

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000001126

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of Request for Proposal No. 240000002058 for Clear Labs Automated Liquid Handler and Next Generation Sequencing Platform and has recommended an award to Clear Labs, Inc. in the amount of \$559,394.00, 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:

Alannah Doak, Solicitation Manager
 Doaka@michigan.gov
 517-230-9424

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Clear Labs Automated Liquid Handler and Next Generation Sequencing Platform for whole genome sequencing of SARS-CoV-2 and bacterial isolates, maintenance services, and support for the Michigan Department of Health and Human Services (MDHHS). The term of this contract is five years, with up to five, one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on Friday, June 14, 2024. The following bidders submitted proposals by the published due date of Friday, July 5, 2024.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Clear Labs, Inc.	1559 Industrial Road, San Carlos, CA 94070	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

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

	Technical Evaluation Criteria	Weight
1.	Schedule A, Statement of Work, Section 1	35
2.	Schedule A, Statement of Work, Sections 2-5	20
3.	Schedule A, Statement of Work, Section 6-9	15
4.	Vendor Questions Worksheet	30
	Total	100

II. Evaluation Method

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

Voting	Advisory
Alannah Doak, Solicitation Manager DTMB - Central Procurement Services	Heather Blankenship, Genomics Section Manager MDHHS BOL - Infectious Disease
Becky Kramer, Genomic Sequencing Unit Manager MDHHS BOL - Infectious Disease	Jenny Campbell, Accounting Technician MDHHS BOL - Infectious Disease
Marty Soehnlén, Director of Infectious Disease MDHHS BOL - Infectious Disease	Wanda Rademacher, MDHHS-Buyer MDHHS-Bureau of Grants & Purchasing, Purchasing

III. Evaluation Results

A. Clear Labs, Inc.

The Evaluation Team determined that Clear Labs, Inc. based on a score of 92, 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

Score: 32/35

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 1.5. Quality Assurance Program - Bidder did not fully describe their Quality Assurance Program.

2. Schedule A, Statement of Work, Sections 2-5

Score: 20/20

The Evaluation Team determined that overall, the responses were satisfactory. No deficiencies were noted.

3. Schedule A, Statement of Work, Section 6-9

Score: 10/15

The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Section 9. Service Level Agreement (SLA) - Bidder noted exception. Bidder stated possible difficulties in meeting this requirement.

4. Vendor Questions Worksheet

Score: 30/30

The Evaluation Team determined that overall, the responses were satisfactory. No deficiencies were noted.

Total Score:92/100

IV. Technical Evaluation Summary

Selection Criteria		Clear Labs, Inc.
1	Schedule A, Statement of Work, Section 1	
2	Schedule A, Statement of Work, Sections 2-5	
3	Schedule A, Statement of Work, Section 6-9	
4	Vendor Questions Worksheet	
	Total	

V. Pricing Summary

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

Price Table 1 - Core Items		Clear Labs, Inc.
1	Clear Dx System LR-SR	\$344,950.00
2	Clear Dx System Service Plan - 5 year	\$149,940.00
3	Clear Dx System and Installation Training	\$13,000.00
4	Clear Labs IQ/OQ/PQ Services - Microbial Surveillance v2.0	\$10,250.00
5	Clear Labs IQ/OQ/PQ Services - SARS-CoV-2	\$10,250.00
6	Shipping	\$6,000.00

Price Table 1 - Core Items		Clear Labs, Inc.
7	Clear Dx Packaging	\$1,800.00
8	Clear Dx System LR-SR Starter Pack	\$15,376.00
9	Clear Dx WGS SARS-CoV-2 Reagent v3.0 & Automation Bundle	\$3,688.00
10	Clear Dx Microbial Surveillance WGS Reagent v2.0 & Automation Bundle	\$2,000.00
11	Clear Dx FlexPro Wastewater (SARS-CoV-2) WGS Reagent & Automation Bundle	\$2,140.00
Total Price		\$559,394.00

Price Table 2 - Non-Core Items		Clear Labs, Inc.
1	Consumables	\$ N/A
2	Maintenance	\$ N/A
3	Equipment/Instruments	\$ N/A
Total Price		\$ N/A

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.

Clear Labs, Inc. provided the best value to the State. 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 Clear Labs, Inc. in the amount of \$559,394.00.