

# AWARD RECOMMENDATION

**Notice of Intent to Award Number:** 230000000834

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFP #230000001419 – Offender Success Administrative Agency Services and has recommended an award to Catholic Charities of Shiawassee and Genesee Counties, Catholic Social Services of Washtenaw County, City of Lansing, Great Lakes Recovery Centers, Inc., Health Management Systems, Inc., Berrien-Cass-Van Buren Workforce Development Board, Inc. (dba Kinexus), West Central Employment and Training Consortium, Northwest Michigan Council of Governments (dba Networks Northwest), Michigan Works Region 7B Quasi-Government Agency in the total amount of \$88,522,023.85, 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:

Marissa Gove, Solicitation Manager.  
 Govern1@michigan.gov  
 517-449-8952

**Background Information:**

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Offender Success Administrative Agency Services. The term of this contract is five (5) base years, with up to four (4) renewal options.

**Bidders:**

The RFP was posted on SIGMA VSS on March 15, 2023 for 28 days. The following bidders submitted proposals by the published due date of April 12, 2023.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
<b>Catholic Charities of Shiawassee and Genesee Counties</b>	901 Chippewa St. Flint, MI 48503 501c3 non-profit organization	No	No
<b>Catholic Social Services of Washtenaw County</b>	4925 Packard Ann Arbor, MI 48180	No	No
<b>City of Lansing</b>	124 W Michigan Ave Lansing, MI 48933	No	Yes
<b>Great Lakes Recovery Centers, Inc.</b>	97 South Fourth St, Suite C Ishpeming, MI 49849	No	No

<b>Health Management Systems, Inc.</b>	601 Washington Blvd., Ste 200, Detroit, MI 48226 Incorporated	No	Yes
<b>Berrien-Cass-Van Buren Workforce Development Board, Inc. (dba Kinexus)</b>	330 W. Main Street, Suite 110 Benton Harbor, MI 49022 Entity Designation: Inc.	No	Yes
<b>West Central Employment and Training Consortium</b>	14330 Northland Drive Big Rapids, MI 49307 Governmental Entity – PA - 7	No	No
<b>Northwest Michigan Council of Governments, (dba Networks Northwest)</b>	PO Box 506 Traverse City, MI 49685	No	No
<b>Michigan Works Region 7B Quasi-Government Agency</b>	402 N. First St. Harrison, MI 48625	No	Yes

\*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

The State will evaluate each proposal based on the following factors:

	Technical Evaluation Criteria	Weight
1.	Schedule A, Statement of Work, Section 1	50
2.	Schedule A, Statement of Work, Sections 2-4	20
3.	Schedule A, Statement of Work, Sections 5-10	15
4.	Vendor Questions Worksheet	15
	<b>Total</b>	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 a Joint Evaluation Committee, which consisted of the following individuals:

Voting	Advisory
Ryan Powell, Contract Manager MDOC, PMCD	Janella Robinson, Parole/Probation Manager MDOC, FOA
Mariam Deland, Program Manager MDOC, Offender Success	Heather Wayne, PPM15 MDOC, FOA
Marissa Gove, Category Analyst DTMB, CPS	Ed Freeman, Contract Monitor MDOC, PMCD
	Chris Hopcraft, Buyer MDOC, PMCD

## III. Evaluation Results

### A. Catholic Charities of Shiawassee and Genesee Counties

The Evaluation Team determined that Catholic Charities of Shiawassee and Genesee Counties 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, Statement of Work, Section 1 45/50**

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

- a. Section 1.1.C Economic Stability Services, the bidder did not provide a complete plan to create individualized plans for Economic Stability.
- b. Section 1.1.C.3 Financial Stability, the bidder did not provide a complete plan to connect participants to legitimately obtained sources of unearned/earned income.
- c. Section 1.1.D.1 Residential Stability Services, the bidder did not provide a complete plan to provide Residential Stability Services.
- d. Section 1.1.F Health and Behavioral Health Services, the bidder did not provide a complete plan to increase participant access to mental health services.
- e. Section 1.4 ADA Compliance, the bidder did not provide details on how they would meet this requirement.

