

**Jean-Pierre, Windelle**

---

**From:** Cameron Shorkey <camerons@bitfocus.com>  
**Sent:** Friday, October 24, 2025 11:37 AM  
**To:** Gleason, Robert  
**Cc:** Jean-Pierre, Windelle; Lovett, Sonia  
**Subject:** Formal Protest Regarding Proposed Award and Ranking for TRN2129615P1 Homeless Management Information System—HMIS Solution

#### **External Email Warning**

This email originated from outside the Broward County email system. Do not reply, click links, or open attachments unless you recognize the sender's email address (not just the name) as legitimate and know the content is safe. Report any suspicious emails to ETS Security by selecting the Report Suspicious or Report Phish button.

Report Suspicious

Dear Mr. Gleason,

This letter is to officially file a protest on behalf of Bitfocus concerning the County's proposed award and [vendor ranking](#), which was posted on October 22. We're making this filing pursuant to the protest instructions in the solicitation and Part X of the Broward County Procurement Code.

We contend that the evaluation outcome was simply a matter of a pricing difference, and we respectfully request that you reconsider the decision.

#### **Our Grounds for Protest and Requested Remedy**

Our protest is focused solely on price. We understand the County selected WellSky. We do not dispute any technical scoring or compliance findings. However, we believe that if our price were adjusted to match WellSky's offer, our overall ranking would then meet or exceed that of the selected vendor.

#### **Our Requested Remedy:**

Bitfocus is prepared to immediately price match WellSky's offered price for the HMIS Solution and is ready to enter into good-faith negotiations under the exact same terms and conditions.

Given that the County's evaluation already indicates Bitfocus offers the superior products and services, it is clearly in the County's best interest to award us the contract. By accepting our price match guarantee, you ensure that the County receives a vastly superior product for the same financial investment, making this award the most financially feasible and beneficial option.

Therefore, we request that the County:

1. Permit us to submit a revised price matching WellSky.
2. Reconsider the rankings and/or proceed to negotiations with us based on this price match commitment.

#### Supporting Information and Attachments

We are including the following document to support our protest:

- Broward County's [Scoring Summary Sheet](#)

#### Filing Fee

We understand a filing fee is required for protests of a proposed award. Please confirm the exact required fee amount based on the estimated contract price, along with the acceptable payment method. We are prepared to submit the filing fee in accordance with County requirements.

#### Certification

I certify that I am authorized to file this protest on behalf of Bitfocus, that all statements in this protest are true and accurate to the best of my knowledge, and that this protest is made in good faith.

Thank you for your prompt attention to this matter. We look forward to your guidance on the next steps.

Sincerely,

Cameron



**Cameron Shorkey, MPP**  
Director of Business Development  
Colorado Springs, Colorado  
800.594.9854 x231



**Bitfocus**

