

EVALUATION PANEL REPORT

12070-0-2023-BP
Telecom Licenses
January 26, 2024

Introduction

The City of Madison solicited proposals from qualified vendors. The following proposed:

1. Cell At Auction, LLC
2. Everest Infrastructure Partners, Inc.
3. Steel In The Air, Inc.
4. Terabonne, Inc.

Please reference the RFP for additional information.

Summary of Evaluation Panel Activity

1. Panel members first conducted evaluations of proposals independently based on the pre-established criteria determined by the panel. Then, the panel met to discuss all qualitative and quantitative aspects of the proposals and overall ratings as a group. Purchasing staff rated the cost section of the proposals.

Below is a summary of the scoring:

Section	Max Points	Cell at Auction	Everest Infrastructure	Steel in the Air	Terabonne
Technical	65	37.75	47.25	45.90	54.50
Cost Actual	10	1.39	4.71	4.08	10.00
Cost Comprehension	20	13.00	14.00	17.00	17.00
Local Vendor	5	0.00	0.00	0.00	0.00
Total	100	52.14	65.96	66.98	81.50

The Technical section relates to the scoring of proposals supplied by each vendor. The Cost Actual was the total amount of money that would be paid to the vendors based on their calculations. The Cost Comprehension was an analysis of how well the evaluators felt each vendor understood how the pricing would work. After reviewing the scoring, the panel decided to move the top three scoring vendors into the final round of virtual interviews. Each vendor was provided an agenda and had virtual interviews with the evaluation panel.

This is a summary of the scoring after the virtual interviews:

Section	Max Points	Everest Infrastructure	Steel in the Air	Terabonne
Technical	65	47.25	45.90	54.50
Interview	65	52.38	50.77	49.58
Cost Actual	20	9.41	8.16	20.00
Cost Comprehension	40	28.00	34.00	34.00
Local Vendor	10	0.00	0.00	0.00
Total	200	137.04	138.83	158.08

After the interview and discussion, the panel had additional questions for Terabonne. They answered the panels satisfaction. Based on the scoring, the panel felt comfortable selecting the top scoring vendor, as the awarded vendor, Terabonne, Inc.

2. Final Selection of the Panel: Terabonne, Inc.

3. Local Preference

Was the outcome of this bid changed by the local purchasing ordinance? ____Yes X No

4. Evaluation Panel Meetings:

11/15/2023	Distribution of Proposals
12/6/2023	Discussion of proposals and determination of final vendors
1/10/2024 & 1/12/2024	Virtual Interviews
1/18/2024	Review of scoring and selection of winning vendor