**2. Schedule A, Statement of Work, Sections 2-4 19/20**

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

- a. Section 3.8 Disclosure of Subcontractors, the bidder did not disclose their subcontractors.

**3. Schedule A, Statement of Work, Sections 5-10 15/15**

The Evaluation Team determined that the responses were satisfactory for this section.

**4. Vendor Questions Worksheet 15/15**

The Evaluation Team determined that the responses were satisfactory for this section.

**Total Score: 94 /100**

**B. Catholic Social Services of Washtenaw County**

The Evaluation Team determined that Catholic Social Services of Washtenaw County based on a score of 95, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

**1. Schedule A, Statement of Work, Section 1 45/50**

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

- a. Section 1.1.C Economic Stability Services, the bidder did not provide a complete plan to create individualized plans for Economic Stability.

- b. Section 1.1.C.2 Education, the bidder did not provide a complete description of how they are connected to educational institutions.
- c. Section 1.1.C.3 Financial Stability, the bidder did not provide a complete plan to connect participants to legitimately obtained sources of unearned/earned income.
- d. Section 1.1.F Health and Behavioral Health Services, the bidder did not provide a complete plan to increase participant access to mental health services.
- e. Section 1.1.O Establishing and Leveraging Partnerships, the bidder did not provide a complete description of their connections.

- 2. Schedule A, Statement of Work, Sections 2-4** **20/20**  
 The Evaluation Team determined that the responses were satisfactory for this section.
- 3. Schedule A, Statement of Work, Sections 5-10** **15/15**  
 The Evaluation Team determined that the responses were satisfactory for this section.
- 4. Vendor Questions Worksheet** **15/15**  
 The Evaluation Team determined that the responses were satisfactory for this section.

**Total Score: 95/100**

**C. City of Lansing**

The Evaluation Team determined that City of Lansing based on a score of 93, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

- 1. Schedule A, Statement of Work, Section 1** **46/50**  
 The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:
  - a. Section 1.1.A and 1.1.B, the bidder did not provide a complete plan to assess the goals, needs, and strengths of referred participants.
  - b. Section 1.1.C.3 Financial Stability, the bidder did not provide a complete plan to connect participants to legitimately obtained sources of unearned/earned income.
  - c. Section 1.1.D.2, the bidder did not provide a complete plan to recruit landlords to rent to participants.
  - d. Section 1.1.F Health and Behavioral Health Services, the bidder did not provide a complete plan to increase participant access to mental health services.
- 2. Schedule A, Statement of Work, Sections 2-4** **19/20**

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

- a. Section 4.2 Reporting, the bidder did not explain their reporting capabilities.

**3. Schedule A, Statement of Work, Sections 5-10 15/15**

The Evaluation Team determined that the responses were satisfactory for this section.

**4. Vendor Questions Worksheet 13/15**

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

- a. Section 8 Michigan Economic Impact, the bidder did not fill in the box that asked the percentage of employees who were covered by health care.
- b. Section 9 Labor, Antidiscrimination and Environmental Laws Compliance, the bidder did not provide details as to if they have had any violations in the past five years.

**Total Score: 93/100**

**D. Great Lakes Recovery Centers, Inc.**

The Evaluation Team determined that Great Lakes Recovery Centers, Inc. based on a score of 96, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

**1. Schedule A, Statement of Work, Section 1 48/50**

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

- a. Section 1.1.C Economic Stability Services, the bidder did not provide a complete plan to create individualized plans for Economic Stability.
- b. Section 1.1.F Health and Behavioral Health Services, the bidder did not provide a complete plan to increase participant access to mental health services.

**2. Schedule A, Statement of Work, Sections 2-4 19/20**

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

- a. Section 3.8 Disclosure of Subcontractors, the bidder did not disclose their subcontractors.

**3. Schedule A, Statement of Work, Sections 5-10 15/15**

The Evaluation Team determined that the responses were satisfactory for this section.

**4. Vendor Questions Worksheet 14/15**

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

- a. Section 5 State of Michigan Experience and Prior Experience, the bidder did not describe results obtained.

