

# AWARD RECOMMENDATION

**Notice of Intent to Award Number:** 240000000966

The Department of Technology, Management & Budget’s Procurement office has completed the evaluation of RFP 240000001592, Transportation for Foster Youth to School and has recommended an award to HopSkipDrive, Inc. in the amount of \$3,000,000.00, 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:

Melissa Beck, Solicitation Manager.

BeckM3@michigan.gov

517-897-1502

**Background Information:**

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide safe and reliable transportation to open abuse/neglect foster care cases in K-12 children and youth in foster care to remain in their school of origin in the counties of Wayne, Oakland, and Macomb. The term of this contract is three years, with up to two one-year option years renewal options.

**Bidders:**

The RFP was posted on SIGMA VSS on Friday March 8, 2024, for 40 days. The following bidders submitted proposals by the published due date of April 17, 2024.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
HopSkipDrive	360 E 2 <sup>nd</sup> St, Suite 325, Lost Angeles, CA 90012	No	No
River North Transit	114 5 <sup>TH</sup> Avenue, 17 <sup>th</sup> Floor, New York, NY 10011	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: Evaluation Process

	Technical Evaluation Criteria	Weight
1.	Schedule A, Statement of Work, Sections 1 – 1.1.0	25
2.	Schedule A, Statement of Work, Sections 2 - 5	25
3.	Schedule A, State of Work, Sections 6 - 10	25
4.	Vendor Questions Worksheet	25
	<b>Total</b>	100

Proposals receiving 80 or more technical evaluation points will have pricing evaluated and considered for award.

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
Ann Rossi, Education and YAVFC Analyst, DHHS	Nicole Haring, Contract Analyst, DHHS
Melissa Beck, Solicitation Manager, Services, DTMB	Rick Manning, Section Manager Children’s Services, DTMB
Sarah Goad, Manager, Older Youth and Education Program Office, DHHS	Pete Eckman, Acting Technical Owner CCWIS/Enterprise Solutions Architect, DTMB

## III. Evaluation Results

### A. HopSkipDrive

The Evaluation Team determined that HopSkipDrive based on a score of 97.5, did meet the requirements of this RFP This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

#### 1. Schedule A, Statement of Work, Section 1 – 1.1.0

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted (24.75/25).

- a. Section 1.1. 1.f. General Requirements, Bidders requirement for car age did not meet the State requirement.

2. Schedule A, Statement of Work, Section 2 - 5  
The Evaluation Team determined that overall, the responses were satisfactory. (25/25).
3. Schedule A, Statement of Work, Section 6 – 10.  
The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted: (22.75/25).
  - a. Section 9 Liquidated Damages, Bidder took exception to requirement.
  - b. Section 10 Service Level Agreement, Bidder did not agree to provided credits for a scheduled and confirmed transport that was cancelled or no-show with a replacement driver and to 95% on time pick up.
4. Vendor Questions Worksheet  
The Evaluation Team determined that overall, the responses were satisfactory. (25/25).

**Total Score:97.5/100**

## **B. River North Transit**

The Evaluation Team determined that River North Transit based on a score of 97.25, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. Schedule A, Statement of work, Section 1 – 1.1.0  
The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted (22.5/25).
  - a. Section 1.1.1.f.-i., k, l, General Requirements, Bidder did not address the points.
  - b. Section 1. Requirement 2. b. Procedure, c. Bidder did not fully answer safety or prohibited behaviors.
  - c. Section 1.1., General Requirements, 4.a., Bidder did not address guaranteed rides within 24 hours for next day or bookings a week in advance.
2. Schedule A, Statement of work, Section2 - 5  
The Evaluation Team determined that overall, the responses were satisfactory. (25/25).
3. Schedule A, Statement of work, Section 6 - 10  
The Evaluation Team determined that overall, the responses were mostly satisfactory, (24.75/25) but the following deficiencies were noted:
  - a. Section 9, Liquidated Damages, Bidder took exception to requirement.
4. Vendor Questions Worksheet

The Evaluation Team determined that overall, the responses were satisfactory. (25/25).

**Total Score: 97.25/100**

#### IV. Technical Evaluation Summary

Selection Criteria		A. HopSkipDrive	B. River North Transit
1	Product Quality – Schedule A, State of Work, Sections 1 - 4	24.75	22.5
2	Service Capabilities – Schedule A, Statement of Work, Sections 2 - 5	25	25
3	Delivery Capabilities – Schedule A, Statement of Work, Section 6 - 10	22.75	24.75
4	Vendor Questions Worksheet	25	25
<b>Total</b>		<b>97.5</b>	<b>97.25</b>

#### V. Oral Presentations/Demonstrations

Demonstrations of the application were presented to the team by HopSkipDrive on Monday May 20, 2024, and by River North Transit on Thursday May 23, 2024.

#### VI. Pricing Summary

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

Deliverable	1 <sup>st</sup> round pricing	1 <sup>st</sup> round pricing
	A. HopSkipDrive	B. River North Transit
Base Fare	\$39.00	\$85.00
Per Mile Fee	\$2.50	\$2.90
Minimum Trip Fee	\$50.00	NA
Wait Time Fees	\$10.00	\$10.00
No show or Late Cancel	Full price of trip	Full Price of trip

Deliverable	1 <sup>st</sup> round pricing	1 <sup>st</sup> round pricing
	A. HopSkipDrive	B. River North Transit
Primary Care Driver Plus (PCD+)	\$11.00 per trip	NA

## VII. Negotiations

### Second/Third Round Pricing\*

Deliverable	2 <sup>nd</sup> round pricing	2 <sup>nd</sup> round pricing	3 <sup>rd</sup> round pricing	3 <sup>rd</sup> round pricing
	A. HopSkipDrive	B. River North Transit	A. HopSkipDrive	B. River North Transit
Base Fare	\$39.00	\$53.00	\$35.00	\$51.40
Per Mile Fee	\$2.50	\$2.90	\$2.50	\$2.80
Minimum Trip Fee	\$50.00	NA	\$45.00	NA
Wait Time Fees	\$10.00	\$10.00	\$10.00	\$9.70
No show or Late Cancel	Full price of trip	Full price of trip	Full price of trip	Full price of trip
Primary Care Driver Plus (PCD+)	\$11.00	NA	\$11.00	NA

\*HopSkipDrive, 2<sup>nd</sup> and 3<sup>rd</sup> round pricing added a Volume Rebate Program:

0-75 rides per day = 5%

76-125 rides per day = 10%

126-250 riders per day = 15%

251+ rides per day = 20%

## VIII. 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.

HopSkipDrive, Inc. provided the best value to the State. Best value factors for Award Recommendation include: the RidelQ application all-in-one hub, positive reference recommendations from users and favorable pricing.

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 HopSkipDrive Inc. in the amount of \$3,000,000.