

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000000435

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFP 230000001123 and has recommended an award to CenturyLink in the amount of \$37,625,563.00, 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:

Sean Regan, Solicitation Manager.

regans@michigan.gov

517-243-8459

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide wide area network services. The term of this contract is 5 years, with up to 10 renewal options.

Bidders:

The RFP was posted on SIGMA VSS on February 23, 2023. The following bidders submitted proposals by the published due date of May 4, 2023.

Bidder	SDVOB*	GDBE**
AT&T		
CenturyLink		
Charter		
Comcast		
Crown Castle		

Everstream		
LEC of MI		
TelNet		

*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: Evaluation Process

	Technical Evaluation Criteria	Weight
1.	Vendor Questions Worksheet	5
2.	Schedule A – Statement of Work	35
3.	Schedule A – Table 1 – Business Requirements	40
4.	Schedule D – Service Level Agreement	10
5.	Schedule F - Disaster Recovery	10
	Total	100

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

II. Evaluation Method

Responses to this solicitation were reviewed by a Joint Evaluation Committee, which consisted of the following individuals from the Department of Technology, Management & Budget:

Voting	Advisory
Sean Regan	Walter Stanton
Jay Salmon	Matt Cain
Meghan Penny	Glen Stonehouse
Patrick Horgan	Whitnie Zuker
	Brian Pillar
	Dodge Howell
	Amber O’Berry

III. Evaluation Results

**Evaluation Scoring Breakdown
 Vendor Question Worksheet**

RFP Section	Deficiencies	AT&T	CenturyLink	Charter	Comcast	Crown Castle	Everstream	LEC of MI	TelNet
State of Michigan Experience and Prior Experience	1. Bidder did not provide experience.				-4.0				
	2. Bidder experience lacked relevant size and scope.			-1.0				-1.0	-1.0
	3. Bidder lacked detailed information.					-1.0		-1.0	

Schedule A – Statement of Work

Schedule A – Statement of Work	Deficiencies	AT&T	CenturyLink	Charter	Comcast	Crown Castle	Everstream	LEC of MI	TelNet
1. Requirements	Bidder did not fill out Bidder boxes with additional information.							-10.0	
1.2 Transition	Bidder did not provide detailed transition out plan.		-1.0	-1.0	-1.0	-1.0		-1.0	
1.3 Training	Bidder's training lacked sufficient information.				-1.0	-1.0		-1.0	

1.4 Specific Standards	Bidder did not meet ADA Compliance or provided an exception.			-1.0		-1.0			-1.0
1.4 Specific Standards	Bidder had an exception to mobile requirement.					-1.0			-1.0
1.6 Access Control	Bidder had an exception to Single Sign on.					-1.0			-1.0
1.11 Products and Services	Bidder did not agree with requirement.				-1.0				-1.0
3. Acceptance									
3.1 Acceptance, Inspection & Testing	Bidder had exception to requirement.								-1.0
3.2 Final Acceptance	Bidder had exception to final acceptance.						-1.0		
4. Staffing									
4.5 Work Hours	Bidder had exception to requirement.				-1.0	-1.0			
4.6 Key Personnel	Bidder did not provide resumes.				-6.0				-6.0
4.6 Key Personnel	Bidder had missing resume(s).						-2.0		-2.0
4.6 Key Personnel	Bidder allocation of key resources too low.								-1.0
5. Project Management									
5.1 Project Plan	Bidder's project plan lacked detailed information.				-1.0				
5.2 Meetings	Bidder had exception to meetings requirement.					-1.0			
5.3 Reporting	Bidder had exception to reporting requirement.				-1.0	-1.0			-1.0

8. Invoice/Payment	Bidder cannot provide all requirements on an invoice.			-1.0		-1.0	-1.0		
9. Liquidated Damage	Bidder did not agree to liquidated damages.	-1.0	-1.0	-1.0	-1.0	-1.0			
12. Change Management	Bidder had exception to change management requirement.					-1.0	-1.0		
13. Operations Plan	Bidder's operational plan did not meet all requirements.				-2.0		-2.0		
	Bidder did not provide an operational plan.					-5.0			-5.0
14. Professional Services	Bidder had exceptions to professional services.				-1.0	-1.0			-1.0

Schedule A – Table 1 – Business Requirements

Schedule A – Table 1 – Business Requirements	Deficiencies	AT&T	CenturyLink	Charter	Comcast	Crown Castle	Everstream	LEC of MI	TelNet
A. Procurement of Services									
1.0	Bidder is not a single integrator.			-10.0		-10.0	-10.0		
1.1	Bidder cannot provide a portal.			-3.0	-3.0			-3.0	
1.1	Bidder cannot provide order tracking.								-2.0
D. Bidder Services									
4	Bidder does not meet requirement.					-1.0			
6	Bidder does not meet requirement.							-0.5	

7	Bidder does not meet requirement.								-0.5	
9	Bidder does not meet requirement.				-0.5		-0.5		-0.5	
10	Bidder does not meet requirement.						-0.5		-0.5	
11	Bidder does not meet requirement.								-0.5	
12	Bidder does not meet requirement.								-0.5	
13	Bidder does not meet requirement.						-0.5	-0.5	-0.5	-0.5
15	Bidder does not meet requirement.				-0.5					
16	Bidder does not meet requirement.								-0.5	-0.5
17	Bidder does not meet requirement.								-0.5	
18	Bidder does not meet requirement.						-0.5		-0.5	
19	Bidder does not meet requirement.								-0.5	
20	Bidder does not meet requirement.								-0.5	
23	Bidder does not meet requirement.								-0.5	
24	Bidder does not meet requirement.							-0.5	-0.5	
25	Bidder does not meet requirement.							-0.5	-0.5	
26	Bidder does not meet requirement.								-0.5	

