

Professional Services Agreement for Ecosystem Mapping Services

City Council A Session – Item 31
December 12, 2023



**Presented by: Ana Bradshaw, Assistant Director
Economic Development Department**

BACKGROUND

2020

- The San Antonio Small Business Ecosystem Report:
 - Small business support system lacks sufficient resources and coordination

2022

- The EDD Strategic Framework approved in 2022 identified ecosystem coordination as a priority
- ARPA Small Business Implementation Plan allocates \$3 million to ecosystem enhancements

2023

- Geekdom approved to operate Launch SA with scope to serve as an ecosystem leader



ECOSYSTEM MAPPING TOOL

A **centralized mapping tool** supports a coordinated and sustainable ecosystem in the following ways:

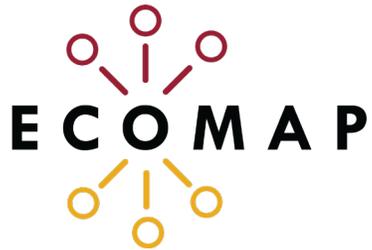
One location for
small business resources
and events

Strengthened collaboration
between small business
support organizations

Improved communication
and engagement within the
small business community

Data that informs future
programs and services

REQUEST FOR PROPOSAL (RFP)



San Antonio Entrepreneurship Ecosystem Map Services

- Issued: **June 8, 2023**
- Solicitation Closed: **July 10, 2023**
- Evaluation Meeting: **August 23, 2023**

Scoring and Evaluation

- Individual scoring by diverse committee
- Two (2) proposals were received
- Both candidates were interviewed by a diverse committee
- Criteria included firm's experience, background qualifications, proposed plan, price, SBEDA and local preference

Recommendation for Award: EcoMap Technologies

FINAL SCORING MATRIX

FINAL SCORE MATRIX

RFP for San Antonio Entrepreneurship Ecosystem Mapping Services (23-088; 6100016891) Score Summary FINAL EVALUATION September 8, 2023	Maximum Points	EcoMap Technologies, Inc. 306 W. Franklin Street, Suite 102 Baltimore, MD 21201	Curators of the University of Missouri on behalf of University of Missouri-Kansas City dba SourceLink 118 University Hall Columbia, MO 65211
A - Experience, Background, Qualifications	25	22.80	17.20
B - Proposed Plan	35	32.80	23.20
A - B Sub-Total	60	55.60	40.40
C - Price	15	15.00	8.63
D - SBEDA - SBE Prime Contract Program	5	0.00	0.00
D - SBEDA - M/WBE Prime Contract Program	5	0.00	0.00
E - Local Preference Program	10	0.00	0.00
F - Veteran-Owned Small Business Preference Program	5	0.00	0.00
TOTAL SCORE	100	70.60	49.03
RANK BASED ON TOTAL SCORE		1	2

EcoMap Technologies

- Founded in 2018, EcoMap’s mission is to “make the information around us more accessible, one ecosystem at a time.”
- EcoMap turns ecosystems into interactive tools utilizing data through centralized resource hubs, navigation assistants and analytics tools



IMPLEMENTATION PLAN

Implementation will be led by EDD in partnership with Geekdom.



Ecosystem Engagement Plan

- Project kick off and expectations
- MOU with stakeholders
- Beta testing and evaluation of data
- End user review and feedback
- Soft launch
- Public launch

Product Build Plan

- Assessment of local landscape
- Data collection
- Platform build
- End user review and feedback
- Ongoing project support

TIMELINE

2024

January

Project Kick-Off
& Coordination

February

Project Build

March – April

Beta Testing & Data
Review

April – May

End User Testing &
Launch

Once created, the platform will be managed and operated by the Partnership & Ecosystem Manager at Launch SA.

