

AWARD RECOMMENDATION

Notice of Intent to Award Number: 230000000024

The Department of Technology, Management & Budget's Procurement office has completed the evaluation of **RFP #220000002568** IT Research and Advisory Services Prequalification Program and has recommended an award to the following Bidders pending State Administrative Board approval:

Awarded Bidders	
1	Gartner, Inc.
2	Info-Tech Research Group Inc.
3	International Consulting Acquisition Corp. d/b/a ISG Public Sector

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:

Shannon Romein, Solicitation Manager
 RomeinS@michigan.gov
 517-898-8102

Background Information:

This Request for Proposal (RFP) was to solicit responses for the prequalification of Contractors to provide IT Research and Advisory (IT-RAS) Services. The term of this contract is **5 years**, with up to **2 1-year renewal options**.

Bidders:

The RFP was posted on SIGMA VSS on June 21st, 2022. The following three bidders submitted proposals through SIGMA VSS by the published due date of July 21st, 2022.

Bidder	City, State	SDVOB*
Gartner, Inc.	Stamford, CT	No
Info-Tech Research Group Inc.	London, Ontario Canada	No
International Consulting Acquisition Corp. d/b/a ISG Public Sector	Stamford, CT	No

*SDVOB: Service-Disabled Veteran Owned Business

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 - Requirements	35
2.	Schedule A, Statement of Work, Sections 4 - Staffing	25
3.	Service Level Agreements, Section 9 and Schedule D	15
4.	Vendor Questions Worksheet	25
	Total	100

Proposals receiving **80** or more technical evaluation points will be consider for an award.

II. Evaluation Method

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

Voting	Advisory
Mary McGinnis (DTMB CTO)	Kyle Stolicker (DTMB FS)
Donna Davis (DTMB MCS)	Jordan Sherlock (DTMB FS)
Shannon Romein (DTMB CPS)	

III. Evaluation Results

Evaluation results are provided on the pages that follow.

1. Gartner, Inc.

The Evaluation Team determined that **Gartner, Inc.**, based on a score of **96**, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

Technical Evaluation Criteria	Weight	Evaluation Score
1. Schedule A, Statement of Work, Section 1	35	35
2. Schedule A, Statement of Work, Section 4	25	22
3. Service Level Agreements, Section 9 and Schedule D	15	15
4. Vendor Questions Worksheet	25	24
TOTAL	100	96

1. Schedule A, Statement of Work, Section 1

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

2. Schedule A, Statement of Work, Section 4

The Evaluation Team identified the following **deficiencies**:

- Bidder cannot commit to Key Personnel (*Schedule A- Statement of Work, Section 4.7 Key Personnel*) (-3)

3. Service Level Agreements, Section 9 and Schedule D

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

4. Vendor Questions Worksheet

The Evaluation Team identified the following **deficiencies**:

- Bidder indicated they were a Clean Corporate Citizen but are not on the list of Clean Corporate Citizens published by EGLE (*Vendor Questions Worksheet, Section 10. Other*) (-1)

Total Score: 96/100

2. Info-Tech Research Group Inc.

The Evaluation Team determined that **Info-Tech Research Group Inc.**, 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.

Technical Evaluation Criteria	Weight	Evaluation Score
1. Schedule A, Statement of Work, Section 1	35	33.5
2. Schedule A, Statement of Work, Section 4	25	25
3. Service Level Agreements, Section 9 and Schedule D	15	15
4. Vendor Questions Worksheet	25	24
TOTAL	100	97.5

1. Schedule A, Statement of Work, Section 1

The Evaluation Team identified the following deficiencies:

- Bidder did not provide information on onboarding for new users (*Schedule A-Statement of Work, Section 1.2 Training*) (-1)
- Bidder did not demonstrate how the Suite methodology will be met (*Schedule A-Statement of Work, Section 1.9 Products and Services*) (-.5)

2. Schedule A, Statement of Work, Section 4

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

3. Service Level Agreements, Section 9 and Schedule D

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

4. Vendor Questions Worksheet

The Evaluation Team identified the following **deficiencies**:

- Bidder indicated they were a Clean Corporate Citizen but are not on the list of Clean Corporate Citizens published by EGLE (*Vendor Questions Worksheet, Section 10. Other*) (-1)

Total Score: 97.5/100

3. International Consulting Acquisition Corp. d/b/a ISG Public Sector

The Evaluation Team determined that **International Consulting Acquisition Corp. d/b/a ISG Public Sector.**, based on a score of **98**, did meet the requirements of this RFP This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

Technical Evaluation Criteria	Weight	Evaluation Score
1. Schedule A, Statement of Work, Section 1	35	34
2. Schedule A, Statement of Work, Section 4	25	25
3. Service Level Agreements, Section 9 and Schedule D	15	15
4. Vendor Questions Worksheet	25	24
TOTAL	100	98.5

1. Schedule A, Statement of Work, Section 1

The Evaluation Team identified the following deficiencies:

- Bidder cannot maintain required Recovery Time Objective (RTO) of 24 hours and indicated RTO is 2-3 days (*Schedule A- Statement of Work, Section 1.8 Hosting*) (-1)

2. Schedule A, Statement of Work, Section 4

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

3. Service Level Agreements, Section 9 and Schedule D

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

4. Vendor Questions Worksheet

The Evaluation Team identified the following **deficiencies**:

- Bidder indicated they were a Clean Corporate Citizen but are not on the list of Clean Corporate Citizens published by EGLE (*Vendor Questions Worksheet, Section 10. Other*) (-1)

Total Score: 98/100

IV. Technical Evaluation Summary

Vendors	Score	Schedule A, Statement of Work, Section 1 – 35 Points	Schedule A, Statement of Work, Section 4 – 25 Points	Service Level Agreements, Section 9 and Schedule D – 15 Points	Vendor Questions Worksheet – 25 Points
1 - Gartner, Inc.	96	35	22	15	24
2 - Info-Tech Research Group Inc.	97.5	33.5	25	15	24
3 - International Consulting Acquisition Corp. d/b/a ISG Public Sector	98	34	25	15	24

V. Pricing Summary

Pricing was not evaluated during this Tier 1 RFP. It will be a factor in the Tier 2 competitive solicitation process.

VI. Award Recommendation

The State intends to award Contracts to the responsive and responsible bidders who offered the best value to the State, as determined by the State. Best value was determined by the bidders meeting the minimum point threshold and offering the best combination of the factors stated in Section 7, Evaluation Process as demonstrated by the proposal.

Awarded Bidders
1) Gartner, Inc.
2) Info-Tech Research Group Inc.
3) International Consulting Acquisition Corp. d/b/a ISG Public Sector