

**CITY OF EL PASO, TEXAS
AGENDA SUMMARY FORM**



DEPARTMENT/COUNCIL OFFICE: Strategic & Legislative Affairs

AGENDA DATE: April 28, 2026

PUBLIC HEARING DATE: Not Applicable

CONTACT PERSON NAME: Ian Voglewede, Strategic & Legislative Affairs

PHONE NUMBER:(915) 212-1299

2nd CONTACT PERSON NAME: Claudia A. Garcia, Purchasing & Strategic Sourcing

PHONE NUMBER:(915) 212-0043

DISTRICT(S) AFFECTED: All

AGENDA ITEM:

The award of solicitation 2026-0203R Federal Lobbying Services to Forward Global US, Inc. for an initial term of one (1) year for an estimated amount of \$200,000.00. The award also includes a one (1) year option for an estimated amount of \$200,000.00. The total contract time is for two (2) years for a total estimated amount of \$400,000.00.

Department:	Strategic & Legislative Affairs
Award to:	Forward Global US, Inc.
City & State:	Washington DC
Item(s):	All
Initial Term:	1 Year
Option Term:	1 Year
Total Contract Time:	2 Years
Annual Estimated Award:	\$200,000.00
Initial Term Estimated Award:	\$200,000.00
Option Term Estimated Award:	\$200,000.00
Total Estimated Award	\$400,000.00
Account(s)	105 – 1000 – 11505 – 570000 564 – 3300 – 64830 – 521160 480 – 1000 – 48020 – 522150 – P4801 562 – 3000 – 62070 – 522150 – P6201
Funding Source(s):	SLA - Interfund Transfers (Uses) International Bridges - Management Consulting Services Economic and International Development – Outside Contracts El Paso International Airport – Outside Contracts
District(s):	All

This was a Request for Qualifications Procurement for a new contract

The Purchasing & Strategic Sourcing and Strategic & Legislative Affairs departments recommend award as indicated to Forward Global US, Inc. the highest ranked offeror based on the evaluation factors established in the evaluation criteria for this procurement.

It is requested that the City Manager be authorized to establish the funding sources and make any necessary budget transfers and execute any and all documents necessary for execution of this award.

In accordance with this award, the City Manager or designee is authorized to exercise future options if needed.

Additionally, it is requested that the City Attorney's Office review and that the City Manager or designee be authorized to execute any related contract documents and agreements necessary to effectuate this award.

ISSUE STATEMENT:

City Council is asked to approve the award of a new contract for Federal Lobbying Services. The selected firm will provide legislative advocacy, policy monitoring, and strategic guidance; assist in securing federal appropriations and regulatory support; coordinate with federal agencies and congressional offices; and provide ongoing reporting and strategic planning support to City staff and elected officials.

BACKGROUND:

These services support the City’s Federal Legislative Agenda and focus on advancing funding and policy priorities, including transportation infrastructure, public safety, border and trade initiatives, and military-community partnerships such as Fort Bliss.

Solicitation was advertised on December 16, 2025 and December 23, 2025. The solicitation was posted on City website on December 16, 2025. There were a total thirty (30) viewers online; eight (8) proposals were received; None from local suppliers.

Contract Variance: No prior contract to compare.

No protest received for this requirement.

COUNCIL OPTIONS:

1. Award the contract as recommended;
2. Deny award if Council determines such action is in the best interest of the City;
3. Direct staff to re-solicit the procurement with revised evaluation criteria or policy direction, as permitted by law;
or
4. Postpone action, pending additional information.

COMMITTEE REVIEW AND/OR RECOMMENDATION:

This item was not reviewed by a City Council committee.

COMMUNITY AND STAKEHOLDER OUTREACH:

Community input was previously gathered during: Staff met with the Office of Congresswoman Veronica Escobar, Office of Congressman Tony Gonzales, Office of Senator John Cornyn, Office of Senator Ted Cruz, National League of Cities, El Paso County, El Paso Chamber, UTEP, and other stakeholders to discuss coordination between their agencies and federal lobbying services.

A pre-proposal meeting was held on December 23, 2025. Eight (8) suppliers were in attendance.

RELATED POLICIES:

1. Procurement Sourcing Policy

PRIOR COUNCIL ACTION:

N/A

LEGAL REVIEW:

- Legal counsel reviewed as part of the Council packet
- Legal counsel reviewed in advance of packet as individual item

AMOUNT AND SOURCE OF FUNDING:

Amount: \$400,000.00

Funding Source: SLA - Interfund Transfers (Uses), International Bridges - Management Consulting Services, Economic and International Development – Outside Contracts, El Paso International Airport – Outside Contracts

REPORTING OF CONTRIBUTION OR DONATION TO CITY COUNCIL:

Report any contributions or donations to City Council of an accumulated total of \$500 or more. Report the name of the elected official and the amount.

