

# AWARD RECOMMENDATION

## Notice of Intent to Award Number: 230000000893

The Department of Technology, Management, & Budget’s Central Procurement office has completed the evaluation of RFP 220000000171 Connected Vehicle – Advanced Traffic Management System (CV-ATMS) and has recommended an award to Kapsch TrafficCom USA, Inc. in the amount of \$5,557,655.00, 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:

Christopher Martin, Solicitation Manager  
 martinc20@michigan.gov  
 517-643-2833

### Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Connected Vehicle – Advanced Traffic Management System. The term of this contract is five (5), with up to five (5), one-year renewal options.

### Bidders:

The RFP was posted on SIGMA VSS on 10/21/2022 for 41 days. The following bidders submitted proposals by the published due date of 12/1/2022.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
<b>Econolite Systems, Inc.</b>	1250 N. Tustin Ave., Santa Ana, CA 92807	No	No
<b>Kapsch TrafficCom USA, Inc.</b>	2855 Premiere Parkway, Duluth, GA 30097	No	No
<b>Mixon/Hill, Inc.</b>	12980 Metcalf Avenue, Suite 470, Overland Park, KS 66213	No	No
<b>Parsons Transportation Group Inc. of Michigan</b>	26777 Central Park Boulevard Blvd., Suite 275, Southfield, MI 48076	No	No
<b>Slalom Inc.</b>	821 2nd Ave, Suite 1900, Seattle, WA 98104-1526	No	No

\*SDVOB: Service-Disabled Veteran Owned Business

\*\*GDBE: Geographically Disadvantaged Business Enterprise

# 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: Mandatory Minimum Requirements

To avoid disqualification, the Bidder must have provided documentation to support the following:

Minimum Requirements	
1.	The CV-ATMS must include a web browser-based application, the software must run under commonly used web browsers and stay compliant with State of Michigan standards.
2.	The CV-ATMS must support the ability to communicate with field devices via Ethernet/IP Networking.

Only those proposals that met the mandatory minimum requirements were considered for evaluation.

### Proposal Instructions: Evaluation Process

If all mandatory minimum requirements were met, the State evaluated each proposal based on the following factors:

	Technical Criteria Name	Weight
1.	Schedule A, Table 1 - Business Requirements	40
2.	Qualifications of Bidder and Key Staff (Organizational Chart, Resume Template, and Bidder Questions) & Vendor Question Worksheet	20
3.	Understanding of Service (Project Management, Transition, Implementation, Operations, Maintenance, Roadmap, and Support) including responses to Schedule A – Statement of Work.	40
	<b>Total</b>	100

Proposals that received 80 or more evaluation points had their pricing evaluated and were considered for award.

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

## II. Evaluation Method

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

Voting	Advisory
Linda Meyer, Business Relationship Manager DTMB Agency Services	Valerie Baldus, Sr. Project Manager DTMB Agency Services
Christopher Martin, Solicitation Manager DTMB Central Procurement Services	Collin Castle, State Administrative Manager MDOT Intelligent Transportation Systems
Monica Coulter, Architect Specialist DTMB Agency Services	John Kalanquin, Business Relationship Manager DTMB Agency Services
Elise Feldpausch, ITS Program Manager MDOT Intelligent Transportation Systems	Dave Work, State Administrative Manager DTMB Agency Services
Joseph Gorman, ITS Program Specialist MDOT Intelligent Transportation Systems	Theresa Grzesiak, Business Analyst DTMB Agency Services
	John Jersey, Automation Manager MDOT Bureau of Field Services
	Mark Burrows, IT Manager DTMB Agency Services
	Michael Pauley, Security Architect DTMB Michigan Cyber Security
	Mike Bartkowiak, Security Architecture Specialist DTMB Michigan Cyber Security
	Jeffrey Feeney, Consultant HNTB
	Matthew Junak, Consultant HNTB

## III. Evaluation Results

### A. Slalom, Inc.

Slalom, Inc. has not met the requirements of being responsive and responsible due to failing to meet the mandatory minimum requirements, business requirements, or providing any of the required documentation.

### B. Econolite Systems, Inc.

The Evaluation Team determined that Econolite Systems, Inc. based on a score of 91.5, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

#### 1. Schedule A, Table 1 - Business Requirements

The Evaluation Team noted the following deficiencies:

The Bidder's responses indicated that customization would be needed to meet nearly two thirds of the requirements - resulting in a deduction of 8.5 points.

2. Qualifications of Bidder and Key Staff (Organizational Chart, Resume Template, and Bidder Questions) & Vendor Question Worksheet

The Evaluation Team determined that the responses met the requirements of this section.

3. Understanding of Service (Project Management, Transition, Implementation, Operations, Maintenance, Roadmap, and Support) including responses to Schedule A – Statement of Work.

The Evaluation Team determined that the responses met the requirements of this section.

**Total Score: 91.5/100**

### **C. Kapsch TrafficCom USA, Inc.**

The Evaluation Team determined that Kapsch TrafficCom USA, Inc. based on a score of 94, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Table 1 - Business Requirements

The Evaluation Team noted the following deficiencies:

The Bidder's responses indicated that customization would be needed to meet approximately 25% of the requirements - resulting in a deduction of 5 points.

2. Qualifications of Bidder and Key Staff (Organizational Chart, Resume Template, and Bidder Questions) & Vendor Question Worksheet

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

The bidder security officer did not have the appropriate education or certifications resulting in a one-point deduction.

