



# 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 are we requesting these services?

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 services are we requesting?

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 development (full stack)
- Cloud platform development
- Connected fleet Connected freight
- Data broker developer (between TMC & EDM)
- DSRC development and deployment
- Emergency vehicle preemption
- Graphic design
- Interoperability development
- IoT data development- data input, output, flow
- IoT software development
- IPv6 implementation
- Project metrics development
- Public engagement
- Social and behavioral science work
- Stop bar violation development
- Systems engineering
- Travel time reporting
- Strategic planning
- Transit signal priority
- Technical writing
- 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.”<sup>1</sup>

**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:



---

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



### **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**

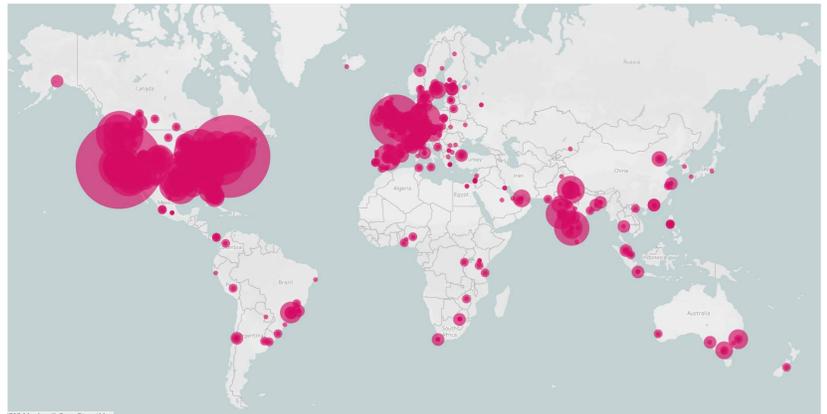
Accenture, ACL Transportation, Apps Consultants, Brand Motion, Caserta, Catapult, DataMI, EST, EY, FHU, Hitachi, Innovar, Maximus, Most Programming, Navjoy, Neaera, Neal Analytics, North Highlands, Non Sequitur, Nutter, OV Consulting, Persistent Systems, Prosono, Qwally, RS&H, Siemens, Slalom, SmartSource, 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.

The numbers say it all:

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



GLOBAL INTEREST IN THIS ON-CALL AGILE REQUEST FOR PROPOSAL (RFP)  
GRAPHIC CREDIT: CITYMART

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

## When Can You Submit Proposals?

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 build off of this effort in 3 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.
3. Reach out to 2 or 3 firms on this list and do a mini-bid (i.e. send the firms a bullet point list and ask for a 2-5-page response). When you determine which firm you want to use, use methodology 1 or 2 above.

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. For any questions, please e-mail [DenverSmartCity@denvergov.org](mailto:DenverSmartCity@denvergov.org).

## Directory of “Intent to Award” Recipients

Award	Firm	Contact Name	Contact Email
<b>One-stop</b>	Leidos	Brandon Freeman	BRANDON.P.FREEMAN@leidos.com
	Parsons	Derek Pines	derek.pines@parsons.com
<b>Industry-Specific</b>	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



Award	Firm	Contact Name	Contact Email
	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
<b>Innovative/Niche</b>	Accenture	Jamie Wills	Jamie.wills@accenture.com
	ACL Transportation	Adria Lucerna	alucerna@acl-eng.com



Award	Firm	Contact Name	Contact Email
	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



Award	Firm	Contact Name	Contact Email
	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



Award	Firm	Contact Name	Contact Email
	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