Vendor	Expected reviews	Submitted	Valid technical
Citibot	3	2	2
Concourse Tech	3	2	2
DLT Solutions	3	2	2
FSH Technologies	3	2	2
Gov Pilot	3	2	2
Gov Well	3	2	2
MDSS	3	3	3
OpenGov	3	3	3
MyGovOnline	3	1	1
Tyler Technologies	3	2	2
Visionary Integration Professionals	3	2	2

Incomplete/invalid	Avg technical /9	Min valid	Max valid
0	73	63	83
0	63.5	56	71
0	77	75	79
0	55	45	65
0	69	63	75
0	78.5	69	88
0	38.33333333	25	50
0	61	60	63
0	60	60	60
0	88	88	88
0	77.5	60	95

Technical status	Cost status	Final /100	Shortlist eligibility
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)
COMPLETE	Procurement cost pending		Eligible for Procurement
COMPLETE	Procurement cost pending		Eligible for Procurement
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)
INCOMPLETE	Procurement cost pending		Not confirmed — outstanding review(s)

Proposed shortlist status
Exclude — pending Procurement approval
Not in proposed top five
Proposed top five
Not in proposed top five
Proposed top five
Proposed top five
Not in proposed top five
Not in proposed top five
Not in proposed top five
Proposed top five
Proposed top five

Basis / action
Limited service scope; confirm mandatory requirements and document responsiveness determination. Technical score unchanged.
Retain original technical score; reassess after outstanding evaluations and eligibility review.
Preliminary technical ranking among vendors retained for scope review; outstanding reviews remain.
Retain original technical score; reassess after outstanding evaluations and eligibility review.
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Preliminary technical ranking among vendors retained for scope review; outstanding reviews remain.
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Vendor	Reviewer	Functional /25	Citizen UX /20
Citibot	Keneatha Fox	15	20
Citibot	Paris Smith	12	17
Concourse Tech	Yika Hoover	21	16
DLT Solutions	Francine Sutton	18	18
DLT Solutions	Mya Lee	25	0
FSH Technologies	Andy Boone	20	10
Gov Pilot	Paris Smith	20	13
Gov Well	Yika Hoover	16	17
MDSS	Eric Lewis	10	0
MDSS	Francine Sutton	5	0
MDSS	Mya Lee	0	0
OpenGov	Andy Boone	10	10
OpenGov	Keneatha Fox	20	15
OpenGov	Paris Smith	15	15
Tyler Technologies	Francine Sutton	20	20
Visionary Integration Profess	Andy Boone	5	15
Visionary Integration Profess	Eric Lewis	25	20
FSH Technologies	Mike Davis	18	14
Gov Well	Mike Davis	24	20
Tyler Technologies	Mike Davis	24	20
Concourse Tech	Samantha Graves	15	10
Gov Pilot	Samantha Graves	15	16
MyGovOnline	Samantha Graves	17	15

Implementation /15	Experience /10	Architecture /10	Innovation /10
15	10	9	9
10	5	8	8
10	5	7	8
14	10	8	8
15	10	10	10
5	5	0	0
15	8	8	8
10	7	6	9
15	5	10	5
7	0	6	5
15	10	5	5
10	10	5	10
10	5	5	5
14	5	4	5
15	10	10	9
10	10	10	5
15	10	10	10
10	4	8	8
14	8	9	9
13	9	9	9
8	8	7	6
8	8	8	6
8	6	6	6

Reporting /5	Technical (recalc) /5	Cost (submitted) /	Technical validity
5	83		VALID
3	63		VALID
4	71		VALID
3	79	2	VALID
5	75		VALID
5	45		VALID
3	75		VALID
4	69		VALID
5	50		VALID
2	25	1	VALID
5	40		VALID
5	60		VALID
3	63		VALID
2	60		VALID
4	88	4	VALID
5	60		VALID
5	95		VALID
3	65		VALID
4	88		VALID
4	88		VALID
2	56		VALID
2	63		VALID
2	60		VALID

