



DENVER SMART CITY ON-CALL AGILE PROFESSIONAL SERVICES

April 1, 2019

The results of RFP 28788 are in and 60 firms were sent notification of Denver’s intent to pursue contracting based on the technical merits of their proposals.

Over the past year, the Denver Smart City team executed an RFP that created a unique pathway for city agencies to partner with the business community.

Why:

The Denver Smart City Program is eliminating silos, optimizing city operations, and addressing some of our biggest challenges—crime, traffic congestion, vehicle crashes, air pollution, safety, and economic inequality. By working smarter for all, we’re building Denver’s future today.

Through federal and local funding- as well as industry, public, private, and community partnerships- Denver Smart City is working to address many of Denver’s challenges. Denver Smart City values everyone in Denver and believes the convergence of technology and innovation creates an opportunity to fully realize the city as a platform to co-develop solutions across the city. Denver Smart City is working to ensure residents receive immediate, complete access to city services in a manner that is mobile, affordable and environmentally sustainable.

The Denver Smart City team looked for business partners who will contribute to the Denver Smart City goal of using data to make our city better. We are committed to this vision and are dedicating our best and brightest resources to:

- Embrace emerging smart industry standards as they develop
- Co-design architecture to support multi-vendor interoperability
- Maintain local control and ownership of City & County of Denver data
- Leverage, Collaborate and Contribute to open source community innovation and the exchange of knowledge

What:

To best serve the needs of this innovative procurement on-call, a competitive contractor pool of primary contracts is being established, which include expertise under the disciplines of Information Communication Technology, Intelligent Transportation Systems and Business Intelligences. These services will be needed for many efforts for the City & County of Denver, including- but not limited to:

API development	Building applications on V2I Hub software	Cloud administration
Cloud development (full stack)	Cloud platform development	Communication
Connected fleet	Connected freight	Connected pedestrian development
Data broker developer (between TMC & EDM)	DSRC development and deployment	Electrification planning and deployment
Emergency vehicle preemption	Graphic design	Interface UX design
Interoperability development	IoT data development- data input, output, flow	IoT data development- aggregation, visualization, storage
IoT software development	IPv6 implementation	ITS and connected vehicle design and deployment
Project metrics development	Public engagement	Security development and deployment
Social and behavioral science work	Stop bar violation development	Strategic planning
Systems engineering	Technical writing	Transit signal priority
Travel time reporting	Open source code contribution	Open source code development



ICT- INFORMATION AND COMMUNICATION TECHNOLOGY services a unified and integrated approach of infrastructure to facilitate access, storage, transmission, manipulation, retrieval and reception of information.

ITS- INTELLIGENT TRANSPORTATION SYSTEMS “combines high technology and improvements in information systems, communication, sensors, controllers and advanced mathematical methods with the conventional world of transportation infrastructure.”¹

BUSINESS INTELLIGENCE acknowledges that technical, hardware and software skills are not the only elements needed for a smart city. With the emerging field of smart cities, strategic thinkers and storytellers are essential for what is needed to make Denver smarter – from a big picture perspective to details such as initiation, project delivery and public engagement. A holistic view, along with these specific skills, will ensure sustainability of smart city solutions over time for Denver and the region.

This procurement set the stage for the business community to work together to fulfill shared goals on behalf of the city. The number of proposals received from firms was 3 times larger than any other RFP released by the City & County of Denver. There are 60 firms eligible for contract under the auspices of this on-call:



ONE-STOP COMPREHENSIVE CAPABILITY FIRMS

Leidos
Parsons



INDUSTRY-SPECIFIC CAPABILITY FIRMS

Apex Design, Battelle, Clovity, Cognizant, Deloitte, DMI, Ford Smart Mobility, Fujitsu, HAAVE, Hatch Associates, ICF, ITS Roads, Jacobs, KPMG, Microsoft, Mojotech, Nimble, Pillar, Radical IO, Transcore, Triunity



INNOVATIVE/NICHE CAPABILITY FIRMS

Accenture, ACL Transportation, Apps Consultants, Brand Motion, Caserta, Catapult, DataMI, EST, EY, FHU, Hitachi, Innovar, Maximus, Most Programming, Navjoy, Neaera, Neal Analytics, North Highlands, Non Sequitur, Nutter, OV Consulting, Persistent Systems, Prosono, Qwally, RS&H, Siemens, Slalom, SmartSource, Sogetti, Streetlight Data, Tack Mobile, Teezle, Tetra Tech, Trihydro Corp., WSP, Wyant Data Systems, ZenCity



The resulting contracts will span 7 disciplines and over 70 professional competencies. Firm sizes ranged from 10-person startups to international consulting firms and businesses. Based on feedback, the structure and innovativeness of the RFP was key element that drove this level of engagement and diversity of response from the business community.

