses as subcontractors and major suppliers.
- 1.3. Representative Solution. Provide a breakdown of the technology solution you have provided another customer that meets or is similar to the City's performance requirements in Section 2 of this RFP.
 - 1.3.1. Describe the functional sound, video, exhibit/document handling, and conferencing performance features of your installation.
 - 1.3.2. Describe the key specific hardware and software components of your installation, including quantity installed, and any amendment or upgrade options you would recommend.
 - 1.3.3. Indicate prime subcontractors you used.
 - 1.3.4. Describe the design and installation process you followed, including timeline from award to completion.
 - 1.3.5. Describe how you trained users and supported or currently support the installed technology.
- 1.4. Fees. Provide a breakdown of the fees you charged for your technology, installation, training, and support, including fees charged by subcontractors.