



MARKET SURVEY

Solicitation Number: RFP 20-500562

Agent: Jovan Hooper

Project Name: Network Professional Services & Monitoring

Department: DoIT

Company	Contact #	Contact Person	Received Proposal?	Non-Response Justification	Bid in Future
Athens Micro	(706) 310-0247	Daniel Zezulka	No	It is their process to a short phone call before deciding to put in the time that is required to formally bid on RFP. They could not attend pre-proposal meeting until a phone call was performed, our process does not allow conversations with the user dept. prior to and after meeting; this is how they do this type of work for other municipalities.	Yes
Carousel Industries	(678) 892-3703	Meridith Voshell	No	Missed the opportunity to attend at least 1 of 4 Mandatory DeKalb First Meetings.	Yes
F5, Inc.	(817) 455-7079	Catherine Fox	No	F5 does not provide a full “Managed Service” of customers hardware as they do not provide 24x7x365 monitoring of a customer on premise devices; this was an absolute requirement of the RFP.	Yes
LUMEN	(404) 550-5881	Nic Reese	No	Lumen’s nearest NOC is located in NC, which is obviously beyond the 50-mile radius that the RFP requires.	Yes
ESM Global Consulting	(207) 420-1280	Michael Odokara-Okigbo	No	RFP requires certifications in Palo Alto, Juniper, F5, InfoBlox, and Aruba; ESM could not provide direct certifications.	Yes
Results Summary	Firms that were contacted have all expressed that they could not perform all of what scope requires with having all required certifications; as well as the required 24x7x365 on-call NOC. These support services are extremely critical and of a special industry, it is limited on available and qualified proposers who can successfully perform these types of services.				