FUNDING & PAYMENT SCHEDULE

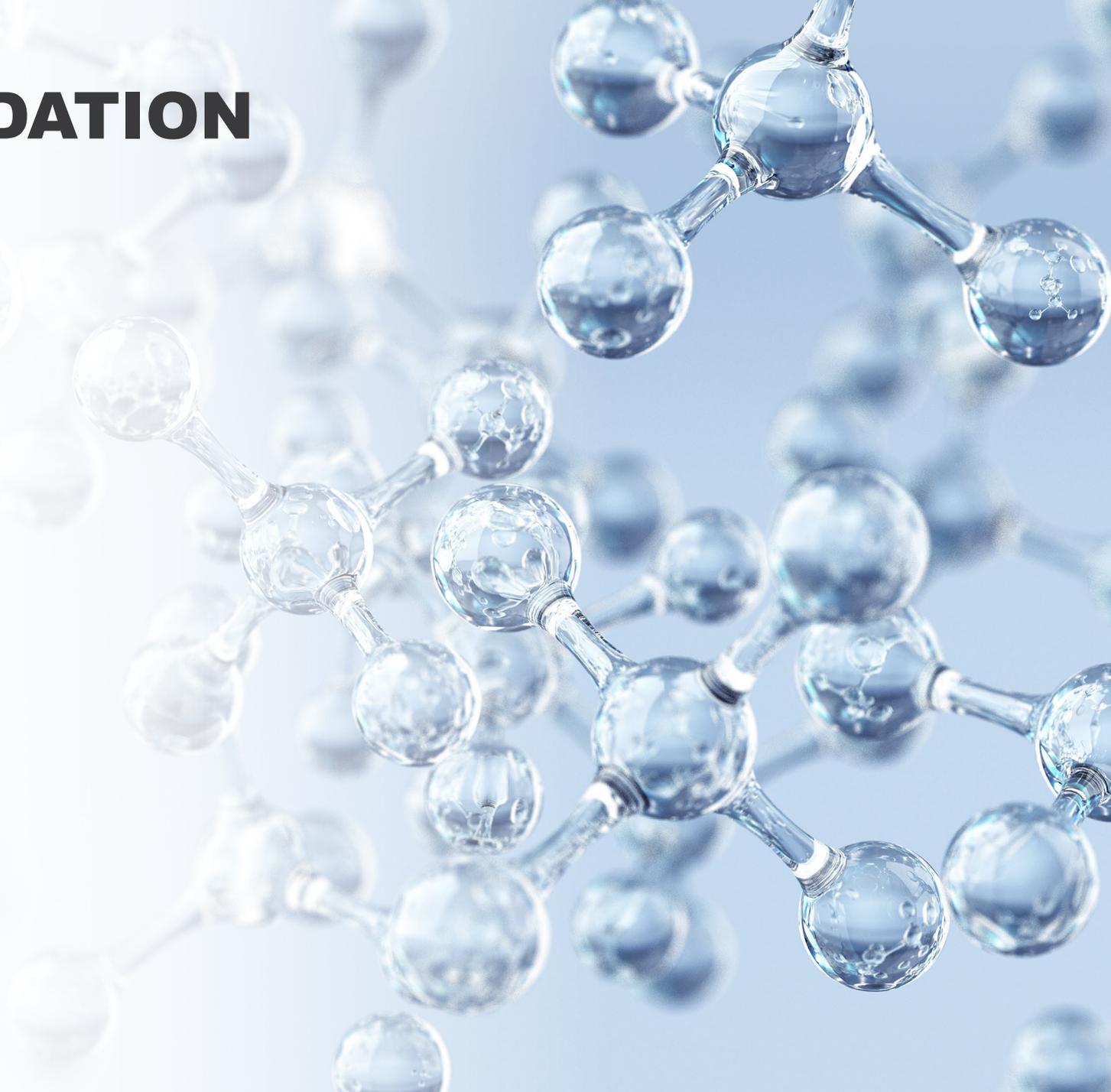
- Contract term: 3-year term
- Annual payment: **\$39,375.00**
- Total payment: **\$118,125.00**

Funding for this contract is available from the Economic Development
FY 2024 General Fund Budget

STAFF RECOMMENDATION



Staff recommends approval of an agreement with EcoMap Technologies, Inc. to create the San Antonio Entrepreneurship Ecosystem Mapping Tool for a total contract value of \$118,125.00 for a three-year term



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