Evidence / pages
My scoring is strictly based on this service use/integration with the city's website and current
Proposal pp. 7–29, 34–53; Appendix B matrix; Supplemental Technical Appendix pp. A-1–A-3;
page 17; Appendix B, Tab 3; page 21, 25
Don't recall seeing anything as it relates to user experience
RFP pp. 8-16, 22-24; GovWell pp. 2-4, 6-7, 18-26, 30-42, 44-57. Functional exclusions: GovWell
Funtionally, MDSS does not appear to offer services needed for Code Services, Zoning,
Document is lacking information.
04_COJ-ERP-2026-001_APPENDIX_B_MDSS_FINAL
Pages 9-54
Funtionally, VIP appears to offer all relevant services and it is reflected in the total cost

Risks / gaps

Five completed government ERP implementations and three qualifying reference contacts not established (RFP p.22); reference contacts available on request

Customizable AI features

Worth noting this was the shortest of the three proposals I reviewed -- 24 pgs vs 100 pgs (VIP) - 124 pgs (OpenGov). It contained no screenshots or links to demos.

No grant monitoring, project tracking, housing programs or Public Works asset management; no direct Tyler Munis integration; Historical migration planned after go-

Appendix B does not address mandatory features nor does the RFP reduce the number of solutions. This proposal only addresses Public Works

Can't do what we need for permitting & licensing

Appendix B has blank sections that were marked as mandatory. Unsure if the solution is customizable to provide those features.

^^^NOTE "DISCLOSURE" ON PG 15 OF TECHNICAL PROPOSAL: "For transparency, VIP also discloses that it is participating as a subcontractor to DLT

Rank	Vendor	Technical average /95
1	Tyler Technologies	88
2	Gov Well	78.5
3	Visionary Integration Professionals	77.5
4	DLT Solutions	77
5	Gov Pilot	69

Valid reviews / expected	Review status
2 / 3	Provisional
2 / 3	Provisional
2 / 3	Provisional
2 / 3	Provisional
2 / 3	Provisional

REQUEST FOR QUALIFICATIONS

WORKFORCE TRAINING & CONTRACTOR DEVELOPMENT SERVICES
C²: CONNECT & COMPETE – CONTRACTOR LICENSING ACADEMY
RFQ # 92416-122226

Publication Dates: Thursday, November 19, 2026 and Thursday, November 26, 2026

Bids Due: Tuesday, December 22, 2026, at 3:30 P.M.

ADVERTISEMENT
REQUEST FOR QUOTES (RFQ) # 92416-122226
WORKFORCE TRAINING & CONTRACTOR DEVELOPMENT SERVICES
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RFQ # 92416-122226 – Workforce Training & Contractor Development Services (C²: Connect & Compete – Contractor Licensing Academy)

The City of Jackson, Department of Planning & Development, is seeking a qualified vendor to deliver a 10-week contractor licensing academy aligned with Mississippi State Board of Contractors (MSBOC) residential license requirements. Services include instruction for two cohorts of 10 participants (20 total), study materials, MSBOC application and PSI examination fees, participant stipends, graduation events, and outcomes reporting. This RFQ re-advertises the scope of work previously advertised under RFP #92416-082526.

Pre-bid conference. A non-mandatory virtual pre-bid conference will be held at 11:30 A.M., Thursday, December 17, 2026, at the following link: https://us06web.zoom.us/j/82068468536?pwd=NEsm5ea9tib4n0dL6HfM9A3plFuVaR.1. All prospective vendors are strongly encouraged to attend.

Questions. Written questions must be emailed to Monica Oliver, Purchasing Manager, at moliver@city.jackson.ms.us by 12:00 P.M. (noon), Friday, December 18, 2026. Responses will be issued by addendum no later than 12:00 P.M. (noon), Monday, December 21, 2026.

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The City reserves the right to reject any and all quotes, to waive any and all informalities in respect to any quote submitted, and to award to the lowest and best responsive, responsible vendor.

Monica Oliver, Manager Purchasing Division (601) 960-1028

For Publication: Thursday, November 19, 2026 and Thursday, November 26, 2026

SCOPE OF WORK & REQUEST FOR QUOTE

C²: Connect & Compete – Contractor Licensing Academy

City of Jackson, Mississippi – Department of Planning & Development

Item	Detail
Issued by	City of Jackson, Department of Planning & Development
Services requested	10-week contractor licensing academy for two cohorts of 10 participants (20 total)
Quote due date	December 22, 2026 | Deadline: 3:30 PM
Questions / submissions to	Francine Sutton, fsutton@jacksonms.gov

1. Purpose and Background

The City of Jackson's C²: Connect & Compete program equips emerging and small contractors with the technical, financial, and managerial capacity to obtain a Mississippi contractor license and compete for public and private work. Fewer than 10 percent of local construction firms currently hold a state contractor's license, which locks small firms out of contracting opportunities.

