

City of Franklin, Tennessee
Tabulation of Submittals *

Purchasing Office Solicitation No.:		2019-002 (electronic bill presentment services, payment processing services and coordinated paper bill presentment services)								
Notice to proposers published in the Williamson Herald on:		2/21/19								
Number of potential proposers that were notified of / that submitted a proposal in response to this request for proposals:		17 / 10								
Date and time proposal due and publicly opened:		4/2/19 2:00 PM								
Present at opening of proposals:		Kim Pendergrass of Divco Data - Invoice Cloud; Brian Cooper of DNI Corp.; Wayne Parr of LexisNexis Vitalchek; Deann Kraft and Lawrence Sullivan of the City of Franklin Revenue Management Department; Mike Lowe of the City of Franklin Finance Department; and Leslie Pewitt, Suzanne Ward and Brian Wilcox of the City of Franklin Purchasing Office								
Target meeting of BOMA at which recommendation is scheduled to be considered:		10/8/19								
Proposals received from:		For which services does the proposal apply?	Does the proposal include all required documents?	Does the proposal take any exceptions to the City's procurement solicitation? / If so, how many?	Average points allocated by proposal evaluation team (out of a possible 100, utilizing evaluation criteria as listed in RFP):	Average points allocated by interview panel (out of a possible 100, utilizing evaluation criteria as listed in RFP):	Estimated annualized total quoted proposal pricing for years 1-3 payable by: City / City's customers / total	Payment terms:	Estimated time of completion of implementation after receipt of order:	Proposal is valid and may be accepted through:
Bill2Pay, LLC 9428 Baymeadows Road, Suite 500 Jacksonville, FL 32256 Darren Mace Business Sector Executive 904-421-7133 darren.mace@bill2pay.com		Complete bundle of services	Yes	Proposer takes no exceptions	86.72	71.07	\$50,400	net 30 days	120 days	9/2/2019
							\$73,453			
							\$123,853			
DNI Corp 711 Spence Lane Nashville, TN 37217 Brian Cooper Account Executive, Business Development 615-948-0020 bcooper@dnicorp.com		Complete bundle of services	Yes (and includes a proposed service agreement)	Proposer takes no exceptions	83.18	63.38	\$47,692	net 30 days	90 - 120 days	8/30/2019
							\$118,780			
							\$166,472			
EPI-USE America, Inc. 2002 Summit Blvd., #825 Atlanta, GA 30319 Allan Zoutendyk Associate Partner 919-995-4135 allan.zoutendyk@us.epiuse.com		Electronic bill presentment and payment processing services only (but combined with bill printing services by Presto Service, Inc. for allocating fee-based points)	No (missing contact information for listed references (available upon request))	Proposer takes no exceptions	64.31	not interviewed	\$149,619	net 30 days	80 days	9/30/2019
							\$110,364			
							\$259,983			
Fidelity National Information Services (FIS) 113 Seaboard Ln, Suite A250 Franklin, TN 37067 Tammi Mathews Senior Sales Executive Government EBPP Solutions 480-238-7398 tammi.mathews@fisglobal.com		Complete bundle of services	Yes	Yes (to City's Standard Procurement Terms and Conditions)	67.85	not interviewed	\$79,200	net 30 days	90 - 150 days	120 days from proposal date
							\$110,364			
							\$189,564			
Invoice Cloud 30 Braintree Hill Office Park, Suite 101 Braintree, MA 02184 Chuck Layman Regional Sales Director 317-670-7845 clayman@invoicecloud.com		Complete bundle of services	Yes (and includes a proposed biller agreement)	Proposer takes no exceptions	80.38	84.93	\$57,960	net 30 days	120 days	6/30/2019
							\$108,887			
							\$166,847			

*Staff recommendation is to reject all proposals

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Gila, LLC d/b/a Municipal Services Bureau 8325 Tuscany Way, Bldg. 4 Austin, TX 78754 Ken Duncan Sr. Account Executive 615-238-1582 Ken.Duncan@Gilacorp.com		Complete bundle of services	Yes (and includes a proposed Service Level Agreement)	Proposer takes no exceptions	84.25	76.00	\$8,640 \$108,887 \$117,527	net 30 days	45-90 days	90 days after submit date
PayIt, LLC 1812 Broadway Blvd Kansas City, MO 64108 Michael Plunkett Co-Founder, COO/CFO 913-314-3825 mike@payitgov.com		Complete bundle of services	Yes	Proposer takes no exceptions	70.39	not interviewed	\$115,632 \$152,738 \$268,370	net 30 days	90 days	3/26/2020
Paymentus Corporation 13024 Ballantyne Corporate Place, Suite 450 Charlotte, NC 28277 Jerry Portocalis Senior Vice President 980-255-3000 JPortocalis@paymentus.com		Complete bundle of services	No (Paymentus Standard Agreement referenced but not provided)	Proposer takes no exceptions but requests to negotiate City's Standard Procurement Terms and Conditions	81.08	94.63	\$54,022 \$68,285 \$122,307	net 30 days	90 days	6/30/2019
Presto Service, Inc. 186 East Old Trenton Rd. Clarksville, tN 37042 Henry "Vega" Albaro, III Operations Manager 931-647-5660 PSI@PrestoServices.com		Bill printing services only (but combined with EBPP services by EPI-USE America, Inc. for allocating fee-based points)	Yes	Proposer takes no exceptions	58.56	not interviewed	\$149,619 \$110,364 \$259,983	net 30 days	0 days	6/30/2019
Smart Energy Systems Inc. DBA Smart Energy Water (SEW) 19900 MacArthur Blvd., Suite #370 Irvine, CA 92612 Aman Singha Director - Operations 909-217-3344 aman.singha@smartenergywater.com		Complete bundle of services	Yes	Proposer takes no exceptions	76.86	not interviewed	\$38,972 \$110,364 \$149,336	net 30 days	140 days	180 days from date of submitted offer

*Staff recommendation is to reject all proposals