

AWARD RECOMMENDATION

Notice of Intent to Award Number: 220000000768

The Department of Technology, Management and Budget’s Procurement office has completed the evaluation of RFP 220000002457 for Statewide Paper and Optional Recycling Services and has recommended an award to The Rapid Group, LLC in the amount of \$718,900.00, 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:

Nichole Harrell, Solicitation Manager.
 Harrelln@michigan.gov
 (517) 449-9245

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Paper & Optional Recycling Services for the State of Michigan. The term of this contract is five (5), with up to five (5) additional one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on June 6, 2022, for 33 days. The following bidders submitted proposals by the published due date of July 8, 2022.

Bidder	Address, City, State, Zip Code	SDVOB*
The Rapid Group, LLC	P.O. Box 248, Grandville, MI 49468	No
N/A	N/A	N/A

*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.	Statement of Work Requirements – Schedule A – Statement of Work, Except Section 3	60
2.	Recycling Staffing – Schedule A – Statement of Work, Section 3	15
3.	Vendor Questions Worksheet – Background and Experience, Section 5	25
	Total	100

Proposals receiving 80 or more technical evaluation points will have pricing evaluated and considered for award.

The State may utilize all bidder information, without regard to a proposal’s technical score, to determine fair market value for goods or services sought. The State is not obligated to accept the lowest price proposal. If applicable, the State’s evaluation will include consideration of a bidder’s qualified disabled veterans/service-disabled veteran owned business(QDV/SDVOB) status under MCL 18.1261(8). Additional information on the SDVOB preference is available at: Michigan.gov/SDVOB.

The State strongly encourages strict adherence to the Contract Terms. The State reserves the right to deem a bid non-responsive for failure to accept the Contract Terms. Nevertheless, the bidder may submit proposed changes to the Contract Terms in track changes (i.e., visible edits) with an explanation of the bidder’s need for each proposed change. Failure to include track changes with an explanation of the bidder’s need for the proposed change constitutes the bidder’s acceptance of the Contract Terms. General statements, such as that the bidder reserves the right to negotiate the terms and conditions, may be considered non-responsive.

The State may but is not required to conduct an on-site visit to tour and inspect the bidder’s facilities; require an oral presentation of the bidder’s proposal; conduct interviews, research, reference checks, and background checks; and request additional price concessions at any point during the evaluation process.

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

II. Evaluation Method

Responses to this solicitation were reviewed by the Solicitation Manager in collaboration with a Joint Evaluation Committee, which consisted of the following individuals:

Voting	Advisory
Sarah Goodrich, Facilities Sustainability Specialist, Department of Technology, Management and Budget (DTMB)	Lisa Schaible, Contract Monitor, Michigan Department of Corrections (MDOC)
Ethan Todd, Buyer, Michigan Department of Corrections (MDOC)	
Nichole Harrell, Category Analyst, Department of Technology, Management and Budget (DTMB)	

III. Evaluation Results

A. The Rapid Group, LLC

The Evaluation Team determined that The Rapid Group, LLC, based on a score of 100, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Statement of Work Requirements – Schedule A, Statement of Work, Except Section 3.

The Evaluation Team determined that overall, the responses were satisfactory, with no deficiencies noted.

60/60

2. Recycling Staffing - Schedule A – Statement of Work, Section 3

The Evaluation Team determined that overall, the responses were satisfactory, with no deficiencies noted.

15/15

3. Vendor Questions Worksheet, Background and Experience, Section 5

The Evaluation Team determined that overall, the responses were satisfactory, with no deficiencies noted.

25/25

Total Score: 100/100

IV. Technical Evaluation Summary

Selection Criteria		The Rapid Group, LLC
1	Statement of Work Requirements – Schedule A – Statement of Work, Except Section 3	60
2	Recycling Staffing – Schedule A – Statement of Work, Section 3	15
3	Vendor Questions Worksheet – Background and Experience, Section 5	25
Total		100

V. Pricing Summary

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

Pricing Schedule Zone 7 Only				
Item	Estimated Volume	Unit of Measure	Cost Per Ton	Extended Cost
Logistics Costs: Included all vehicles, drivers, equipment, and other costs associated with the route and pick-up of recyclable materials	1106	Tons	\$ 90.00	\$ 99,540
Processing Costs: Includes all labor, equipment and other costs associated with the sorting & processing of recyclable materials	1106	Tons	\$ 40.00	\$ 44,240
Total Cost	1106	Tons	\$ 130.00	\$143,780

Pricing Schedule for Additional Zones				
	Counties (List or Identify Specific Counties Proposed)	Logistics Costs (\$/ton)	Processing Costs (\$/ton)	Total Costs (\$/ton)
Zone 1	None	---	---	---
Zone 2	all counties	\$ 135.00	\$ 45.00	\$ 180.00
Zone 3	Roscommon, Crawford, Otsego	\$ 150.00	\$ 45.00	\$ 195.00
Zone 4	all counties	\$ 110.00	\$ 45.00	\$ 155.00
Zone 5	all counties	\$ 135.00	\$ 45.00	\$ 180.00
Zone 6	Shiawassee, Genesee, Lapeer, St Clair	\$ 135.00	\$ 45.00	\$ 180.00
Zone 8	all counties	\$ 135.00	\$ 45.00	\$ 180.00
Zone 9	Jackson, Livingston, Washtenaw	\$ 135.00	\$ 45.00	\$ 180.00
Zone 10	all counties	\$ 110.00	\$ 45.00	\$ 155.00
1 Year Total Cost				\$143,780.00
5 Year Contract Cost				\$718,900.00

Defraying Cost Credits	
Please list Recyclable item	Credit
Mixed Paper	Current Month's Yellow Sheet, Chicago High Side (June 2022: \$ 90.00 / ton)
Cardboard	Current Month's Yellow Sheet, Chicago High Side (June 2022: \$ 155.00 / ton)
White Ledger	Current Month's Yellow Sheet, Chicago High Side (June 2022: \$ 265.00 / ton)
Newspaper	Current Month's Yellow Sheet, Chicago High Side (June 2022: \$ 135.00 / ton)
Flat Iron	Current month's pricing
Aluminum	Current month's pricing
PET	Current month's pricing
HDPE	Current month's pricing

Lost Container Fee	
Container Description	Fee
Gaylord box	\$ 10.00
96-gallon recycle cart	\$ 80.00

VI. Negotiations

All responsive and responsible bidders were asked to provide second round pricing clarifications and offers, and pricing did not change.

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 proposal meeting the minimum point threshold and offering the best combination of the factors stated in the *Proposal Instructions Evaluation Process* section, and price.

As part of the best value determination, overall economic impact to the State of Michigan was considered and is not a determinative factor in making this award.

Award Recommendation is made to The Rapid Group, LLC in the amount of \$718,900.00.