Wayne County IT Commodities

Sybrid SLED | Pre-Bid Intelligence & Prime Contractor Support

PROJECT AT A GLANCE

CLIENT	Charter County of Wayne, Michigan
SOLICITATION	RFQu 37-26-053 · Information Technology (IT) Commodities
MODEL	Request for Qualifications · prequalified vendor list (no guaranteed orders)
KEY DATES	Initial responses due Nov 20, 2026, 5:00 PM EST · open through July 1, 2031
STAGE	Pre-bid · prime-contractor outreach issued October 2026
OUR ROLE	Pre-bid intelligence and proposal-support partner to U.S. primes (mutual NDA)

01 / EXECUTIVE SUMMARY

Challenge. Wayne County is building a prequalified vendor list for IT commodities. Qualification comes first; purchases are later competed through quick-turn quote requests with no published budget.

Our role. We acted as a pre-bid intelligence and proposal-support partner to U.S. prime contractors. Detailed findings are exchanged only under a mutual NDA.

What we delivered. A full review of the RFQu covering the statement of work, compliance, evaluation criteria, pricing framework and submission structure.

Status. Analysis is complete and was packaged into a confidential prime-outreach email and an opportunity landing page. No qualification or award is claimed.

02 / THE CHALLENGE

Key requirements we decoded

- Hardware, software, subscriptions, warranties and support.
- Imaging, asset tagging, warehousing, deployment, repair and RMA.
- Three-business-day quote turnaround after qualification.
- Shipping, cooperative fees and complete-order invoicing.

Minimum qualifications

- Three years supplying IT products to state and local governments.
- Three comparable projects documented in Appendix B.
- OEM or authorized-reseller evidence for the Appendix C product matrix.

03 / OUR SOLUTION

Approach

We **decoded** the RFQu, **mapped** each qualification gate to the evidence a prime must show, **scored** the evaluation framework and **framed** pricing for a quote-based model. The U.S. prime keeps full ownership of its bid and submission.

Scope delivered

- Statement-of-work and requirements breakdown.
- Compliance mapping: Appendix B/C, forms, FEP and insurance.
- Evaluation strategy and pricing-framework insights.
- Proposal, capability-statement and subcontracting support.
- NDA-protected collaboration and prime outreach.

04 / EVALUATION FRAMEWORK

Where the 100 points sit

- Experience: 35 · Team qualifications: 25 · Past performance: 25.
- Appendix C product matrix: 10.
- Wayne County first-tier subcontractors: 5.

Compliance guardrails

- Facts come from Sybrid's tender abstract; verify the official RFQu and addenda.
- The prime reviews, signs and uploads; Sybrid supports analysis and drafting.
- Qualification does not guarantee purchases; no award is claimed.

ABOUT SYBRID SLED

Sybrid's SLED Division supports U.S. primes on state, local and education procurements with pre-bid intelligence, compliance reviews, proposal development and post-award delivery. **Primary NAICS:** 541511 · 541512 · 541519. **U.S. office:** 200 Continental Drive, Suite 401, Newark, DE 19713.
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Based on Sybrid's tender abstract (October 2026). Detailed findings are shared only after a mutual NDA.

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