



**STATE OF MICHIGAN
ENTERPRISE PROCUREMENT**
Department of Technology Management & Budget
320 S. Walnut Street, PO Box 30026, Lansing, MI 48909

Recommendation of Award

Request for Solution (RFS) # 171-230000002943

The Department of Technology, Management & Budget's Procurement office has completed the evaluation of the above-referenced solicitation for an **Intrusion Prevention System (IPS) hardware and software solution** and has recommended an award to **Trace3, LLC in the amount not to exceed \$1,403,193.44**, pending State Administrative Board approval. More information on the State Administrative Board can be found at: [State Administrative Board](#). The term of the contract is three base years with seven optional additional renewal years (10 total potential 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 solicitation was posted on SIGMA on 8/10/2023. The following companies submitted a response by the published due date of 5/24/2023:

Respondent/Bidder	Address City, State Zip	SDVOB*	Responsive Proposal
CenturyLink Communications, LLC	100 CenturyLink Drive, Monroe, LA 71203	No	Yes
Presidio Networked Solutions Group, LLC	625 Kenmoor Avenue, Suite 309, Grand Rapids, MI 49546	No	Yes
Trace3, LLC	7505 Irvine Center Drive, Suite 100, Irvine, CA 92618	No	Yes
World Wide Technology, LLC	1 World Wide Way, St. Louis, MO 63146	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.

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

Best Value Criteria	
1.	Price
2.	Solution Fit
3.	Staffing
4.	Implementation Timeline
5.	Service Levels
6.	Company Background / Vendor Questions Worksheet
7.	Agreement with Contract Terms
8.	Training

The full evaluation process is stated in the solicitation's 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 Alan Knox, DTMB Brenda Waier, DTMB	Nathaniel Belonga, DTMB Aaron Dupre, DTMB Stephanie Jeppesen, DTMB Kristine Mills, DTMB Rajeev Ranjan, DTMB-Contractor Jim Wilbur, DTMB

III. Evaluation Results

The JEC determined that each bidder was a Responsible Vendor and had submitted a Responsive proposal. The State obtained clarifications from the bidders, conducted oral presentations and evaluated the proposed solutions.

It was determined that the CenturyLink solution did not meet the State's requirements because:

- The solution could not migrate rules in an automated manner meeting the State's needs.
- The solution would require a relatively high staffing overhead to update items multiple times a day.

IV. Pricing

The JEC evaluated the remaining solutions' pricing. The following is the 3-year cost summary of the solutions with the projected required services:

Presidio	Trace3	WWT
\$1,534,581.90	\$1,403,193.44	\$1,685,754.83

V. 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 factors stated in Technical Evaluation Criteria and price. The JEC has determined that **Trace3, LLC** will provide the best value to the State and recommends an award **in the amount not to exceed \$1,403,193.44**, pending State Administrative Board approval for the following reasons, among others:

- The solution meets the State's requirements.
- The solution offers the lowest price.
- The solution provides the easiest transition process.
- The solution requires the least training because staff are already familiar with the technology.