

AWARD RECOMMENDATION

Notice of Intent to Award Number: [Click here to enter NIA1#.](#)

The Department of Technology, Management, & Budget 's Procurement office has completed the evaluation of LARA - Cannabis Regulatory Agency RFP, 230000003082, for a new solution for web-based Software as a Service (SaaS) application that supports the identification and tracking of cannabis in all its forms. This statewide monitoring system is for the express purposes of collecting, reviewing and analyzing all data needed to effectively manage the Michigan Cannabis Rules as applicable for the State of Michigan and has recommended an award to, Metrc in the amount of \$1,923,000, 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:

Jeremy Lyon, Solicitation Manager.

LyonJ5@michigan.gov

517-230-2858

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide a proposal. The term of this contract is 5 years, with up to 5 one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on July 12, 2022 for 45 days. The following bidders submitted proposals by the published due date of August 26, 2022.

Bidder	Address, City, State, Zip Code	SDVOB*
BioTrack	6750 North Andrews Avenue, Suite 325 Fort Lauderdale, Florida 33309	No
Metrc	4151 S. Pipkin Road, Lakeland, Florida 33811	No

OpenTHC, Inc	1752 NW Market St #955, Seattle, WA 98107	No
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*SDVOB: Service-Disabled Veteran Owned Business

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 Criteria Name	Weight
1.	Schedule A – Statement of Work	100
2.	Schedule A – Table 1 Business Specifications Worksheet	200
3.	Attachment 1 – Key Personal and Resumes	100
4.	Vendor Question Worksheet – Less Experience	60
5.	Vendor Questions Worksheet – Experience (Section 5)	70
6.	Vendor Questions Worksheet – (Section 6) Agreement to the State’s Contract – Redlining may result in reduction in points, or possibly deeming the bid non-responsive.	70
7.	Schedule A - Statement of Work – Project Management & Implementation Approach	100
	Total	700

Proposals receiving 600 or more evaluation points will have pricing evaluated and be considered for award.

II. Evaluation Method

Responses to this solicitation were reviewed by Jeremy Lyon, Solicitation Manager, in collaboration with Subject Matter Experts and Joint Evaluation Committee, *which* consisted of the following individuals:

Voting	Advisory
Shari Boyl (LARA)	Derek Brown (DTMB)
Derek Edwards (LARA)	Allyson Chirio (LARA)
Cole Thelen (LARA)	Amanda Cooley (LARA)
Jason Wymer	Sara Hernandez (LARA)
Jeremy Lyon (DTMB) – Solicitation Manager	Desmond Mitchell (LARA)
N/A	Claire Patterson (LARA)
N/A	Katy Stevenson (DTMB)
N/A	Stuart Willard (DTMB)
N/A	Dustin Hartigan (DTMB)

III. Evaluation Results

Evaluation Scores:
Bidder A - LARA – CRA RFP
Vendor Name: BioTrack Score: 638 points

BioTrack	Possible Points	Technical Score/100	Comments
Schedule A - Statement of Work	100	55	<p>IT ENVIRONMENT RESPOSIBILITIES – Bidder Box 4, Deficiency: Passwords - Contain at least 15 characters. At least one of each: Uppercase alphabet characters (A–Z); Arabic numerals (0–9); Non alphanumeric characters (for example, !\$,%). Cannot reuse the last 24 passwords.</p> <p>ADA COMPLIANCE – Bidder box 1, Deficiency: State of Michigan requires ADA compliance in order to utilize an Application system. State of Michigan follows the Title II of the Americans with Disabilities Act (ADA) of 1990. Accessibility issues identified during the SOM Web Application Review(s) must be resolved prior to production release.</p> <p>USER TYPE AND CAPACITY – Bidder Box 1, Deficiency: Bidder Has primary in Medical, little experience in Adult Use, few states and little experience does not lend itself to support a large AU industry we have in Michigan. Bidder failed to demonstrate the size of their database</p> <p>ACCESS CONTROL AND AUTHENTICATION – Bidder Box 1, Deficiency: Bidder, Access Failure affects multiple aspects of the State of Michigan NIST Requirements</p> <p>Including the Authority to Operate and Internal Controls Evaluations (ATO and ICE)</p>

		<p>SOFTWARE, Bidder box 1, Deficiency: Bidder uses barcode instead of RFID, The State system, rules, and all procedures and policies are currently built around RFID. We also feel the barcode would extremely limit our capacity to conduct investigations due to having to manually scan each barcode. Also, the State does not want any self-printing as it is an issue with inversion.</p> <p>HARDWARE, Bidder box 1, Deficiency: Bidder, does not provide any Hardware, the State is looking for 7-10 Handheld Readers.</p> <p>TRAINING SERVICES, Bidder Box 1, Deficiency: Bidder, Only does Train the trainer and does not have training plans for licensees or any other vendors.</p>
<p>Schedule A – Table 1, Business Specification Worksheet</p>	<p>200</p>	<p>185</p> <p>Requirement 6 Deficiency: Bidder, checked current capability and then in description said it requires configuration.</p> <p>Requirement 9, Deficiency: Only does Train the trainer and does not have training plans for licensees or any other vendors.</p> <p>Requirement 21, Deficiency: Does not use RFID uses barcode that would require a change in our entire process as well as a rule change.</p> <p>Requirement 28, Deficiency: Bidder, checked current capability and then in description said it requires configuration.</p> <p>Requirement 44, Deficiency: Bidder, checked current capability and then in description said it is a enhancement.</p>