The City is seeking a qualified vendor to deliver a licensing academy, supply study materials, pay application and examination fees, and administer participant stipends. Services will be delivered to two cohorts of 10 participants, recruited by the City.

2. Program Structure

Element	Requirement
Participants	20 total: two cohorts of 10, recruited and referred by the City of Jackson
Tracks	Residential Builder and Residential Remodeler; the City will confirm the track for each cohort before the start date
Duration	10 weeks per cohort, plus a graduation and networking event
Format	2 sessions per week, 3–4 hours per session; approx. 60–70 total instructional hours (about 65)
Location	Jackson Public Schools Career Development Center (JPS CDC) or another City-approved community site
Alignment	Mississippi State Board of Contractors (MSBOC) residential license requirements; PSI Law & Business and trade exams

2.1 Pre-Bid Conference

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All prospective vendors are strongly encouraged to attend. City Purchasing and Department of Planning & Development staff will review the scope, program schedule, stipend administration, pass-through fees, and the quote form. Statements made at the conference are not binding; only a written addendum changes this RFQ.

2.2 Questions and Addenda

a. Submit all questions in writing by email to Monica Oliver, moliver@city.jackson.ms.us, by 12:00 P.M. (noon), Friday, December 18, 2026. Use the subject line "RFQ # 92416-122226 Question."
b. From advertisement until award, vendors may not contact any other City official or employee about this RFQ, including Department of Planning & Development program staff. Contact outside this channel may result in disqualification.
c. The City will answer questions by written addendum, posted at www.jacksonmsbids.com, no later than 12:00 P.M. (noon), Monday, December 21, 2026.
d. Vendors are responsible for checking for addenda and must acknowledge each addendum on the Quote Form.

3. Scope of Services

3.1 Instruction and coaching

The Vendor will deliver the following 10-week curriculum to each cohort using qualified instructors, and will supply all instructional content, quizzes, and practice exams.

Week	Residential Builder track	Residential Remodeler track
1	Licensing orientation & business setup	Orientation & licensing pathway
2	Law & business management fundamentals	Contractor business foundations
3	Financial management for contractors	Construction math & estimating
4	Construction law, insurance & risk management	Carpentry fundamentals for remodelers
5	Residential construction systems	Residential remodeling systems
6	Building systems & code compliance	Building codes & code compliance
7	Blueprint reading & construction estimating	Jobsite safety & risk management
8	Procurement & contracting opportunities	Contracts, legal requirements & law exam prep
9	Exam preparation & mock testing	Exam preparation & practice testing
10	Application completion & licensing readiness	Contractor readiness & graduation

3.2 Study materials

- Provide each participant a complete book set: NASCLA Contractors Guide to Business, Law and Project Management; International Residential Code (IRC); Carpentry & Building Construction; and OSHA Construction Standards (29 CFR 1926). These correspond to the reference materials permitted during PSI contractor exams.
- Provide instructor coaching, quiz, and practice-exam resources for each track.
- Teach reference-book indexing and open-book exam techniques so participants can use their books during testing.

3.3 Application and examination fees

- Pay, on each participant's behalf, the MSBOC Residential application fee (one trade), the Mississippi Business & Law exam fee, and the trade exam fee (Residential Builder or Residential Remodeling).
- Register participants with PSI and schedule exams in Week 10, and issue exam vouchers at the graduation event.
- Fees for additional trades and exam retakes are outside the base scope unless the Vendor proposes them as optional items.

3.4 Exam preparation and licensing support

- Administer a mock Law & Business exam and a mock trade exam in Week 9, with results reviewed with each participant.
- Facilitate study groups and provide individual licensing consultations in Week 10.
- Support each participant in completing the MSBOC application, securing reference letters, and verifying insurance.

3.5 Business development and procurement readiness

- Guide participants through business registration with the Mississippi Secretary of State, insurance and bonding requirements, and business banking.
- Conduct a bid simulation, contractor pitch session, and City of Jackson procurement orientation, in coordination with the City's Office of Procurement.
- Coordinate with the Minority Contractors Association of Mississippi (MMCA) on mentor-protégé pairings and joint-venture introductions for graduates.

