

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000000368

Notice of Intent to Award Date: 5/29/2024

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFS 240000000721-Supply Chain Technology and has recommended an award to FreightVerify Inc. in the amount of \$7,500,000.00, 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

Public copies of all bidder proposals can be found here: [DTMB - Bid Proposals \(michigan.gov\)](#)

Background Information:

This Request for Solution (RFS) was to solicit responses for selection of a multi-faceted solution that provides real-time visibility platforms for complex supply chains with the ability to track, monitor, report, and aggregate logistics data among delivery and logistics entities. The term of this contract is 2 years, with up to 8 renewal options.

Bidders:

The RFP was posted on SIGMA VSS on December 20, 2023. The following bidders submitted proposals by the published due date of January 10, 2024.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
FreightVerify Inc.	317 South Main Street, St. 400, Ann Arbor, MI 48104		

*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: Evaluation Process

	Technical Criteria Name	Weight
1.	Vendor Question Worksheet	10
2.	Attachment 1, Resumes	10
3.	Schedule A – Statement of Work	15
4.	Schedule A – Table 1 – Business Specifications	25
5.	Schedule A – Attachment 2 - Bidder’s Proposed Solution	40
	Total	100

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

II. Evaluation Method

Responses to this solicitation were reviewed by subject matter experts.

III. Evaluation Results

A. FreightVerify Inc.

The Evaluation Team determined that FreightVerify 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.

IV. Technical Evaluation Summary

	Technical Criteria Name	FreightVerify Score
1.	Vendor Question Worksheet	10
2.	Attachment 1, Resumes	10
3.	Schedule A – Statement of Work	15
4.	Schedule A – Table 1 – Business Specifications	25

5.	Schedule A – Attachment 2 - Bidder’s Proposed Solution	40
	Total	100

V. Pricing Summary

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

Deliverable		FreightVerify Inc.
1	Provision Platform and Configure Software for Phase I Roll Out	\$1,875,000.00
2	Configure new integrations and reports on platform for Phase II rollout	\$1,875,000.00
3	Maintenance and Support	\$3,750,000.00
	Total Price	\$7,500,000.00

VI. 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.

FreightVerify Inc. provided the best value to the State. Best value factors for Award Recommendation include but are not limited to having a ready-made solution for quick implementation, vast experience with other entities, and agreed to the State of Michigan’s terms and conditions.

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 FreightVerify Inc. in the amount of \$7,500,000.00.