Attachment 1 – Key Personal & Resumes	100	100	Section was evaluated, no deductions noted.
Vendor Question Worksheet – Less experience	60	60	Section was evaluated, no deductions noted.
Vendor Questions Worksheet – Experience (Section 5)	70	68	Deficiency: Limited Experience with the implementation and maintenance of a Recreational/Adult Use Marijuana Program
Vendor Questions Worksheet – (Section 6) Agreement to the State’s Contract – Redlining may result in reduction in points, or possibly deeming the bid non-responsive.	70	70	Section was evaluated, no deductions noted.
Schedule A - Statement of Work – Project Management & Implementation Approach	100	100	Section was evaluated, no deductions noted.
TOTAL	700	638	

Evaluation Scores:
Bidder B – Metrc LARA – CRA RFP
Vendor Name: Metrc Score: 688 points

Metrc	Possible Points	Technical Score/100	Comments
Schedule A - Statement of Work	100	97	ADA COMPLIANCE, Bidder Box 1, Deficiency: State of Michigan requires ADA compliance in order to utilize an Application system. State of Michigan follows the Title II of the Americans with Disabilities Act (ADA) of 1990. Accessibility issues identified during the SOM Web Application Review(s)

			must be resolved prior to production release.
Schedule A – Table 1, Business Specification Worksheet	200	199	Requirement 157 –Deficiency: Bidder marked as not available
Attachment 1 – Key Personal & Resumes	100	95	Deficiency - Security officer, certifications are loose in regards to networking, and hosting providers, doesn't show the higher end credentials typically seen such as CISSP or having a degree or higher-educated training for security compliance.
Vendor Question Worksheet – Less experience	60	60	Section was evaluated, no deductions noted.
Vendor Questions Worksheet – Experience (Section 5)	70	70	Section was evaluated, no deductions noted.
Vendor Questions Worksheet – (Section 6) Agreement to the State's Contract – Redlining may result in reduction in points, or possibly deeming the bid non-responsive.	70	67	Deficiency - Bidder, redlined small portion of terms.
Schedule A - Statement of Work – Project Management & Implementation Approach	100	100	Section was evaluated, no deductions noted.
TOTAL	700	688	

Bidder C - LARA – CRA RFP

Vendor Name: OpenTHC, Inc

Score: 544 points

OpenTHC, Inc.	Possible Points	Technical Score/100	Comments
Schedule A - Statement of Work	100	89	IT ENVIRONMENT RESPOSIBILITIES, Bidder Box 2 deficiency: the date of moving into production will cause the CRA to be without a contract for 3 months, and

			<p>could cause additional issues with migration and implementation</p> <p>ADA COMPLIANCE, Bidder Box 1, Deficiency: State of Michigan requires ADA compliance in order to utilize an Application system. State of Michigan follows the Title II of the Americans with Disabilities Act (ADA) of 1990. Accessibility issues identified during the SOM Web Application Review(s) must be resolved prior to production release.</p> <p>MIGRATION, Bidder Box 1, Deficiency: Bidder can you expand on your sentence in the Migration section bidder box 2, where you state "Data falling outside of the scope of this policy will be nominated for removal from the relational database. " Please explain.</p> <p>TRAINING SERVICES, Bidder Box 1, Deficiency: Bidder, Only does Train the trainer and does not have training plans for licensees or any other vendors.</p>
<p>Schedule A – Table 1, Business Specification Worksheet</p>	<p>200</p>	<p>165</p>	<p>Requirement's 22,23,24,25,26,27, Deficiency: Bidder, indicated platform will not meet the specified requirement.</p> <p>Requirement 32, Deficiency: Bidder, indicated platform will not meet the specified requirement.</p> <p>Requirement 46, Deficiency: Bidder failed to mark a box.</p> <p>Requirement's 52, 53, 54, 56, 59, and 62. Deficiency: Bidder, indicated platform will not mee the specified requirement.</p>

			Requirements 88, 95, 96, 97, 98, 99. Deficiency: Bidder, indicated platform will not meet the specified requirement. Requirements 129 & 130, Deficiency: Bidder, indicated platform will not meet the specified requirement. Requirement 143, 147-156, 158, 163, 164, and 171. Deficiency: Bidder, indicated platform will not meet the specified requirement.
Attachment 1 – Key Personal & Resumes	100	75	Deficiency - Bidder, did not provide correct information for listed Security officer.
Vendor Question Worksheet – Less experience	60	60	Section was evaluated, no deductions noted.
Vendor Questions Worksheet – Experience (Section 5)	70	10	Deficiency: Bidder failed to answer, and is deemed non-responsive.
Vendor Questions Worksheet – (Section 6) Agreement to the State’s Contract – Redlining may result in reduction in points, or possibly deeming the bid non-responsive.	70	70	Section was evaluated, no deductions noted.
Schedule A - Statement of Work – Project Management & Implementation Approach	100	75	Deficiency: Bidder failed to demonstrate a clear path of implementation and Project Management.
TOTAL	700	544	

IV. Oral Presentations/Demonstrations - Oral Presentations/Demonstrations allowed the State to confirm and adjust scoring accordingly.

V. Pricing Summary

After evaluating all RFP bidders, Biotrack and Metrc passed technical evaluation, and Pricing was evaluated for the bidders that passed the technical evaluation. The following is a summary of the price proposal.

	Deliverable	BioTrack	Metrc
1	Implementation Fee	\$300,000	\$200,000
2	Training/Hardware	N/A	\$18,000
3	AWS/SaaS Subscription	N/A	\$1,705,000
	Total Price	\$300,000*	\$1,923,000

*Did not include training/ Hardware or clear pricing for AWS hosting environment.

VI. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offered 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. Best value factors for Award Recommendation included the bidder scoring the highest on Statement of Work elements, security, answers to vendor questions worksheet, business requirements.

Award Recommendation is made to Metrc in the amount of \$1,923,000.