



Notice of Intent to Award

Solicitation Number	387441	Award Date	5/28/2025 11:25 AM CDT
Solicitation Title	Enterprise Firewall and Network Security		
Buyer Name	Scott Ferguson	Buyer Email	scott.ferguson@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Sayers 40, Inc	Company Contact	Nick Davis
Street Address	825 Corporate Woods Pkwy		
City	Vernon Hills	State	IL
		Zipcode	60061

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

☐ Yes, the EBO Program is applicable.

☒ No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

☐ Yes, monthly reporting is applicable.

☒ No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

 Assistant Purchasing Agent (Initial)

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

RFQ# 387441 - Enterprise Firewall and Network Security	
Evaluation Criteria	Sayers 40, Inc
Round 1	
Solicitation Acceptance	Yes
Contract Acceptance	Yes
ISA Questionnaire Completed and Terms Accepted	Yes
Corporate Experience and Capacity (35 Points)	30
Management Summary and Business Plan (25 Points)	23
Service Levels (20 Points)	18
Maintenance (20 Points)	15.00
Round 1 Total	86.00
Round 2	
Processes and Procedures (50 Points)	50.00
Cost (50 Points)	50.00
Round 2 Total	100.00
Grand Total	186.00

Strength & Weaknesses

Sayers 40, Inc

Corporate Experience and Capacity (35 Points)

Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses: Firm's response regarding Major Accounts Information lacks experience with comparative sized firms in the public sector.

Management Summary and Business Plan (25 Points)

Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses: Firm's response to how firm's escalation times are regarding customer complaints.

Service Levels (20 Points)

Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses: Firm did provide a clear response to how they would respond to non-CheckPoint escalations.

Maintenance (20 Points)

Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

Weaknesses: Firm's response to whether they would provide a dedicated support engineer to support Metro's account.

Processes and Procedures (50 Points)

Strengths: Firm's response addressed everything we requested in the RFP. Firm's response to how they would deal with tech changes and new cyber security threats. Firm's process for ensuring technical staff are up to date on latest solutions, specifically

Weaknesses: No weaknesses were noted.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Enterprise Firewall and Network Security RFQ# 387441			50	0	50
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Sayers 40, Inc	\$ 15,705,476.82	\$ -	50.00	0.00	50.00