



ON-CALL ELECTRONIC COMMUNICATION SYSTEMS

THE JW GROUP, INC. RR18-0540 AND
AECOM RR18-0539

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DENVER INTERNATIONAL AIRPORT
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CONTRACT DESCRIPTION



- This multi-award contract will allow the Business Technologies Division to procure professional services on an as-needed basis:
 - Design
 - Project management
 - Technical documentation
 - Software and system support services for new and ongoing projects in electronics
 - Information Technology and Telecommunications services
- Who are the selected firms?
 - AECOM Technical Services, Inc.
 - The JW Group, Inc.



SELECTION PROCESS

- DEN published a Request For Proposal on August 18, 2017
 - A mandatory pre-proposal conference was held at DEN on August 30, 2017
 - Proposals were due on October 2, 2017, and two (2) proposals were received
 - Interviews were conducted on November 3, 2017

SELECTION PROCESS



- Selection criteria focused on two (2) categories
 - Narrative which focused on the following nine (9) groups:
 - Cover letter
 - Respondent's core business
 - Respondent's experience in the marketplace
 - Respondent's general technological superiority
 - Respondent's product/support quality superiority
 - Respondent's products and service offerings
 - Respondent's certifications and/or accreditations
 - Respondent's independent reviews
 - Additional information
 - Cost proposal

GOALS

- The Division of Small Business Opportunity (DSBO) has determined that this contract's Scope of Services does not fall under provisions of Denver's Construction or Purchasing Ordinance



CONTRACT TERMS AND AMOUNT

- Both contract terms are three (3) years, with an option to extend for two (2) additional years
- JW Group Contract value: \$5,000,000.00
- AECOM Contract Value: \$10,000,000.00



BUSINESS CASE SUMMARY

- AECOM Technical Services, Inc. is one of the largest engineering firms in the world, providing a global network of experts for DEN and is diversified in multiple markets to include the Aviation industry
- AECOM is the incumbent and has demonstrated for more than a decade their ability to provide consulting services for DEN and Business Technologies
- AECOM also brings with them the expertise of having been the designer of record for our access control, radio, and closed-circuit television (CCTV) systems
- AECOM successfully won the award, and we believe their experience and in-house resources will result in their success in winning a considerable amount of bids



BUSINESS CASE SUMMARY

- The JW Group, Inc., is a small firm founded in 2009. They currently have 13 full-time employees with a pool of six independent consultants
- The JW Group, Inc., specializes in airport information technology and has successfully demonstrated their ability to provide consulting services for DEN and Business Technologies
- We are encouraging competitiveness by having two (2) contracts



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