

AWARD RECOMMENDATION

Notice of Intent to Award Number: 230000000933

The Department of Technology, Management, & Budget ‘s Procurement office has completed the evaluation of MDOS – Cross Department Testing Solution RFP, 220000003202, for new solution will provide hardware (bidder to retain title to the hardware), software, and support services (maintenance, supplies, and reporting) for automated CDL, Mechanic, and Driver knowledge tests at branch offices, mobile (e.g., tablets) CDL skills testing at third-party locations, and an at-home testing application. and has recommended an award to, Intellectual Technology, Inc in the amount of \$5,235,715.00., 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:

Jeremy Lyon, Solicitation Manager.

LyonJ5@michigan.gov

517-230-2858

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide a proposal. The term of this contract is 5 years, with up to 5 one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on October 5th, 2022 for 41 days. The following bidders submitted proposals by the published due date of November 15th, 2022.

Bidder	Address, City, State, Zip Code	SDVOB*
Intellectual Technology Inc.	2980 E. Coliseum Blvd. Suite 100. Fort Wayne, IN 46805	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: Mandatory Minimum Requirements

Minimum Requirements	
1.	<p>The solution must adhere to and comply with:</p> <ul style="list-style-type: none"> • Public Act 45 of 2022 • Motor Carrier Safety Administration 49 Code of Federal Regulations 383, Part G • Michigan Vehicle Code, Act 300 of 1949, 257.40b and 257.208c • FOIA, Act 442 of 1976 • Motor Vehicle Service and Repair Act, Act 300 of 1974, 257.1302 • Association of Motor Vehicle Administrators test standards (see Exhibit 1 AAMVA CDL Test Standards)
2.	<p>The solution must adhere to and comply with NIST SP 800-53 Rev 5.1, FIPS 199/200 Moderate-Impact Security Baseline Compliance determined under the organizational risk assessment. The solution must receive the State of Michigan, Authority to Operate (ATO) to Go Live. The solution must adhere to and comply with DTMB IT Policies.</p>
3.	<p>Bidder solution must have been successfully implemented in at least 1 other State and in a Go Live state at minimum of 1 year for testing related solution and associated hardware (e.g., kiosk, tablets).</p>
4.	<p>The solution must integrate with MILogin for public, external users, and internal SOM users. (e.g., Password Resets Using Identity Proofing, Multi Factor Authentication).</p>
5.	<p>The solution must deliver all tests in the following three presentation modes:</p> <ol style="list-style-type: none"> a. On-Screen – via touch screen. b. Written – Ability for paper and pen tests that can be printed. <ol style="list-style-type: none"> i. Note: Contractor does not need to provide printer, but printing capability needs to exist within the software application. c. Audio – through a listening device attached to the kiosk station.

Proposal Instructions: Evaluation Process

	Technical Criteria Name	Weight
1.	Schedule A – Statement of Work	40
2.	Schedule A - Table 1 Business Specifications Worksheet	40
3.	Attachment 1 – Resume Templates	5
4.	Vendor Questions Worksheet	5
5.	Compliance with SOM Terms and Conditions – redlining results in reduction in points, or possibly deeming the bid non-responsive.	10
	Total	100

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

II. Evaluation Method

Responses to this solicitation were reviewed by Jeremy Lyon, Solicitation Manager, in collaboration with Subject Matter Experts and Joint Evaluation Committee, *which* consisted of the following individuals:

Voting Member	Division
John Harris	MDOS
John Strodbeck	MDOS
Blake Wilborn	MDOS
Dan Klodt	DTMB
Jeremy Lyon – Solicitation Manager	DTMB

Advisory Members	Division
Virginia Abdo	MDOS
Chad Bassett	MDOS
Aimee Brown	MDOS
Khyla Craine	MDOS
Courtney Grafuis	MDOS
Virginia Henry	MDOS

Don Lambert	MDOS
Andrea McGhee	MDOS
Kim Metzger	MDOS
Autumn Pelkey	MDOS
Sarah Reinhardt	MDOS
David Richmond	MDOS
Brennan Smith	MDOS
Joseph Szpond	MDOS
Elizabeth Young	MDOS
Tracy Jo Devereaux	DTMB
Uma Kannan	DTMB
Scot Wager	DTMB
Hau Huynh	DTMB

III. Evaluation Results

Evaluation Scores:

Bidder A - MDOS – Cross Department Testing Solution RFP

Vendor Name: Intellectual Technology, Inc. Score: 100 points

Intellectual Technology, Inc.	Possible Points	Technical Score/100	Comments
Schedule A - Statement of Work	40	40	Section was evaluated, no deductions noted.
Schedule A – Table 1, Business Specification Worksheet	40	40	Section was evaluated, no deductions noted.
Attachment 1 - Resume Templates	5	5	Section was evaluated, no deductions noted.

Vendor Question Worksheet	5	5	Section was evaluated, no deductions noted.
Compliance with SOM Terms and Conditions – redlining results in reduction in points, or possibly deeming the bid non-responsive.	10	10	Section was evaluated, no deductions noted.
TOTAL	100	100	

IV. Oral Presentations/Demonstrations - Oral Presentations/Demonstrations allowed the State to confirm and adjust scoring accordingly. No adjustments made.

V. Pricing Summary

After evaluating Intellectual Technology and their proposal they were the only bidder, therefore are the chosen bidder for this award of the RFP. The JEC team conducted several rounds of negotiations with the bidder. No additional Cost savings were achieved.

Pricing was evaluated for the bidders that passed technical. The following is a summary of the price proposal.

Proposed Solution	Year 1	Year 2	Year 3	Year 4	Year 5	Total
	Implementation	Annual	Annual	Annual	Annual	
Project Management	\$75,000					\$75,000
Implementation /integration	\$250,000					\$250,000
Dell AIO Touchscreen for Testing (483 x \$1,285)	\$620,655					\$620,655
Dell -7230 Tablets (100 x \$3,400)	\$340,000					\$340,000
ITI - Manufactured Testing Stations (\$4,290)	\$0					\$0
Internet Service Provider (\$120 per month per branch; 131 branches)		\$188,640	\$188,640	\$188,640	\$188,640	\$754,560
Azure Hosting Fee (12 months x \$2,100)		\$25,200	\$25,200	\$25,200	\$25,200	\$100,800

Know To Drive Software License (unlimited)		\$259,675	\$259,675	\$259,675	\$259,675	\$1,038,700
Know To Drive Hardware Maintenance (unlimited)		\$204,000	\$204,000	\$204,000	\$204,000	\$816,000
CDL Skills tablet Hardware Maintenance (\$600 per tablet; 100 tablets)		\$60,000	\$60,000	\$60,000	\$60,000	\$240,000
Know To Drive Online for Providers		\$250,000	\$250,000	\$250,000	\$250,000	\$1,000,000
Total	\$1,285,655	\$987,515	\$987,515	\$987,515	\$987,515	\$5,235,715

VI. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offered 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. Best value factors for Award Recommendation included the bidder scoring the highest on Statement of Work elements, security, answers to vendor questions worksheet, and the no-licensing fee pricing model that represents long-term cost.

Award Recommendation is made to Intellectual Technology, Inc in the amount of \$5,235,715.00.