

AWARD RECOMMENDATION

Notice of Intent to Award Number: 220000000671

The Department of Technology, Management, & Budget’s Central Procurement Services office has completed the evaluation of DS 220000000021 for the COVID-19 Stimulus Management Projects and has recommended a multiple pre-qualification award to Baker Tilly, Deloitte & Touche, and Guidehouse in the initial amount of \$0.00 each, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

Bidders who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the bidder with the State’s rationale on why the bidder was not recommended for the award. The Solicitation Manager may be contacted as follows:

Marissa Gove, Solicitation Manager.
 Govem1@michigan.gov
 517-449-8952

Background Information:

This Direct Solicitation (DS) was to solicit responses for selection of multiple Contractors to provide pre-qualification for COVID-19 Stimulus Management Project services. The term of this pre-qualification is two (2) years and four (4) months, with up to two (2) additional one (1) year renewal options.

Bidders:

The DS was posted on SIGMA VSS on May 13, 2022, for 7 days. The following bidders submitted proposals by the published due date of May 20, 2022.

Bidder	Address, City, State, Zip Code	SDVOB*
Baker Tilly	2852 Eyde Pkwy, Ste 150 East Lansing, MI 48823	No
Deloitte & Touche	106 W. Allegan Street, Suite 400 Lansing, MI 48933	No
Guidehouse	1001 Woodward Ave, Suite 500 Detroit Michigan 48226	No

*SDVOB: Service-Disabled Veteran Owned Business

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Proposal Instructions: Evaluation Process

The State will evaluate each proposal based on the following factors:

	Technical Evaluation Criteria	Weight
1.	Scope – Schedule A, Statement of Work, Section 3	30
2.	Requirements and Deliverables – Schedule A, Statement of Work, Section 4	14
3.	Staffing – Schedule A, Statement of Work, Section 6	6
	Total	50

Proposals receiving 40 or more technical evaluation points will have pricing evaluated and considered for award.

The full evaluation process is stated in the DS Proposal Instructions.

II. Evaluation Method

Responses to this solicitation were reviewed by a Joint Evaluation Committee, which consisted of the following individuals:

Voting
Marissa Gove, Category Analyst DTMB CPS
Doug Roosa, Director DTMB
Jennifer Edmonds, Chief COVID-19 Accountability Officer DTMB
Diana McFadden, Audit Manager DTMB

III. Evaluation Results

A. Baker Tilly

The Evaluation Team determined that Baker Tilly, based on a score of 45, did meet the requirements of this DS. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Scope-Schedule A, Statement of Work, Section 3 **27/30**

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

1. Only experience from one SME provided had experience directly related to the scope.
2. Within the scope in B and D, only call centers were referenced and the full question was not answered.

2. Requirements and Deliverables - Schedule A, Statement of Work, Section 12/14

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiency was noted:

1. In section B. Final Report: Roadmap and Recommendations, the bidder did not describe their experience with the requirement.

3. Staffing - Schedule A, Statement of Work, Section 6 6/6

The Evaluation Team determined that the responses were satisfactory for this section.

Total Score: 45/50

B. Deloitte & Touche

The Evaluation Team determined that Deloitte & Touche, based on a score of 50, did meet the requirements of this DS. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Scope-Schedule A, Statement of Work, Section 3 30/30

The Evaluation Team determined that the responses were satisfactory for this section.

2. Requirements and Deliverables - Schedule A, Statement of Work, Section 14/14

The Evaluation Team determined that the responses were satisfactory for this section.

3. Staffing - Schedule A, Statement of Work, Section 6 6/6

The Evaluation Team determined that the responses were satisfactory for this section.

Total Score: 50/50

C. Guidehouse

The Evaluation Team determined that Guidehouse, based on a score of 50, did meet the requirements of this DS. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Scope-Schedule A, Statement of Work, Section 3 30/30

The Evaluation Team determined that the responses were satisfactory for this section.

2. Requirements and Deliverables - Schedule A, Statement of Work, Section 14/14
 The Evaluation Team determined that the responses were satisfactory for this section.

3. Staffing - Schedule A, Statement of Work, Section 6 6/6
 The Evaluation Team determined that the responses were satisfactory for this section.

Total Score: 50/50

IV. Technical Evaluation Summary

Selection Criteria		Baker Tilly	Deloitte & Touche	Guidehouse
1	Scope-Schedule A, Statement of Work, Section 3	27	30	30
2	Requirements and Deliverables - Schedule A, Statement of Work, Section 4	12	14	14
3	Staffing - Schedule A, Statement of Work, Section 6	6	6	6
	Total	45	50	50

V. Pricing Summary

Pricing was evaluated for the bidders who passed technical. The following is a summary of their price proposals:

	Baker Tilly	Deloitte & Touche	Guidehouse	Guidehouse (2 nd Round)
Staff Level/Position	Hourly Rate			
Engagement Partner	\$475	\$400	\$440	\$425
Engagement Director/Manager	\$275	\$400	\$335	\$300
Senior Manager(s)	\$250	\$325	\$250	
Senior Staff/Supervisors	\$175	\$215	\$225	
Staff designated for Grant Application Reviews	\$140	\$100	\$140	
Staff Designated for Grant Application Reviews (Recovery Analyst II)			\$73	
Staff designated for Monitoring Procedures	\$125	\$155	\$180	
IT Application Website Developer/Salesforce			\$250	
Call Center Supervisor			\$65	
Call Center Lead			\$60	
Call Center Agent			\$50	

	Baker Tilly	Deloitte & Touche	Guidehouse	Guidehouse (2 nd Round)
Project Pricing (Scope 6)				
Call Center staff and Administration	\$15,000/week	\$575,000 annually (includes staff and admin)	\$27,400	\$26,200 (includes staff)
IT Application Website and other IT applications	\$50,000-\$250,000 monthly	\$590,000 one-time	\$5,000	\$5,000-\$20,000 one-time
Audit Application Review Staff	\$500-\$1,000 per application	\$0	\$154,240	\$153,400 (includes staff)
PMO Administration				\$4,050 (includes staff)

VI. Negotiations

Guidehouse was the only bidder who offered a price decrease in the second-round pricing as exhibited in the table above.

VII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the best value to the State of Michigan. Best value is based on the Bidders meeting the minimum point threshold and offering the best combination of the factors stated in the *Proposal Instructions Evaluation Process* section, agreement to SOW requirements, and prices. The pre-qualification is award to the following Bidders with an initial contract amount of \$0.00 each with monies to be added through Tier 3 SOW needs:

1. Baker Tilly
2. Deloitte & Touche
3. Guidehouse