

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000000484

The Department of Technology, Management, & Budget’s Central Procurement Services office has completed the evaluation of RFP 230000001376 – Full-Service Vending and Rental for Correctional Facilities and National Guard Installations and has recommended an award to Canteen One Division in the amount of \$12,000,000.00, 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:

Emily Massa, Solicitation Manager.

Massae@michigan.gov

517-897-7321

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide full-service vending and rental for State correctional facilities and National Guard facilities. The term of this contract is three years, with up to two, one year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on July 18th, 2023, for seven weeks and three days. The following bidders submitted proposals by the published due date of September 8th, 2023.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Canteen One Division	2400 Yorkmont Road. Charlotte, NC 28217	No	No
All Star Services	2021 16 th Street. Port Huron, MI 48060	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

1. Solution must use one of the following:
 - i. Point to Point Encrypted (P2PE) “listed” Solution: Vendor must provide an Attestation of Validation (AOV) for “listed” P2PE solutions.
 - ii. Non-listed P2PE Solution: Validated by a P2PE Qualified Security Assessor (QSA). Vendor must provide the validation/white Paper, performed by a P2PE QSA.
 - iii. End to End Encryption (E2EE) which has been validated by a Qualified Security Assessor (QSA). Vendor to provide the validation/white Paper, performed by a QSA.
2. System must never possess full PAN (Primary Account Number) in clear text.
3. Card reading device must encrypt the card data upon collection (e.g., upon dip, swipe, hand keyed, etc.).
4. Cardholder data is not processed, transmitted, stored, or viewed outside of the encrypted device.
5. Cardholder data is not processed, transmitted or stored on any state network.
6. System must be and remain compliant with the Payment Card Industry Data Security Standards (PCI DSS).

Proposal Instructions: Evaluation Process

	Technical Evaluation Criteria	Weight
1.	General Requirements – Schedule A, Statement of Work, Section 1.1	25
2.	Payment Processing for Vending – Schedule A, Statement of Work, Section 1.2	25
3.	Staffing and Project Management – Schedule A, Statement of Work, Sections 4 and 5	10
4.	Contract Activities – Schedule A, Statement of Work, except for Sections 1.1, 1.2, 4 and 5	20
5.	Vendor Questions Worksheet	20
	Total	100

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

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

II. Evaluation Method

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

Voting	Advisory
Eames E. Groenleer, Jackson Regional Business Manager MDOC/Correctional Facilities Administration	David Enslin, Business Relations Manager DTMB/Agency Services
Mary Knapp, Business Analyst DTMB/Agency Services	Matthew Jex, Contract Monitor MDOC/Procurement, Monitoring & Compliance Division
Emily Massa, Solicitation Manager DTMB/Central Procurement Services	Andrew Fotenakes, Contract Manager MDOC/Procurement, Monitoring & Compliance Division
Elizabeth Noffsinger, Agency Buyer DMVA/Procurement	Joy Nakfoor, Category Manager-Services DTMB/Central Procurement Services
Bernard Scott, Administrative Assistance MDOC/Correctional Facilities Administration	Jillian Yeates, Category Specialist DTMB/Central Procurement Services
George Sevarns, Kinross Regional Business Manager MDOC/Correctional Facilities Administration	
Arnold Vandemark, Agency Buyer MDOC/Procurement	

III. Evaluation Results

A. Bidder # 1: Canteen One Division

The Evaluation Team determined that Canteen One Division based on a score of 80/100, did meet the requirements of this RFP This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. General Requirements – Schedule A, Statement of Work, Section 1.1
 The Evaluation Team determined that overall, the responses were mostly satisfactory, the following deficiencies were noted: (23/25)
 - a. Section 1.1.A: Did not provide a full answer on how they will comply with the requirement.
2. Payment Processing for Vending – Schedule A, Statement of Work, Section 1.2.
 The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were notified. (25/25)

3. Staff and Project Management – Schedule A, Statement of Work, Sections 4 and 5. The Evaluation Team determined that overall, the responses were not satisfactory, the following deficiencies were noted: (4/10)
 - a. Section 4.1: Bidder did not provide information where requested.
 - b. Section 5.4: Bidder mentioned that they will tailor a solution, but they did not provide how that solution will work.
 - c. Section 5.8.A: Bidder did not provide required explanation.
 - d. Section 5.8.B: Bidder did not provide required explanation.
4. Contract Activities – Schedule A, Statement of Work, except for Sections 1.1, 1.2, 4 and 5. The Evaluation Team determined that overall, the responses were not satisfactory, the following deficiencies were noted: (10/20)
 - a. Section 1.3.A.1: Bidder did not provide a response on how they will fulfill these requirements.
 - b. Section 1.3.A.4: Bidder did not provide a response on how they will carry out requirements.
 - c. Section 1.3.B: Bidder did not provide a response on how they will carry out requirements.
 - d. Section 1.4.B: No transition plan out provided.
 - e. Section 1.6: Failed to respond to bidder boxes.
 - f. Section 1.8: Failed to respond to bidder boxes.
 - g. Section 1.9: Bidder did not provide an answer.
 - h. Section 1.10: Bidder did not provide an answer.
 - i. Section 2.2: Bidder did not provide an answer.
5. Vendor Questions Worksheet, The Evaluation Team determined that overall, the responses were mostly satisfactory, the following deficiencies were noted: (18/20)
 - a. Section 2: The documentation did not disclose what was requested.
 - b. Section 9: The documentation did not disclose what was requested.

