



MEMORANDUM

TO: Mayor and Board of Commissioners
FROM: Robin I. Gomez, City Manager
DATE: Nov 8, 2023
RE: **Recommend Firm – RFQ 2023-07, Security Focused Information Technology Support and Consulting Services RFQ**

Background

Since at least 2014, the City of Madeira Beach has been outsourcing its Information Technology services and operations. The current agreement with Network People, Inc., was adopted for a ten (10) year period. On June 9, 2023, the City issued the enclosed Request for Qualifications (RFQ) # 2023-07 to receive responses from qualified firms/companies capable of providing a full complement of security focused information technology support and consulting services.

Review/Discuss

Due to the ten (10) year period reaching its expiration date, the City issued a RFQ (copy enclosed with this agenda item) which was issued on Friday, June 9, 2023. Responses were due on Friday, June 30, 2023. The City advertised the RFQ on its City website, and via the online Demandstar site. We received five (5) responses:

1. Advizex Technologies LLC
2. Cendien
3. Interdev
4. Network People Inc
5. United Data Technologies

Three (3) City staff, Tom Roeder, Broadcast/IT Coordinator, Marci Forbes, Community Development Engineer, and myself, met on October 5, 2023, to review the five (5) responses against the below criteria:

- Qualifications, staffing, reputation
- Understanding of the scope of services/work
- Demonstrated ability to meet requirements
- Experience and expertise, municipal clients
- Client/end user satisfaction
- Quality assurance control programs and policies
- Applicable contract references that reflect and demonstrate the firm's past performance on other local government engagements
- Respondent demonstrates understanding of the City of Madeira Beach business operations

- Location of firm and response time

Staff scored Network People highest followed by InterDev, score sheets and notes enclosed.

Fiscal Impact

FY 24 budget for the contracted services is \$200,000.00, same as in FY 23.

Recommendation

Staff to begin negotiating agreement with recommended firm, Network People Inc.