



STATE OF MICHIGAN ENTERPRISE PROCUREMENT

Department of Technology Management & Budget
525 W. Allegan Street, PO Box 30026, Lansing, MI 48909

Recommendation of Award

RFP 171-23000001814

The Department of Technology, Management & Budget's Procurement office has completed the evaluation of **RFP # 171-23000001814 for a SaaS IT system for MDOC's Employment Readiness program, which prepares returning citizens for reentry and employment**, and has recommended an award to Kendall Hunt Publishing Company, Inc. in the amount not to exceed \$4,719,877.75 pending State Administrative Board approval. More information on the State Administrative Board can be found at: [State Administrative Board](#). The term of this contract is five base years with five additional optional renewal years.

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:

Jarrod Barron, Solicitation Manager
Barronj1@michigan.gov
517-284-7045

Respondents/Bidders

The RFP was posted on SIGMA on 6/30/2023. The following companies submitted a response by the published due date of 8/7/2023:

Respondent/Bidder	Address City, State Zip	SDVOB*	Responsive Proposal
Kendall Hunt Publishing Company, Inc.	4050 Westmark Drive, Dubuque, IA 52002	No	Yes

*SDVOB: Service-Disabled Veteran Owned Business

Evaluation Synopsis

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it can 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.

To avoid disqualification, the Bidder must provide documentation to support the following:

Minimum Requirements	
1.	System must be a Software as a Service (SaaS) solution.
2.	System must offer classes for students.
3.	Solution must be a self-contained system that works with Google Classroom. Solution cannot require any downloads to end user Chromebooks.
4.	System must be compatible with Chrome OS.
5.	Curriculum must parallel the IC3 standard (digital literacy).

If all mandatory minimum requirements are met, the State will evaluate each proposal based on the following factors:

Evaluation Criteria Name	Evaluation Weight
Project Scope <ul style="list-style-type: none"> Schedule A – Statement of Work: Sections 1-16 and 21-24 Schedule D – Service Level Agreement Schedule E – Data Security Requirements Schedule F – Disaster Recovery Plan Schedule G – Transition In/Out Plan 	55
Solution Requirements / Specifications <ul style="list-style-type: none"> Schedule A, Table 1 – Business Specifications Worksheet 	25
Staffing <ul style="list-style-type: none"> Schedule A – Statement of Work: Sections 21-23 Attachment 1, Resume Templates 	10
Company Background <ul style="list-style-type: none"> Vendor Questions Worksheet 	10
Total Weight	100

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

II. Evaluation Method

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

Voting	Advisory
Jarrold Barron, DTMB Patrick England, MDOC Jacob Gorden, MDOC Derek Irwin, MDOC Kristin Kilpela, DTMB	Mike Bartkowiak, DTMB Marisha Curtis, DTMB David Derks, MDOC Marshall Dyke, DTMB-Contractor David Enslin, DTMB Heather Gay, MDOC Kristy Gottlieb, MDOC Gregory Hauck, MDOC Dean H. McGregor, MDOC Kristine Mills, DTMB Gary W. Moss, MDOC Tracy Parham, DTMB Justin Plevinski, MDOC Ryan Powell, MDOC Patrick Russell, DTMB Arnold VandeMark, MDOC

III. Evaluation Results

The JEC determined that proposal received was responsive and met the published requirements, including mandatory minimums. Because only one bid was received, scoring was not required per the RFP instructions.

VI. Oral Presentations & Pricing

An oral presentation was conducted, and pricing was evaluated. The following is a 10-year cost summary:

Year 1	460,475.88
Year 2	460,475.88
Year 3	460,475.88
Year 4	460,475.88
Year 5	460,475.88
	\$2,302,379.40
Year 6	483,499.67
Year 7	483,499.67
Year 8	483,499.67
Year 9	483,499.67
Year 10	483,499.67
	\$2,417,498.35
TOTAL	\$4,719,877.75

VII. Award Recommendation

The JEC recommends award be made to Kendall Hunt Publishing Company, Inc. in the amount not to exceed \$4,719,877.75 pending State Administrative Board approval.