NAME	AMOUNT (\$)
Form was provided to the applicant	

ATTACHMENTS:

1. Committee Scoresheet
2. Tabulation
3. Views List

FOR MORE INFORMATION:

Omar Martinez	915-479-0341	MartinezOL@elpasotexas.gov
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*****REQUIRED AUTHORIZATION*****

SIGNATURES:

Stephen Ian Voglewede

Ian Voglewede – Director of Strategic and Legislative Affairs



Claudia A. Garcia – Director of Purchasing & Strategic Sourcing

CITY OF EL PASO REQUEST FOR QUALIFICATION SCORESHEET

PROJECT: 2026-0203R Federal Lobbying Services

Evaluation of Submittal

	MAX POINTS	Forward Global US, Inc	Alcalde & Fay	WPP Group Inc dba Ogilvy Public Relations Worldwide LLC	The Ferguson Group LLC	Lone Star Consulting, LLC	Van Scoyoc Associates, Inc	Akin Gump Strauss Hauer & Feld LLP	The Normandy Group
Factor A - Qualifications and Experience									
Averages	30	27.33	27.00	26.67	26.67	24.67	26.00	25.00	25.00
Factor B -Understanding of the City of El Paso Federal Priorities									
Averages	25	23.67	23.00	23.00	22.67	21.67	21.33	21.00	19.67
Factor C - Approach and Methodology									
Averages	25	23.00	22.67	22.00	22.00	21.00	18.33	18.67	18.33
FACTOR D - Key Personnel and Resources									
Averages	20	17.00	16.00	15.67	14.67	15.67	15.00	14.00	15.33
TOTAL SCORE	100	91.00	88.67	87.34	86.01	83.01	80.66	78.67	78.33
Rank		1	2	3	4	5	6	7	8



City Of El Paso

Request For Qualifications Tabulation Form

Title: Federal Lobbying Services

Solicitation Number: 2026-0203R

Bid Opening: January 14, 2025

Department: Strategic and Legislative Affairs

OFFEROR'S NAME:	LOCATION:	AMENDMENT(S) ACKNOWLEDGED:
Akin Gump Strauss Hauer & Feld LLP	Dallas, TX	Yes
Alcalde & Fay, LTD	Arlington, VA	Yes
Forward Global US, Inc	Washington, DC	Yes
Stephen Hofman dba Lone Star Consulting, LLC	McLean, VA	Yes
WPP GROUP, INC dba OGILVY PUBLIC RELATIONS WORLDWIDE LLC dba OGR	New York, NY	Yes
The Ferguson Group, LLC	Washington, DC	Yes
The Normandy Group, LLC	Washington, DC	Yes
Van Scoyoc Associates, Inc	Washington, DC	Yes

RFQs SOLICITED: 1312 LOCAL RFQs SOLICITED: 390 RFQs RECEIVED: 8 LOCAL RFQs RECEIVED: 0 NO BIDS: 5

NOTE: The information contained in this RFQ tabulation is for information only and does not constitute actual award/execution of contract.

Approved: *D.R.*
Date: 1/21/2026

View List for 2026-0203 Federal Lobbying

1	Aurum Tech, LLC	El Paso	TX
2	Brock & Bustillos Inc.	El Paso	TX
3	Creative Engagement Solutions, LLC	El Paso	TX
4	CW Print Services	Austin	TX
5	Entravision Communications	El Paso	TX
6	Foresight AI Partners	El Paso	TX
7	NORTHRIDGE RESEARCH LLC (NRT Group)	Houston	TX
8	R.R.P. Consulting Engineers, L.L.C	McAllen	TX
9	Servin, LLC	El Paso	TX
10	Valiant Strategies LLC	Houston	TX
11	Virco Inc	Conway	AR
12	Ximalli Security Solutions	El Paso	TX
13	Alcalde & Fay	Arlington	VA
14	Van Scoyoc Associates, Inc.	Washington	DC
15	Akin Gump Strauss Hauer & Feld LLP	Washington	DC
16	The Ferguson Group LLC	Washington	DC
17	Forward Global US, Inc.	Washington	DC
18	The Normandy Group	Washington	DC
19	OGR (WPP Group Inc dba Ogilvy Public Relations Worldwide LLC)	Philadelphia	PA
20	Lone Star Consulting, LLC	Washington	DC
21	ConvergeOne, Inc.	Bloomington	MN
22	Textbook Warehouse (Textbook Warehouse, LLC)	Alpharetta	GA
23	Crisis Prevention Institute, Inc.	Milwaukee	WI
24	Tall City Cyber LLC	Midland	TX
25	Allometrics Inc.	Webster	TX
26	EMC Strategy Group, LLC	San Antonio	TX
27	Ferox Strategies, LLC	Washington	DC
28	The Roosevelt Group LLC (The Roosevelt Group)	Washington	DC
29	Thorn Run Partners	Washington	DC
30	Vogel Group	Washington	DC