¹ Yangxin Lin ; Ping Wang ; Meng Ma, “Intelligent Transportation System(ITS): Concept, Challenge and Opportunity”, IEEE, 5/26/2017)

The numbers say it all:

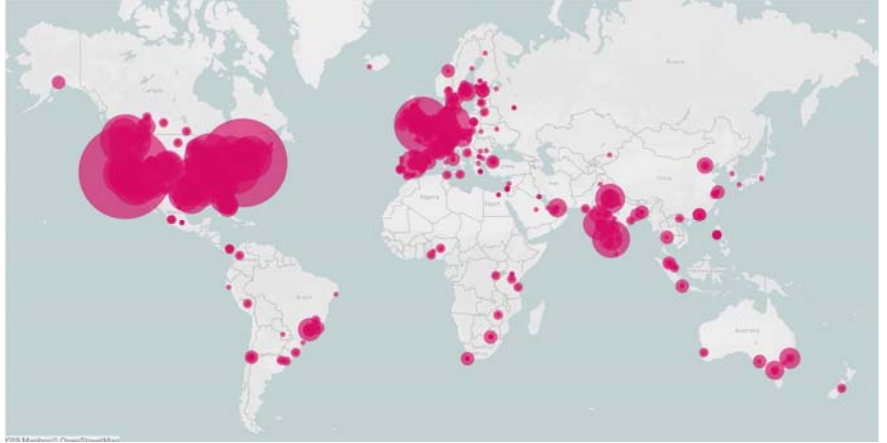
Over 500 firms engaged.
150 businesses responded.
Public Sector engagement from:
3 federal organizations
5 local municipalities
4 sister city entities

The RFP successes include:

- **60** Awards to qualified businesses
- **21** Women- or minority-owned businesses
- **22** Small-owned businesses
- **7** firms with **12 or less** employees
- **Over 30% local** to the Rocky Mountain Region
- **Over 60%** of contracts are **new** Denver business partnerships

* MWBE and SBE are according to federal guidelines

Global interest in this on-call agile RFP



Graphic credit: Citymart

When:

If you are a municipality or organization that would like to utilize one of the firms below, then you are in luck! The City & County of Denver has procured these firms through a competitive process, so **YOU** may be able to pull them in to help you solve your most pressing problems with any color of money, whether it is local, federal, public or private funding. For federal funding, the recommendation is to work with your local representative to ensure this tool fits with what you are doing from a compliance standpoint.

You can do this in **2** ways:

1. Bring this document to your procurement specialist and determine if your city, county, or state participate in cooperative purchasing. Point out which firm or firms you would like to work with and work together to directly reach out to the firm's contact person, which is listed below.
2. The City & County of Denver will have contracts executed with many of the firms below in 2019. Have your procurement specialist reach out to the GS Purchasing Division at City & County of Denver to see when the contract vehicle of interest is executed and approved on a Denver contract. Once Denver executes contracts you will be able to use them subject to the procurement code of your representing body. The City & County of Denver is committed to robust contracts that mitigate risk, enable accountability, and offer flexibility of goods and/or services. Hopefully, you can share in the fruits of our labor-intensive RFP and that its resulting contracts are another tool in your toolbox, helping you move quickly from an idea to implementation.

On the following pages, there is directory of the 60 Firms selected. Additionally, there is some additional information about individual firms. As we receive more of these look books from our qualified pool, we will update on our website.



