

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000000004

The Department of Technology, Management & Budget’s Procurement office has completed the evaluation of Third-Party Risk Assessment Service, RFP 240000000004, and has recommended an award to SecurityScorecard, Inc. in the amount of \$890,000 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:

Patrick Russell, Solicitation Manager.
 Russellp2@michigan.gov
 (517) 648-7767

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide a Third-Party Risk Assessment Tool. The term of this contract is 5 years, with up to 5, 1-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on Monday October 2, 2023 The following bidders submitted proposals by the published due date of October 27, 2023.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Trace3, LLC	7505 Irvine Center Drive Suite 100 Irvine, CA 92618	No	No
Giltr Inc.	7644 Hyde Park, NY 11040	No	No
Inspira Enterprise, Inc.	1301 Solana Blvd, Suite 2570, Westlake, Texas 76262	No	No
SecurityScorecard, Inc.	1140 Avenue of the Americas, Floor 19 New York, NY 10036	No	No
Templar Sheild, Inc.	350 10 th Ave, Suite 1000 San Diego, CA 92101	No	No
Wissda Inc.	2140 101 Hudson St. Jersey City, NJ 07302	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

Minimum Requirements	
1.	Bidder’s solution must have connectivity via API (application programming interface).
2.	Bidder must be able to have 80% coverage of SOM IT vendors.

Proposal Instructions: Evaluation Process

	Technical Criteria Name	Weight
1.	Vendor Questions Worksheet	15
2.	Schedule A – Statement of Work	35
3.	Schedule A – Table 1, Business Specification Worksheet	40
4.	Attachment 1, Resumes	10
	Total	100

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

Proposals receiving 80 or more evaluation points will have pricing evaluated and be considered for award. The full evaluation process is stated in the RFP Proposal Instructions.

II. Evaluation Method

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

Voting	Advisory
Smruti Shah, Director, Risk Compliance & Delivery Division, DTMB Cybersecurity and Infrastructure Protection	Sean Regan, Category Specialist, Central Procurement Services, IT Division DTMB
Stephanie Jeppesen, State Administrative Manager, Cybersecurity and Infrastructure Protection, DTMB	David Mir, Security Architect, DTMB
Patrick Russell, Category Analyst, Central Procurement Services, IT Division, DTMB	Dinesh Nambiar, Senior Project Manager, Enterprise Portfolio Management Office, DTMB

III. Evaluation Results

A. Trace 3, LLC

The Evaluation Team determined that Trace 3, LLC based on a score of 100, did meet the requirements of this RFP This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

Total Score: 100/100

B. Giltra Inc.

Giltra Inc has not met the requirements of being responsive and responsible due to bidder not providing a response to the Mandatory Minimum Requirements.

C. Inspira Enterprise, Inc.

The Evaluation Team determined that Inspira Enterprise, Inc based on a score of 99.75, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

The responses were largely satisfactory, but the following deficiency in the following section were noted.

Section	Sub-Section	Element	Requirement	JEC Rating	Bidder Score	Total Possible Points
Schedule A – Statement of Work	Vendor Question Worksheet	Bidder Box 5	State of Michigan Experience	Minimally Acceptable	1.00	1.25

			and Prior Experience			
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Total Score: 99.75 /100

D. SecurityScorecard Inc.

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

The responses were largely satisfactory, but the following deficiency in the following section were noted.

Section	Sub-Section	Element	Requirement	JEC Rating	Bidder Score	Total Possible Points
Schedule A – Statement of Work	Vendor Question Worksheet	Bidder Box 5	State of Michigan Experience and Prior Experience	Minimally Acceptable	1.00	1.25

Total Score: 99.75 /100

E. Templar Sheild, Inc.

Templar Sheild, Inc has not met the requirements of being responsive and responsible due to bidder not providing a response to the Mandatory Minimum Requirements.

F. Wissda, Inc.

Wissda, Inc has not met the requirements of being responsive and responsible due to bidder not providing a response to the Mandatory Minimum Requirements.

IV. Technical Evaluation Summary

Selection Criteria		Trace 3, LLC	Inspira Enterprise, Inc.	SecurityScorecard, Inc.
1	Vendor Questions Worksheet	15	14.75	14.75
2	Schedule A – Statement of Work	35	35	35
3	Schedule A – Table 1, Business Specification Worksheet	40	40	40
4	Attachment 1, Resumes	10	10	10
Total		100	99.75	99.75

V. Oral Presentations/Demonstrations

Oral Presentations/Demonstrations allowed the State to confirm RFP responses.

VI. Pricing Summary

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

Deliverable		Trace 3, LLC	Inspira Enterprise, Inc.	SecurityScorecard, Inc.
1	Implementation	\$0	\$0	\$15,000
2	Unlimited subscription 5 years	\$ 2,587,500	\$0	\$875,000
3	Projected 5 year pricing adding 300 new vendors each year	\$0	\$1,295,700	\$0
Total Price		\$2,587,500	\$1,295,700	\$890,000

VII. Negotiations

The State entered into negotiations with each of the three bidders which passed technical. SecurityScorecard offered an unlimited number of vendors at no additional cost, resulting in a 5-year unlimited license cost of \$890,000.

VIII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers the best value to the State of Michigan. SecurityScorecard provided the lowest price with the added value of unlimited users while meeting all the State's requirements.

An Award Recommendation is made to SecurityScorecard in the amount of \$890,000.