

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000000743

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFP 240000000378 and has recommended an award to Resultant in the amount of \$3,300,549.00, 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:

Sean Regan, Solicitation Manager.

regans@michigan.gov

517-243-8459

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide a flexible, scalable analytics environment for internal and external analysis and for researchers to leverage, along with the accompanying functionality to collaborate, monitor data usage, and proactively identify risk introduced through the analytics environment. 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 November 14, 2023 for 5 weeks. The following bidders submitted proposals by the published due date of December 20, 2023.

Bidder	SDVOB*	GDBE**
Accenture		
IBM		
Resultant		
Trace3		

*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 must have an existing and operating collaborative research environment with another State, Federal or local government.
2.	Bidder's Software must have R and Python programming environments with ability to install libraries/packages in addition to base R and Python.

Proposal Instructions: Evaluation Process

	Technical Criteria Name	Weight
1.	Vendor Question Worksheet	10
2.	Attachment 1 - Resumes	10
3.	Schedule A – Statement of Work	20
4.	Schedule A – Table 1 – Business Requirements	60
	Total	100

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

II. Evaluation Method

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

Voting	Advisory
Sean Regan, DTMB	Bill Pemble, DTMB
Scott Powell, DTMB	Glenn Daffern, DTMB
Kevin Doyle, DTMB	

III. Mandatory Minimum Review

The following Bidder's did not pass the mandatory minimums for this RFP.

Description	Trace3
	Comment
Bidder must have an existing and operating collaborative research environment with another State, Federal or local government.	Starburst does not list govt. clients. Trace3 & Dell do. Bidder does not meet requirement.
Bidder's Software must have R and Python programming environments with ability to install libraries/packages in addition to base R and Python.	Bidder states they would need to integrate R & Python. Bidder does not meet requirement.

IV. Evaluation Results/Technical Evaluation Summary

Vendor Question Worksheet – 10 Points

Proposal Section Details		Accenture		IBM		Resultant	
Section	Requirement	Comment	Deduction	Comment	Deduction	Comment	Deduction
	Missing Vendor question worksheet					Missing Vendor question worksheet	10

	Experience Review	Bidder lacked data analysis in projects. Bidder lacked experience with Google.	6	Bidder provided smaller implementations compared to SOM project. Scope concerns of projects.	8		
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Resumes – 10 Points

Proposal Section Details		Accenture		IBM		Resultant	
Section	Requirement	Comment	Deduction	Comment	Deduction	Comment	Deduction
	Contractor Project Manager	PM does not have any Google experience.	3	Deficiency due to allocation %. Concerns with experience being Point of Sale focused versus data analytics and lack of govt. experience.	5		
	Contractor Security Officer			Bidder submitted the same resource for multiple positions.	4		
Total Deductions			3		9		0

Schedule A - Statement of Work – 20 Points

Proposal Section Details		Accenture		IBM		Resultant	
Section	Requirement	Comment	Deduction	Comment	Deduction	Comment	Deduction

6	User Type & Capacity	The recommendation of Power BI as a dashboarding tool, separate to solution offered is concerning.	1				
14	Training Services			Offered training is minimal.	1	Offered training is minimal.	1
15	Transition Responsibilities			Deficiency due to minimal transition time is 1, 2-hour session.	1		
24	Project Management			Project plan lacks configurations during implementation.	1		
24	Project Management	Deficiency due to missing deliverables for non-MVP products/deliverables.	1				
Total Deductions			2		3		1

Schedule A – Table 1 – Business Requirements

Proposal Section Details		Accenture		IBM		Resultant	
Section	Requirement	Comment	Deduction	Comment	Deduction	Comment	Deduction
		The solution is a design & build. Requirements are described as “current capability”	10	Deficiency on number of configurations for an out of the box solution.	3		

		but this is conflicting with proposed design & build strategy of solution.					
Critical Solution Requirements							
4		Cloud datalab has been deprecated (and offline).	1				
6		Concern with not using VDI's and access to stop using internet while in solution. Not listed as a capability in MVP plan.	1				
Cloud Based Infrastructure Requirements							
2		Concerns that the secrets manager is not in the MVP, but	1				

		bid states they are delivering MVP. Not listed as a capability in MVP plan.					
6				Concern with the need for manual shutdown.	1		
Record Linkage Requirements							
1		Not listed as a capability in MVP plan.	1				
12		Not listed as a capability in MVP plan.	1				
Data Set Requirements							
3						Did not respond to question.	1
General Solution Requirements							
2		Bidder is not providing VDI's.	1				
		Not listed as a capability in MVP plan.	1				

5		Concern with job scheduler. The SOM wants a defined date that this action is taken. Concern with the cloud function that sub triggers the scheduler jobs.				
Total Deductions			1	18	4	1

Selection Criteria		Accenture	IBM	Resultant
1	Vendor Question Worksheet	4	2	0
2	Attachment 1 - Resumes	7	1	10
3	Schedule A – Statement of Work	18	15	19
4	Schedule A – Table 1 – Business Requirements	42	56	59
	Total	71	74	88

V. Pricing Summary

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

Deliverable		Resultant
1	Implementation	\$667,540.00
2	Licensing	\$1,575,000.00
3	Support Services	\$1,058,009.00
Total Price		\$3,300,549.00

VI. Negotiations

Resultant reduced their first-year pricing by \$285,000.00.

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.

Resultant provided the best value to the State. Best value factors for Award Recommendation include, but are not limited to the following factors:

- The project manager is highly experienced in data analytics as a manager and director. They led previous implementations with other State governments.
- The Solution is cloud agnostic and can be operated on any SOM environment, without any technical lapse.
- The Solution offers individualized VDI's.
- The Solution offers additional coding environments like RStudio & Spyder.
- The Solution offers an automated shutdown to manage cloud costs.
- The security hashing can be distributed to the data owners. This allows agencies to be secure in the submission of their data.
- The Solution offers the creation of a unique universal identifier for record linkage.
- The Solution has been implemented in other State governments.

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 Resultant in the amount of \$3,300,549.00.