

Objection/Protest Recap and Chronology

Solicitation No.	TRN2129615P1
Solicitation Title:	Homeless Management Information System Solution
Bid/RLI/RFP/RFQ:	RFP
Objection/Protest:	Objection
Using Agency:	Housing Options, Solutions and Supports Division (HOSS-D)
Solicitation Scope:	Provides a software solution for system implementation, hosting, maintenance, and support services for the County's HMIS. Services include data migration, configuration, training, and ongoing technical support.
Project Budget:	\$1,600,000
EC Facilitator/ Members:	Facilitator: Sonia M. Lovett, Senior Purchasing Manager Members: • Luis Nicola Aguilar, HOSS-D; • Christopher Williams, ETS; • Ricardo Moore, HSD;

Parties	Vendor Name	Role (Protestor/ Intervenor/ Lobbyist/ Legal Rep)
Objector/Protestor:	Bitfocus, Inc.	Vendor
	N/A	Legal Representative
	N/A	Lobbyist
Intervenor:	N/A	Vendor
	N/A	Lobbyist
	N/A	Legal Representative
CAO Reps:	Ricardo Abraham	Senior ACA

Objection Point	Summary
Pricing Requirements	Assertion: Bitfocus claimed that the objection is focused solely on price. Bitfocus does not dispute any technical scoring or compliance findings. However, Bitfocus believes that if the price were adjusted to match WellSky's offer, the overall ranking would then meet or exceed that of the selected

Objection Point	Summary
	vendor. 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. County Response: Pursuant to the Instructions to Vendors, Section A.8.b., Pricing Requirements and Submittal, "pricing submittal is a matter of responsiveness. Failure to complete and electronically submit pricing per solicitation's instructions by the solicitation's end closing date and time shall determine the Vendor to be nonresponsive to the Pricing Requirements". The County is not required to request, consider, or analyze the Vendor's Evaluation Criteria responses received after the solicitation's closing date.
Price Match Request	Assertion: Bitfocus requested to reconsider the rankings and/or proceed to negotiations with Bitfocus based on this price match commitment. County Response: Pursuant to Procurement Code Section 21.42(k), "the County shall commence contract negotiations with the top-ranked vendor... If the negotiation does not result in mutually satisfactory contract terms within a reasonable time, as determined by the Director of Purchasing, then the Director of Purchasing may terminate negotiations with the applicable vendor and commence....negotiations with the next-ranked vendor."

Other Relevant Information	Summary

Chronology

Date	Action
06/13/2025 – 07/17/2025	RFP publicly advertised. 9 submittals received: Bitfocus, Inc. (Bitfocus); CaseWorthy, Inc.; Fly Like An Eagle Outreach, Inc.; Global Vision Technologies, Inc.; International Software Systems, Inc.; PlanStreet, Inc.; SGS Technologies, LLC; Swiss Software, LLC; and WellSky Corporation d/b/a WellSky.
09/15/2025	Initial EC Meeting. 8 firms found responsive and responsible. Fly Like An Eagle Outreach, Inc., was deemed non-responsive for failure to meet the insurance requirements. EC shortlisted 4 firms: Bitfocus; CaseWorthy, Inc.; International Software Systems, Inc.; and WellSky

Date	Action
09/30/2025 10/01/2025	Two Demonstration meetings with Technical Review Team were held with 4 shortlisted firms.
10/13/2025	Final EC Meeting (presentations and score/rank). EC named WellSky as the first-ranked firm; Bitfocus as the second-ranked firm; International Software Systems, Inc. as the third-ranked firm; and CaseWorthy, Inc. as the fourth-ranked firm.
10/22/2025 – 10/27/2025	Proposed Recommendation of Ranking posted
10/24/2025	Objection received from Bitfocus
11/06/2025	Objection response issued to Bitfocus
11/07/2025 – 11/17/2025	Final Recommendation of Ranking posted
	No protest received.
12/09/2025	Board (Item No. 22) approved Final Ranking to proceed with negotiations

Italics are projected dates and steps only and not actual dates or events.