3.6 Participant stipends

Participants will receive a small stipend for completing key milestones. The Vendor will propose the stipend amount, subject to City approval, and will track eligibility, collect any payee documentation the City requires, and disburse payments. Stipends are paid in two installments:

Milestone	Eligibility
Midpoint (end of Week 5)	Attended at least 80% of sessions through Week 5
Completion (end of Week 10)	Attended at least 80% of all sessions; completed both mock exams; submitted MSBOC application

3.7 Graduation and networking event

Host a graduation event for each cohort with C² Certificates of Completion, exam voucher presentation, and networking with MMCA, City procurement staff, banks and lenders, and developers.

3.8 Data collection and reporting

- Track and report attendance, completion, mock-exam scores, application submissions, exam pass rates, and license attainment by participant.
- Provide participant demographic data (including race and gender) to support the City's equity reporting.
- Submit a cohort completion report within 30 days of each graduation, and a follow-up outcomes report six months after each cohort.

4. City of Jackson Responsibilities

- Recruit, screen, and refer 10 participants per cohort, prioritizing South, West, and Midtown Jackson and intentionally including women contractors.
- Provide or arrange training space and coordinate participation of community partners (e.g., Metro Booming for life and durable skills, Hope Credit Union for financial readiness).
- Provide a single point of contact, timely approval of enrollment rosters, and certification of stipend milestones.
- Facilitate procurement office participation in the Week 8 sessions.

5. Deliverables and Performance Targets

Deliverable	Standard
Trained participants	10 per cohort (20 total) complete the 10-week program
Licensing applications	Completed MSBOC application, reference letters, and insurance verification for each completing participant
Exam readiness	Both mock exams completed; PSI exams scheduled by end of Week 10
Participant work products	Business setup checklist, estimate/job-cost worksheet, safety plan, contract template, and bid proposal sample (per track)
Exam pass rate (target)	75% of participants pass contractor exams
Licensure (target)	At least 60% of participants licensed (City goal: 75%)
Procurement (target)	25% of participants bid on public projects

6. Schedule

The City will set cohort dates with the selected vendor after Notice to Proceed.

Milestone	Cohort 1	Cohort 2
Participant enrollment confirmed		
Materials delivered (Week 1)		
Weeks 1–10 instruction		
Mock exams (Week 9)		
Graduation and voucher issuance		
Cohort completion report	Within 30 days	Within 30 days

7. Quote Submission

The Vendor's total quote must include all materials, fees, stipends, instruction, and administration. Vendors should complete the itemized form below; add rows or notes as needed. Fees paid to MSBOC and PSI and stipends are passed through at actual cost with no markup.

Line item	Qty	Unit price	Extended
Study materials – Residential Remodeler track (per participant)			
Study materials – Residential Builder track (per participant)			
MSBOC Residential application fee (per participant)			
MS Business & Law exam fee (per participant)			
Trade exam fee – Remodeler / Builder (per participant)			
Instructor / coaching resource package (per track)			
Participant stipends (per participant)			
Instruction and program delivery			
Other (specify)			
TOTAL QUOTE			

Vendor information to include with the quote

- Company overview and experience delivering MSBOC or PSI contractor exam preparation, or comparable licensing training.
- Instructor qualifications and proposed delivery approach, including class size and materials plan.
- Track record of participant exam pass rates and licensure outcomes, if available.
- Optional items (exam retakes, additional trades, participant exam-prep courses) priced separately and not included in the total.
- Three references from comparable programs.

8. Assumptions and Exclusions

- Application and exam fees are set by MSBOC and PSI and may change; the Vendor should quote current published fees.
- The City is responsible for recruitment and participant eligibility; the Vendor does not guarantee exam passage or licensure.
- Meals, childcare, and transportation supports are excluded unless separately agreed.
- Quotes are valid for [60] days from the submission date.

By signing, the vendor certifies that this quote is made without collusion with any other vendor, that the person signing is authorized to bind the vendor, and that prices are firm for 90 days from the quote due date.

Field	Entry
Company name	
Address	
Federal Tax ID	
MS Secretary of State business ID	
Authorized signer (print name and title)	
Signature and date	
Phone and email	

Addenda acknowledged:

No. ____ dated _____ .

No. ____ dated _____ .

No. ____ dated _____

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