3. Understanding of Service (Project Management, Transition, Implementation, Operations, Maintenance, Roadmap, and Support) including responses to Schedule A – Statement of Work.

The Evaluation Team determined that the responses met the requirements of this section.

**Total Score: 94/100**

### **D. Mixon/Hill, Inc.**

The Evaluation Team determined that Mixon/Hill, Inc. based on a score of 95.1, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Table 1 - Business Requirements

The Evaluation Team noted the following deficiencies:

Minor deductions for configuration and future enhancements: 0.9 points.

**2. Qualifications of Bidder and Key Staff (Organizational Chart, Resume Template, and Bidder Questions) & Vendor Question Worksheet**

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

- a) The bidder's security officer did not have the appropriate education or certifications resulting in a one-point deduction.
- b) Missing one relevant work experience resulting in a one-point deduction.
- c) The bidder's system development lead did not have the appropriate education or certifications resulting in a one-point deduction.
- d) The bidder's response to ADA compliance and failure to provide a PAT or VPAT resulted in a one-point deduction.

Resulting in a total of 4 points deducted for this section.

**3. Understanding of Service (Project Management, Transition, Implementation, Operations, Maintenance, Roadmap, and Support) including responses to Schedule A – Statement of Work.**

The Evaluation Team determined that the responses met the requirements of this section.

**Total Score: 95.1/100**

**E. Parsons Transportation Group Inc. of Michigan.**

The Evaluation Team determined that Parsons Transportation Group Inc. of Michigan based on a score of 94.8, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

**1. Schedule A, Table 1 - Business Requirements**

The Evaluation Team noted the following deficiencies:

The Bidder's response indicated that customization would be needed to over a third of the requirements resulting in a deduction of 4.2 points.

**2. Qualifications of Bidder and Key Staff (Organizational Chart, Resume Template, and Bidder Questions) & Vendor Question Worksheet**

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

The bidder's security officer did not have the appropriate education or certifications resulting in a one-point deduction.

**3. Understanding of Service (Project Management, Transition, Implementation, Operations, Maintenance, Roadmap, and Support) including responses to Schedule A – Statement of Work.**

The Evaluation Team determined that the responses met the requirements of this section.

**Total Score: 94.8/100**

**IV. Technical Evaluation Summary**

	<b>Selection Criteria</b>	<b>Econolite Systems, Inc.</b>	<b>Kapsch TrafficCom USA, Inc.</b>	<b>Mixon/Hill, Inc.</b>	<b>Parsons Transportation Group Inc. of Michigan</b>
<b>1</b>	Schedule A, Table 1 - Business Requirements	31.5	35	39.1	35.8
<b>2</b>	Qualifications of Bidder and Key Staff (Organizational Chart, Resume Template, and Bidder Questions) & Vendor Question Worksheet	20	19	16	19
<b>3</b>	Understanding of Service (Project Management, Transition, Implementation, Operations, Maintenance, Roadmap, and Support) including responses to Schedule A – Statement of Work.	40	40	40	40
	<b>Total</b>	<b>91.5</b>	<b>94</b>	<b>95.1</b>	<b>94.8</b>

**V. Pricing Summary**

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

	<b>Deliverable</b>	<b>Econolite Systems, Inc.</b>	<b>Kapsch TrafficCom USA, Inc.</b>	<b>Mixon/Hill, Inc.</b>	<b>Parsons Transportation Group Inc. of Michigan</b>
<b>1</b>	Licensing and Hosting (Subscription)	\$166,882.00	\$993,750.00	\$8,089,867.00	\$53,800.00
<b>2</b>	Licensing and Hosting (Perpetual)	N/A	N/A	N/A	\$204,000.00

	Deliverable	Econolite Systems, Inc.	Kapsch TrafficCom USA, Inc.	Mixon/Hill, Inc.	Parsons Transportation Group Inc. of Michigan
3	General Project Management	\$563,642.00	\$641,161.00	\$833,490.00	\$531,610.00
3	Project Documentation	\$312,418.00	\$297,141.00	\$825,800.00	\$229,793.00
3	Training	\$308,509.00	\$40,000.00	\$158,100.00	\$325,190.00
4	Software Development, Configuration, and Testing	\$5,409,759.00	\$739,629.00	\$679,500.00	\$2,192,223.00
5	Application Development, Configuration, and Testing	\$2,500,384.00	\$1,373,597.00	\$203,000.00	\$579,657
6	Solution Integration and Acceptance	\$155,985.00	\$197,810.00	\$60,000	\$726,487
7	Operations and Maintenance	\$388,125.00	\$723,867.00	included	\$2,135,152
	Sub-Total of Required Items	\$9,805,704.00	\$5,006,955.00	\$10,849,757.00	\$6,977,912.00
9	Total for Optional Items	\$150,160	\$550,700.00	\$1,338,291.00	\$744,035
	Software and Infrastructure Scanning	\$225,000	N/A	N/A	N/A
	<b>Total Price</b>	<b>\$10,180,864.00</b>	<b>\$5,557,655.00</b>	<b>\$12,188,048.00</b>	<b>7,721,947.00</b>

## VI. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the lowest price to the State of Michigan. Low price is determined by the Bidder who meets the requirements and offers the lowest overall price as demonstrated by its proposal.

Award Recommendation is made to Kapsch TrafficCom USA, Inc. in the amount of \$5,557,655.00.