DIRECTORY OF “INTENT TO AWARD” RECIPIENTS

Award	Firm	Contact name	Contact e-mail
One-stop	Leidos	Brandon Freeman	BRANDON.P.FREEMAN@leidos.com
	Parsons	Derek Pines	derek.pines@parsons.com
Industry-Specific	Apex Design	Scott Thomas	scott.thomas@apexdesignoc.com
	Battelle	Aaron MacDiarmid	garciad1@battelle.org
	Clovity	Chris Medina	chrism@clovity.com
	Cognizant	Alfred Philipson	alfred.philipson@cognizant.com
	Deloitte	Rana Sen	rsen@deloitte.com
	DMI	Dan Hughes	dhughes@dminc.com
	Ford Smart Mobility	n/a	citysols@ford.com
	Fujitsu	Robert Worden	Robert.Worden@us.fujitsu.com
	HAAVE	n/a	contact@haave.io
	Hatch Associates	Paige Greenhough	paige.greenhough@hatch.com
	ICF	Semrin Aleckson	semrin.aleckson@ic.com
	ITS Roads	Julie Evans	julie@itsroads.com
	Jacobs	Amy Hopkins	amy.hopkins@jacobs.com
	KPMG	Tom Hiddeman	thiddemen@Kpmg.Com
	Microsoft	Mike Graef	mike.graef@microsoft.com
	Mojotech	Bing Chou	bing@mojotech.com
	Nimble	Betty Magome	betty@nimbleconsulting.net
	Pillar	Matthew Van Vleet	mvanvleet@pillartechnology.com
	Radical IO	Christin Wiedemann	christin@radical.io
	Transcore	Ryan Saville	ryan.saville@transcore.com
Triunity	Alexis Bozzo	alexis.bozzo@triunityeng.com	
Innovative/Niche	Accenture	Jamie Wills	Jamie.wills@accenture.com
	ACL Transportation	Adria Lucerna	alucerna@acl-eng.com
	Apps Consultants	Kiran Pingali	kiran@appsconsultants.com
	BrandMotion	Jason Furr	jfurr@brandmotion.com
	Caserta	Greg Wells	greg.wells@caserta.com
	Catapult	Nadine Foik	nadine@catapultdesign.org
	DataMI	Hans Brunner	hans@datamillc.com
	EST	Saeed Sobhi	SaeedS@estinc.com
	EY	Mark Powell	marc.powell@ey.com
	FHU	Lyle Devries	lyle.devries@fhueng.com
	Hitachi	Doug Owen	doug.owen@HitachiVantara.com
	Innovar	Darryl Hoogstrate	dhoogstrate@innovargroup.com
	Maximus	Ellen Thompson	ellenthompson@maximus.com
	Most Programming	Wayne Schell	wschell@most-us.com
	Navjoy	Navin Nageli	nnageli@navjoyinc.com
	Neaera	Tony English	tony@neaeraconsulting.com
	Neal Analytics	Hari Das	hari@nealanalytics.com



North Highlands Consulting	Wayne Messina	Wayne.messina@northhighlands..com
Non Sequitur	Mark Reiner	reiner@nsequitur.com
Nutter	Melanie Nutter	melanie@nutterconsulting.net
OV Consulting	Beth Vogelsang	beth@ovllc.com
Persistent Systems	Neeraj Sinha	Neeraj@Sinha@persistent.com
Prosono	Jesus Salazar	jesus.salazar@prosono.com
Qwally	Chris Offensend	choffensend@harvard.edu
RS&H	George Tsiouvaras	george.tsiouvaras@rsandh.com
Siemens	Denise Quarles	denise.quarles@siemens.com
Slalom	Brad Smith	brad.smith@slalom.com
SmartSource	Rich Walsh	rich@solderworks.com
Sogetti	Robert Shelden	robert.shelden@us.sogeti.com
Streetlight Data	Brenden Byard	brenden.byard@streetlightdata.com
Tack Mobile	John Myers	John.myers@tackmobile.com
Teezle	Jim Balsbaugh	Jbalsbaugh@teezle.com
Tetra Tech	Anne Johnson	anne.johnson@tetrattech.com
Trihydro Corp.	Josh Dorrell	jdorrell@trihydro.com
WSP	Stephen Pouliot	Stephen.Pouliot@wsp.com
Wyant Data Systems	Tom Villani	Tom.villani@wyantdata.com
ZenCity	Lee Greene	lee@zencity.io