

AWARD RECOMMENDATION

Notice of Intent to Award Number: 230000000727

The Department of Technology, Management, & Budget’s Central Procurement office has completed the evaluation of RFP 220000003203 Passenger Transportation Information Management System (PTIMS) and has recommended an award to AskReply, Inc. dba Panther International in the amount of \$1,429,550.00, 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:

Christopher Martin, Solicitation Manager.

martinc20@michigan.gov

517-643-2833

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide the Passenger Transportation Information Management System. The term of this contract is five (5), with up to five (5), one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on 9/22/2022 and was posted for 57 days. The following bidders submitted proposals by the published due date of 11/18/2022.

Bidder	Address, City, State, Zip Code	SDVOB*
AskReply, Inc. dba Panther International	2841 Executive Drive, 2 nd FL. St. Petersburg, FL 33762	No
Kevadiya Incorporated	100 N Saginaw Street Pontiac, MI 48342	No
TransTrack Systems, Inc.	5265 Rockwell Dr. NE Cedar Rapids, IA 52402	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 State evaluated each proposal based on the following factors:

	Technical Criteria Name	Weight
1.	Schedule A, Statement of Work, Bidder Box responses.	25
2.	Schedule A, Attachment 1 – Business Requirements	40
3.	Project Plan, Test Plan, Work Breakdown Structure, Disaster Recovery Plan, Training Materials	25
4.	Vendor Questions Worksheet, including Resume Templates	10
	Total	100

Proposals that received 80 or more evaluation points had pricing evaluated and were considered for award.

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

II. Evaluation Method

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

Voting	Advisory
Christopher Martin, Solicitation Manager DTMB Central Procurement Services	Mike Kapp, Administrator MDOT/Office of Economic Development
Kevin Hohf, Departmental Manager MDOT/Office of Passenger Transportation	Jean Ruestman, Senior Policy Executive MDOT/Office of Passenger Transportation
Andy Brush, Departmental Manager MDOT/Office of Passenger Transportation	Sandra Lovell, Departmental Manager MDOT/Office of Passenger Transportation
Jordan Wirth, IT Manager DTMB Agency Services	Vidhya Punniyamoorthy, Business Analyst DTMB Agency Services
Dave Work, State Administrative Manager DTMB Agency Services	Sreevally Kotari, Enterprise Architect DTMB Agency Services
	Mark Zehner, Cyber Liaison DTMB/Michigan Cyber Security

Voting	Advisory
	Jenna Long, Project Manager DTMB/Enterprise Project Management Office
	Jeff LaBean, State Administrative Manager DTMB Agency Services
	Shannon Steele, Automation Manager MDOT/Office of Information Management
	Francisco Barajas, IT Project Manager DTMB/Enterprise Project Management Office
	Scott Habetler, Technical Lead DTMB Agency Services

III. Evaluation Results

A. AskReply, Inc. dba Panther International

The Evaluation Team determined that Panther International based on a score of 94.29, 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, Bidder Box responses
The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were noted.
2. Schedule A, Attachment 1 – Business Requirements
The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. The bidder effectively demonstrated the ability perform tasks more efficiently and significantly reduced their number of customizations to current capabilities or needs configuration. -3.71 points deducted for required customizations.
3. Project Plan, Test Plan, Work Breakdown Structure, Disaster Recovery Plan, Training Materials
The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were noted.
4. Vendor Questions Worksheet, including Resume Templates
The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiency was noted:
 - a. Resumes – The Security Officer lacked the appropriate security education, certifications, or training. – 2-point deduction.

Total Score: 94.29/100

B. Kevadiya, Inc.

The Evaluation Team determined that Kevadiya, Inc. based on a score of 73.23, did not 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, Bidder Box responses
The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were noted.
2. Schedule A, Attachment 1 – Business Requirements
The Evaluation Team determined that overall, the responses were not satisfactory, the following deficiencies were noted:
 - a. Bidder would require customization to meet nearly 40 percent (266) of the business requirements.
 - b. Bidder indicated that over ten percent (78) of the business requirements would be available as a future enhancement, many that the State would have needed immediately. Total deductions of 14.77 points.
3. Project Plan, Test Plan, Work Breakdown Structure, Disaster Recovery Plan, Training Materials
The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiency was noted:
 - a. Bidder proposed “Modernizing” of existing PTMS System. The State was not seeking a refresh, but a complete solution to replace the existing 30-year-old system. As such, the proposed system does not exist. – 5-point deduction.
4. Vendor Questions Worksheet, including Resume Templates
The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. Resumes – The Security Officer lacked the appropriate security education, certifications, or training. – 2-point deduction.
 - b. Examples of projects for Experience were not relevant or similar in size or scope. Dispatching is not part of the requirements of this RFP. – 5-point deduction

Total Score: 73.23/100

C. TransTrack Systems, Inc.

The Evaluation Team determined that TransTrack Systems, Inc based on a score of 84.99, 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, Bidder Box responses
The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were noted.
2. Schedule A, Attachment 1 – Business Requirements

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

- a. Bidder would require customization to meet over 70 percent (504) of the business requirements. - 15.01-point deduction.
- 3. Project Plan, Test Plan, Work Breakdown Structure, Disaster Recovery Plan, Training Materials
 The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were noted.
- 4. Vendor Questions Worksheet, including Resume Templates
 The Evaluation Team determined that overall, the responses were satisfactory, no deficiencies were noted.

Total Score: 84.99/100

IV. Technical Evaluation Summary

Selection Criteria		Panther International	Kevadya	TransTrack Systems
1	Schedule A, Statement of Work, Bidder Box responses.	25	25	25
2	Schedule A, Attachment 1 – Business Requirements	36.29	25.23	24.99
3	Project Plan, Test Plan, Work Breakdown Structure, Disaster Recovery Plan, Training Materials	25	20	25
4	Vendor Questions Worksheet, including Resume Templates	8	3	10
Total		94.29	73.23	84.99

V. Pricing Summary

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

Deliverable		Panther International	TransTrack Systems
1	Subscription (License, Hosting, and Maintenance) 5-Year Base	\$890,000.00	\$2,020,456.00
2	Implementation Fees	Waived	\$166,162.00
3	Customizations	\$281,300.00	\$4,019,609.00
4	Optional Modules	\$258,250.00	N/A

Deliverable	Panther International	TransTrack Systems
	Total Price	\$1,429,550.00
		\$6,206,227.00

VI. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offered the lowest price to the State of Michigan. Low price is determined by the Bidder who meets the requirements and offers the lowest overall price as demonstrated by its proposal.

Award Recommendation is made to AskReply, Inc. dba Panther International in the amount of \$1,429,550.00.