**Total Score: 96/100**

**E. Health Management Systems, Inc.**

The Evaluation Team determined that Health Management Systems, 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, Statement of Work, Section 1 44/50**

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

- a. Section 1.1.C.1 Job Placement Services, the bidder did not provide a complete plan to place and retain participants in employment.
- b. Section 1.1.C.2 Education, the bidder did not provide a complete description of how they are connected to educational institutions.
- c. Section 1.1.E Social Support Services, the bidder did not provide a complete plan to use creative approaches and services that will facilitate successfully meeting the KPMs.
- d. Section 1.1.O Establishing and Leveraging Partnerships, the bidder did not provide a complete description of their connections.
- e. Section 1.2 Transition, this bidder did not answer this question.

**2. Schedule A, Statement of Work, Sections 2-4 20/20**

The Evaluation Team determined that the responses were satisfactory for this section.

**3. Schedule A, Statement of Work, Sections 5-10 15/15**

The Evaluation Team determined that the responses were satisfactory for this section.

**4. Vendor Questions Worksheet 15/15**

The Evaluation Team determined that the responses were satisfactory for this section.

**Total Score: 94/100**

**F. Berrien-Cass-Van Buren Workforce Development Board, Inc. (dba Kinexus)**

The Evaluation Team determined that Berrien-Cass-Van Buren Workforce Development Board, Inc. (dba Kinexus) based on a score of 99, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

**1. Schedule A, Statement of Work, Section 1 49/50**

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

- a. Section 1.1.C.2 Education, the bidder did not provide a complete description of how they are connected to educational institutions.

- 2. Schedule A, Statement of Work, Sections 2-4** **20/20**  
 The Evaluation Team determined that the responses were satisfactory for this section.
- 3. Schedule A, Statement of Work, Sections 5-10** **15/15**  
 The Evaluation Team determined that the responses were satisfactory for this section.
- 4. Vendor Questions Worksheet** **15/15**  
 The Evaluation Team determined that the responses were satisfactory for this section.

**Total Score: 99/100**

**G. West Central Employment and Training Consortium**

The Evaluation Team determined that West Central Employment and Training Consortium based on a score of 99, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

- 1. Schedule A, Statement of Work, Section 1** **49/50**  
 The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiency was noted:
  - a. Section 1.1.O Establishing and Leveraging Partnerships, the bidder did not provide a complete description of their connections.
- 2. Schedule A, Statement of Work, Sections 2-4** **20/20**  
 The Evaluation Team determined that the responses were satisfactory for this section.
- 3. Schedule A, Statement of Work, Sections 5-10** **15/15**  
 The Evaluation Team determined that the responses were satisfactory for this section.
- 4. Vendor Questions Worksheet** **15/15**  
 The Evaluation Team determined that the responses were satisfactory for this section.

**Total Score: 99/100**

**H. Northwest Michigan Council of Governments, (dba Networks Northwest)**

The Evaluation Team determined that Northwest Michigan Council of Governments, (dba Networks Northwest) based on a score of 95, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

- 1. Schedule A, Statement of Work, Section 1** **46/50**



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

- a. Section 1.1.A and 1.1.B, the bidder did not provide a complete plan to assess the goals, needs, and strengths of referred participants.
- b. Section 1.1.C.2 Education, the bidder did not provide a complete description of how they are connected to educational institutions.
- c. Section 1.2 Transition, the bidder did not provide details on how they would comply with this section.

**2. Schedule A, Statement of Work, Sections 2-4 19/20**

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

- a. Section 3.8 Disclosure of Subcontractors, the bidder did not disclose their subcontractors.

**3. Schedule A, Statement of Work, Sections 5-10 15/15**

The Evaluation Team determined that the responses were satisfactory for this section.

**4. Vendor Questions Worksheet 15/15**

The Evaluation Team determined that the responses were satisfactory for this section.

**Total Score: 95/100**

**I. Michigan Works Region 7B Quasi-Government Agency**

The Evaluation Team determined that Michigan Works Region 7B Quasi-Government Agency based on a score of 95, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

**1. Schedule A, Statement of Work, Section 1 46/50**

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

- a. Section 1.1.F Health and Behavioral Health Services, the bidder did not provide a complete plan to increase participant access to mental health services.
- b. Section 1.2 Transition, the bidder did not provide details on how they would comply with this section.
- c. Section 1.4 ADA Compliance, the bidder did not provide details on how they would meet this requirement.