27	Bidder does not meet requirement.								-0.5	
28	Bidder does not meet requirement.								-0.5	
29	Bidder does not meet requirement.						-0.5		-0.5	
31.1	Bidder does not meet requirement.								-0.5	
32	Bidder does not meet requirement.								-0.5	
33	Bidder does not meet requirement.								-0.5	
36	Bidder does not meet requirement.								-0.5	
37	Bidder does not meet requirement.								-0.5	
44	Bidder does not meet requirement.								-0.5	
45	Bidder does not meet requirement.					-0.5			-0.5	
46	Bidder does not meet requirement.					-0.5			-0.5	
47	Bidder does not meet requirement.					-0.5			-0.5	
48	Bidder does not meet requirement.								-0.5	
49	Bidder does not meet requirement.								-0.5	
51.1	Bidder does not meet requirement.					-0.5			-0.5	
59.1	Bidder does not meet requirement.								-0.5	

62	Bidder does not meet requirement.						-0.5		
63	Bidder does not meet requirement.					-0.5	-0.5		
65	Bidder does not meet requirement.					-0.5			-0.5
66	Bidder does not meet requirement.					-0.5			
68	Bidder does not meet requirement.				-0.5				
69	Bidder does not meet requirement.					-0.5			-0.5
69.1	Bidder does not meet requirement.						-0.5		
73	Bidder does not meet requirement.								-0.5
74	Bidder does not meet requirement.								-0.5
75	Bidder does not meet requirement.							-0.5	
79.1	Bidder does not meet requirement.					-0.5			
E. Enterprise Internet Service Providers (ISP)									
81.0	Bidder does not meet requirement.					-1.0	-1.0		-1.0
83.0	Bidder does not meet requirement.						-0.8		
86	Bidder does not meet requirement.							-0.5	
87.0	Bidder does not meet requirement.					-0.5		-0.5	-0.5

89.0	Bidder does not meet requirement.								-0.5	
90.0	Bidder does not meet requirement.								-0.5	

Schedule D – Service Level Agreement

Schedule D – Service Level Agreement	Deficiencies	AT&T	CenturyLink	Charter	Comcast	Crown Castle	Everstream	LEC of MI	TelNet
2. Software Service Availability and Service Availably Credits.	1. Bidder did not agree to SLA's.			-3.3	-3.3	-3.3			
	1. Bidder provided exceptions or revised SLA's.	-1.7							
3. Support and Maintenance Services	1. Bidder did not agree to SLA's.			-3.3	-3.3	-3.3			
	1. Bidder provided exceptions or revised SLA's.								
5. Wide-Area Network Service Level Standards	1. Bidder did not agree to SLA's.			-3.3	-3.3	-3.3			
	1. Bidder provided exceptions or revised SLA's.		-1.7						

Schedule F – Disaster Recovery Plan

RFP Section	Deficiencies	AT&T	CenturyLink	Charter	Comcast	Crown Castle	Everstream	LEC of MI	TelNet
Schedule F - Disaster Recovery Plan	No deficiencies.								

IV. Technical Evaluation Summary

Selection Criteria	AT&T	CenturyLink	Charter	Comcast	Crown Castle	Everstream	Local Exchange Carriers	Telnet
1 Vendor Question Worksheet	5.00	5.00	4.00	1.00	4.00	5.00	3.00	4.00
2 Schedule A – Statement of Work	34.00	31.00	30.00	13.00	23.00	32.00	5.00	32.00
3 Schedule A – Table 1 – Business Requirements	40.00	40.00	25.50	18.00	31.0	23.2	17.0	37.0
4 Schedule D – Service Level Agreement	8.33	8.33	0.00	0.00	0.00	10.00	10.00	10.00
5 Schedule F - Disaster Recovery	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00
Total	97.3	94.3	69.5	42.0	68.0	80.2	45	93.0

V. Pricing Summary

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

Deliverable	AT&T	CenturyLink	Everstream	TelNet
1 Sub-Total all sites	\$314,679	\$428,649	\$232,400	\$227,408
2 SD WAN	\$148,658	\$190,200		\$102,720
3 Management Services	\$379,797	\$8,244		
4 NRC	\$291,974	\$0	\$102,375	\$323,500
5 Total all sites (no NRC)	\$843,134	\$627,093	\$334,775	\$330,128

	Deliverable	AT&T	CenturyLink	Everstream	TelNet
6	Annual VPN	\$8,333,716	\$5,242,713	\$2,891,175	\$2,728,897
7	Annual SD WAN	\$6,341,459	\$2,381,324	\$1,615,320	\$1,232,640
8	NRC	\$291,974			\$323,500
9	Five Years VPN	\$41,960,554	\$26,213,563	\$14,455,875	\$13,967,985
10	Five Years SD WAN	\$31,999,267	\$11,906,622	\$8,076,600	\$6,486,700
11	Total Bid Price	\$50,880,009	\$37,625,563	\$28,265,475*	\$20,131,185**

*Only bid on 329 out of 641 sites.

**Pricing does not include direct connection or third-party costs for transport.

VI. 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.

CenturyLink provided the best value to the State. Best value factors for Award Recommendation include, but are not limited to:

- Providing a complete refresh of hardware & equipment and lifecycle management of the equipment at all sites (est. value of \$8m).
- Routers have the flexibility to provide multiple connection types. i.e. allows the State to change from WAN to SD-WAN without having to replace the hardware or add licensing (est. value of \$1.5m).
- Committed to being the State’s single integrator with managing all end-to-end third-party service responsibilities.
- Build out sites have a not to exceed cost which creates clear pricing to the State.

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 CenturyLink in the amount of \$37,625,563.00.