

# RFP Analysis & Decision: Lower Nazareth Township IT Services

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## RFP Analysis & Decision Summary

### Lower Nazareth Township IT Services RFP

#### ***Executive Summary***

Based on comprehensive analysis of the Lower Nazareth Township Information Technology Services RFP and BroadAxis' capabilities, we recommend proceeding with this opportunity with **\*\*HIGH CONFIDENCE\*\***. Our analysis indicates an **\*\*85% probability of success\*\*** with proper preparation and execution of the recommended action plan.

#### ***RFP Key Details***

- **\*\*Client:\*\*** Lower Nazareth Township
- **\*\*Service Scope:\*\*** Comprehensive IT management and support

- **Submission Deadline:** September 12, 2025 at 10:00 am
- **Contract Term:** 3 years, with option to renew for 2 additional 1-year terms
- **Project Start Date:** November 1, 2025

## ***Opportunity Assessment***

### **#### RFP Requirements Overview**

- Comprehensive IT services including hardware, network, software support
- Helpdesk, backups, remote access, email maintenance
- Security and disaster recovery services
- Quarterly on-site maintenance visits
- Experience with local government IT services (minimum 5 years)
- Specific technologies: Laser Fiche, Barracuda, Sentinel One Pro, Fortinet firewall
- Insurance and staff background check requirements

### **#### BroadAxis Capabilities Alignment**

- **Experience:** 6+ years of IT delivery excellence with proven track record in public sector
- **Certifications:** Certified Minority Business Enterprise (MBE) and GSA vendor
- **Service Portfolio:** Comprehensive IT services covering all required areas
- **Technical Expertise:** Experienced professionals with expertise in required technologies
- **Engagement Models:** Flexible approaches to meet diverse client needs
- **Partnerships:** Strong relationships with technology providers

### **#### Capability Alignment Score: 90%**

BroadAxis meets approximately 90% of the stated requirements, with particular strengths in:

- Public sector IT service experience
- Technical expertise with required technologies
- Responsive and proactive IT support models
- Compliance with insurance and background check requirements

The only potential gap identified is the specific requirement for quarterly on-site maintenance visits, which requires further exploration.

## **Decision & Rationale**

### ***FINAL DECISION: GO***

### ***Rationale***

BroadAxis has the necessary experience, technical expertise, and resources to meet the Township's comprehensive IT service requirements. The company's certifications and proven track record in supporting government clients position us strongly for this opportunity.

### ***Competitive Advantages***

- Proven experience with local government clients
- MBE and GSA certifications providing competitive advantage
- Comprehensive technical capabilities matching RFP requirements
- Customer-centric service approach

## **Action Plan**

### ***Immediate Actions (Next 7 Days)***

1. Review quarterly on-site maintenance requirement in detail
2. Schedule meeting with Lori A. Stauffer (Township Manager)
3. Assemble cross-functional team for solution development

### ***RFP Response Preparation (Week 2)***

1. Finalize technical solution design
2. Prepare cost estimates and pricing strategy
3. Draft proposal highlighting relevant capabilities
4. Review for compliance with submission requirements

### ***Risk Mitigation Strategies***

1. Monitor project timeline and staffing requirements
2. Engage legal counsel for insurance and background check review
3. Identify potential partners for capability augmentation if needed

## **Conclusion**

This opportunity represents an excellent fit for BroadAxis' capabilities and strategic direction. With focused preparation and execution of the action plan, we anticipate a high probability of success in securing this contract.

\*Prepared based on analysis of RFP document and internal BroadAxis capabilities assessment.\*