**2. Schedule A, Statement of Work, Sections 2-4 19/20**

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

- a. Section 3.8 Disclosure of Subcontractors, the bidder did not disclose a complete list of their subcontractors.
- 3. Schedule A, Statement of Work, Sections 5-10** **15/15**  
The Evaluation Team determined that the responses were satisfactory for this section.
- 4. Vendor Questions Worksheet** **15/15**  
The Evaluation Team determined that the responses were satisfactory for this section.

**Total Score: 95/100**

#### IV. Technical Evaluation Summary

Bidder	Schedule A, Statement of Work, Section 1	Schedule A, Statement of Work, Sections 2-4	Schedule A, Statement of Work, Sections 5-10	Vendor Questions Worksheet	Total
Catholic Charities of Shiawassee and Genesee Counties	45	19	15	15	94
Catholic Social Services of Washtenaw County	45	20	15	15	95
City of Lansing	46	19	15	13	93
Great Lakes Recovery Centers, Inc.	48	19	15	14	96
Health Management Systems, Inc.	44	20	15	15	94
Berrien-Cass-Van Buren Workforce Development Board, Inc. (dba Kinexus)	49	20	15	15	99
West Central Employment and Training Consortium	49	20	15	15	99
Northwest Michigan Council of Governments, (dba Networks Northwest)	46	19	15	15	95
Michigan Works Region 7B Quasi-Government Agency	46	19	15	15	95

#### V. Pricing Summary

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

Region	Bidder	1 <sup>st</sup> Round Pricing	2 <sup>nd</sup> Round Pricing	3 <sup>rd</sup> Round Pricing
6	Catholic Charities of Shiawassee and Genesee Counties	\$1,300,000.00	\$1,280,000.00	-
9	Catholic Social Services of Washtenaw County	\$2,475,510.00	\$2,288,940.00	\$1,347,748.77
7	City of Lansing	\$964,236.34	\$901,876.74	\$808,000.00
1	Great Lakes Recovery Centers, Inc.	\$925,000.00	\$900,000.00	-
10	Health Management Systems, Inc.	\$6,200,200.00	\$6,164,700.00	\$5,745,200.00
8	Berrien-Cass-Van Buren Workforce Development Board, Inc. (dba Kinexus)	\$2,499,555.00	-	\$2,073,456.00
4	West Central Employment and Training Consortium	\$3,356,280.00	\$3,101,280.00	\$2,800,000.00
2	Northwest Michigan Council of Governments, (dba Networks Northwest)	\$1,150,750.00	-	\$1,000,000.00
3	Michigan Works Region 7B Quasi-Government Agency	\$801,250.00	\$788,750.00	\$750,000.00
5		\$1,218,750.00	\$1,193,750.00	\$1,000,000.00
	<b>Total Annual Price</b>	<b>\$20,891,531.34</b>	<b>\$20,269,601.74</b>	<b>\$17,704,404.77</b>
	<b>Total Contract Amount</b>	<b>\$104,457,656.70</b>	<b>\$101,348,008.70</b>	<b>\$88,522,023.85</b>

## VI. Negotiations

Seven of the nine bidders offered a price decrease in the second round. Pricing was negotiated further and resulted in seven bidders reducing their price in the third round as exhibited in the table above.

## 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.

All bidders provided the best value to the State. Best value factors for Award Recommendation include:

- a. Documented knowledge, understanding, and experience.
- b. Overall agreement to Standard Contract Terms.

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 Catholic Charities of Shiawassee and Genesee Counties, Catholic Social Services of Washtenaw County, City of Lansing, Great Lakes Recovery Centers, Inc., Health Management Systems, Inc., Berrien-Cass-Van Buren Workforce Development Board, Inc. (dba Kinexus), West Central Employment and Training Consortium, Northwest Michigan Council of Governments, (dba Networks Northwest), Michigan Works Region 7B Quasi-Government Agency in the total amount of \$88,522,023.85.