Total Score:80/100

B. Bidder # 2: All Star Services

The Evaluation Team determined that All Star Services based on a score of 84/100, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. General Requirements – Schedule A, Statement of Work, Section 1.1
The Evaluation Team determined that overall, the responses were not satisfactory, the following deficiencies were noted: (10/25)

- a. Section 1.1.A: Bidder stated that they are not sure if they can provide services at all facilities, specifically the DMVA location.
- 2. Payment Processing for Vending – Schedule A, Statement of Work, Section 1.2. The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were notified. (25/25)
- 3. Staff and Project Management – Schedule A, Statement of Work, Sections 4 or 5. The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were notified. (10/10)
- 4. Contract Activities – Schedule A, Statement of Work, except for Sections 1.1, 1.2, 4 and 5. The Evaluation Team determined that overall, the responses were not satisfactory, the following deficiencies were noted: (19/20)
 - a. Section 1.10: Bidder did not describe how they would meet the requirements in this section.
- 5. Vendor Questions Worksheet, The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were noted. (20/20)

Total Score:84/100

IV. Technical Evaluation Summary

Selection Criteria		Canteen	All Star Services
1	General Requirements – Schedule A, Statement of Work, Section 1.1	23	10
2	Payment Processing for Vending – Schedule A, Statement of Work, Section 1.2	25	25
3	Staffing and Project Management – Schedule A, Statement of Work, Sections 4 and 5	4	10
4	Contract Activities – Schedule A, Statement of Work, except for Sections 1.1, 1.2, 4 and 5	10	19
5	Vendor Questions Worksheet	18	20
Total		80	84

V. Pricing Summary

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

Categories for Sale: Canteen

Item Number	Description	Price
1.	Chips all varieties including Pretzels or variety snack in a chip-sized bag.	\$1.50 - \$2.00
2.	Candy Bars all varieties	\$1.45 - \$2.50
3.	Hard Candy (Life Savers, breath mints, etc.)	\$1.25 - \$2.50
4.	Cookies all varieties	\$2.00
5.	Crackers all varieties	\$2.00
6.	Chewy Snacks (fruit snacks, fruit chews, etc.)	\$2.00
7.	Bottled Juice (not to exceed 20 oz.)	\$2.75 - \$3.00
8.	Bottled Tea (not to exceed 20 oz.)	\$2.75 - \$3.00
9.	Bottled Pop (not to exceed 20 oz.)	\$3.00
10.	Bottled Water (not to exceed 20 oz.)	\$2.50 - \$3.00
11.	Bottled Milk (not to exceed 20 oz.)	\$2.50
12.	Coffee	\$1.50
13.	Ice Cream all kinds	\$2.50 - \$4.50
14.	Entrees – Fresh	\$2.50 - \$5.00
15.	Entrees – Frozen	\$2.50 - \$5.00
16.	Snacks – Fresh	\$3.50
17.	Disposable Silverware	Included
18.	Disposable Plates	Included
19.	Condiments	Included
20.	Coffee Cups	Included
21.	Cream and Sugars	Included

Categories for Sale: All Star Services

Item Number	Description	Price
1.	Chips all varieties including Pretzels or variety snack in a chip sized bag.	\$1.50 - \$2.00 <u>\$1.75</u>
2.	Candy Bars all varieties	\$1.75 - \$2.25 <u>\$2.25</u>
3.	Hard Candy (life savers, breath mints etc.)	\$2.00 - \$2.50 <u>\$2.50</u>
4.	Cookies all varieties	\$2.00 - \$2.50 <u>\$2.50</u>
5.	Crackers all varieties	\$2.00 - \$2.50 <u>\$2.50</u>
6.	Chewy Snacks (fruit snacks, fruit chews, etc.)	\$1.75 - \$2.50 <u>\$2.50</u>
7.	Bottled Juice (Not to exceed 20oz)	\$2.00 - \$3.00 <u>\$3.00</u>
8.	Bottled Tea (Not to exceed 20oz)	\$2.00 - \$3.00 <u>\$3.00</u>
9.	Bottled Pop (Not to exceed 20oz)	\$1.75 - \$2.75 <u>\$2.75</u>
10.	Bottled Water (Not to exceed 20oz)	<u>\$2.25</u>
11.	Bottled Milk (Not to exceed 20oz)	<u>\$2.50</u>
12.	Coffee	\$1.50 - \$2.25 <u>\$2.25</u>
13.	Ice Cream all kinds	\$2.50 - \$6.50 <u>\$6.50</u>
14.	Entrees- Fresh	\$2.00 - \$10.00 <u>\$10.00</u>
15.	Entrees- Frozen	\$2.00 - \$10.00 <u>\$10.00</u>
16.	Snacks- Fresh	\$1.00 - \$8.00 <u>\$8.00</u>
17.	Disposable Silverware	Included

VI. Negotiations

Second round pricing was requested. Canteen declined to provide any further updates to pricing.

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.

Canteen One Division provided the best value to the State. Best value factor for Award Recommendation include being able to service all facilities in Michigan.

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.