Enterprise Florida, Inc.
Invitation to Negotiate for
Web-based GIS Solution for Economic Development
January 2018

PURPOSE. Enterprise Florida, Inc., issues this Invitation to Negotiate (ITN) with the purpose of eliciting responses from technology and data integration firms capable of contracting with Enterprise Florida to provide a comprehensive GIS platform with comprehensive data and integrative sites and buildings capabilities.

This contractual relationship(s) will facilitate increased awareness of Florida resources and assets as it relates to site selection and economic development efforts. Enterprise Florida seeks to establish this contract with the possibility of annual renewals. In the event Enterprise Florida determines the solutions of more than one contractor are in the best interest of the organization, Enterprise Florida reserves the right to contract with more than one respondent.

In accomplishing its objectives, Enterprise Florida must guide attention to community strengths and provide economic development partners throughout the state a platform with which to conduct research and generate reports on site selection decision factors. These efforts require the following services:

1. A searchable GIS platform with dynamic visualization of available state, county, and MSA information.
2. The ability for public users to generate and download reports and layered maps based on comparative data points, including but not limited to employment and establishment, education, demographic, and infrastructure variables.
3. Effective side-by-side comparisons (visual and statistical) between regions and municipalities.
4. Seamless sites and buildings data storage with search and display functionality.

BACKGROUND. Enterprise Florida, Inc. is a partnership between Florida’s business and government leaders and is the principal economic development organization for the state of Florida. Headquartered in Orlando, with offices in Tallahassee and Miami, Enterprise Florida’s mission is to expand and diversify the state’s economy through job creation. In pursuit of its mission, Enterprise Florida works closely with a statewide network of economic development partners and is funded by both the State of Florida and by private-sector businesses. More information is available at enterpriseflorida.com.

CONTRACTOR QUALIFICATIONS. Through this ITN, Enterprise Florida will select and negotiate a contract with a firm within the following parameters:

1. Capability - Responding firms must be able to demonstrate effective use of technology with an emphasis on user experience and attractive design. Information, data, and other content must be easily accessed and manipulated through visualization techniques and map layering.
2. Experience – Firms must have an established track record in their field with fully integrated tech and research components. That experience will be demonstrated by listing recent/current projects the firm has managed. In addition to general firm experience, preference will be given to firms with practical knowledge of and experience working with economic development organizations.

3. Services – Responding firms must have identifiable customer service strengths, particularly in terms of support for end users. Preference will be given to products that offer a large quantity of variables to use as selective criterion.

4. Noteworthy Accomplishments & Awards – As a partial measure of the firm’s quality of performance, it would be appropriate to highlight instances where the firm and/or individuals within the firm have been recognized for exemplary achievement.

SUBMISSION OF RESPONSES. Firms interested in submitting a response to this Invitation to Negotiate must electronically submit the following documents:

1. “Firm Questionnaire” – Respondents will provide information regarding the firm that addresses the preferences listed above. This information will be provided through answers to the attached questionnaire.

2. “Examples of Work Product” – Respondents will provide examples of work product that best illustrate the capabilities and economic development experience of the firm. This work product may include examples of collateral, media materials, cost benefit analyses, videos, and other outreach materials that illustrate use of the product(s).

3. Presentations – Enterprise Florida may request a personal presentation by one or more of the responding firms which would allow an opportunity to provide live demos or examples of the product(s).

Respondents should complete the form, including uploading any examples they wish to provide no later than 5:00 PM, Eastern, Tuesday, January 30, 2018. The form can be found here.

SELECTION. Enterprise Florida will review the responses and evaluate proposals based on which responses Enterprise Florida deems to be the most suitable and qualified. Enterprise Florida retains the sole authority for developing and applying the criteria it will use to evaluate proposals.

Enterprise Florida may choose to request that one or more of the responding firms make a face-to-face presentation to an individual or individuals reviewing responses. If needed, every effort will be made to schedule the presentation(s) at a time and date satisfactory to the respondent. Presentations, if necessary, will be scheduled in Orlando at Enterprise Florida headquarters or conducted online. Enterprise Florida, at its sole discretion, may determine that a personal presentation is not necessary.
NOTE: When Enterprise Florida decides which firm it deems to be the most suitable and qualified for this project, it will notify all respondents of that decision. Enterprise Florida will then set up a meeting with the company it selects and commence negotiations relative to specific 1) scope of services, 2) timetables for implementation and 3) costs. If negotiations are unsuccessful, Enterprise Florida retains the right to initiate contract negotiations with the next most suitable firm and continue the process until it successfully negotiates a contract. Enterprise Florida retains the sole authority to make its selection based on what it determines to be its best interest. Enterprise Florida, at its sole discretion, may reject any and all responses as not meeting the needs of this project. Enterprise Florida anticipates that a selection decision will be made by no later than Wednesday, February 21, 2018.

CONTRACT(S). The contract(s) resulting from this ITN will be a two-party contract between Enterprise Florida and the selected firm(s). The contract(s) will establish pricing to be used for various aspects of the services provided by the contract. The contract period will be determined by Enterprise Florida. The actual length of the contract and any possible renewal options will be terms to be negotiated by the parties.

CONTACT. Firms should direct inquiries regarding this ITN to tshaw@enterpriseflorida.com.