



STATE OF MICHIGAN ENTERPRISE PROCUREMENT

Department of Technology Management & Budget
525 W. Allegan Street, PO Box 30026, Lansing, MI 48909

Recommendation of Award

RFP 171-22000000379

The Department of Technology, Management & Budget's Procurement office has completed the evaluation of **RFP # 171-22000000379 for DTMB Vulnerability Assessment Services** and has recommended an award to Cyber Defense Technologies, LLC in the amount of \$2,500,000.00 pending State Administrative Board approval. More information on the State Administrative Board can be found at: [State Administrative Board](#). The term of this contract is five base years with five additional optional renewal years.

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:

Jarrod Barron, Solicitation Manager
Barronj1@michigan.gov
517-284-7045

Respondents/Bidders

The RFP was posted on SIGMA on 1/21/2022. The following companies submitted a response by the published due date of 2/17/2022:

Respondent/Bidder	Address City, State Zip	SDVOB*	Responsive Proposal
AT&T Corp.	One AT&T Way, Bedminster, NJ 07921	No	No
ATEAM Solution Services, LLC	15800 Pines Boulevard, Suite 300, Pembroke Pines, FL 33027	Yes	No
Colt Cyber Security Consultants	3166 Buckhaven Dr Se, ADA, MI 49301	Yes	No
Cyber Defense Technologies LLC	22375 Broderick Dr, Suite 115, Dulles VA 20166	Yes	Yes
Deloitte & Touche LLP	30 Rockefeller Plaza, New York, NY 10112	No	Yes
Global Solutions Group, Inc	25900 Greenfield Road, Suite 220, Oak Park, MI 48237	No	Yes
Peraton State & Local Inc.	14295 Park Meadow Drive, Plaza East 1, Chantilly, VA 20151	No	Yes
Presidio Holdings Inc	6355 East Paris SE, Caledonia, MI 49316	No	No
Securance LLC	13904 Monroes Business Park, Tampa, FL 33635	No	Yes
Soteria LLC	4401 Leeds Ave Ste 240, North Charleston, South Carolina, 29405	No	Yes
Stealth-ISS Group Inc	1101 E Cumberland Ave. #201H-299, Tampa, Florida 33602	Yes	No
Trace3, LLC	7565 Irvine Center Dr. Suite 200, Irvine, CA 92618	No	Yes
Vtech Solution Inc	1100 H ST NW, Ste 750, Washington, DC 20005	No	Yes

*SDVOB: Service-Disabled Veteran Owned Business

Evaluation Synopsis

I. Evaluation Process

A Responsible Vendor is a vendor that demonstrates it can 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.

To avoid disqualification, the Bidder must provide documentation to support the following:

Minimum Requirements	
1.0	The Contractor must provide a full range of IT Security and Physical Security Vulnerability Assessment Services (VAS) that includes:
1.01	Defining security testing requirements with State agencies.
1.02	Providing cost estimates and proposed test schedules.
1.03	Conducting security inspections, scans, penetration testing.
1.04	Result reporting with remediation/mitigation suggestions.
1.05	Validation testing after remediation/mitigation actions.
1.06	Metric reporting of an on-going security stature.
1.07	Must follow State DTMB technology standards and policies for all work being done under this contract.
1.08	Must present certification evidencing satisfactory Michigan State Police Background checks (ICHAT) and drug tests for all staff identified for assignment to the project prior to work commencing.
1.09	Contractor personnel must complete and submit an RI-8 Fingerprint Card for the National Crime Information Center (NCIC).
1.10	Contractor must pay for all costs associated with ensuring their staff meets all additional security and background check requirements.

If all mandatory minimum requirements are met, the State will evaluate each proposal based on the following factors:

Evaluation Criteria Name	Evaluation Weight
Project Scope	30
<ul style="list-style-type: none"> Schedule A – Statement of Work: Sections 1-6 and 11-14 Schedule D – Data Security Requirements Schedule E – Transition In/Out Plan 	
Solution Requirements / Specifications	
<ul style="list-style-type: none"> Schedule A, Table 1 – Business Specification Worksheet 	40
Staffing	15
<ul style="list-style-type: none"> Schedule A – Statement of Work: Sections 7-10 Attachment 1, Resume Templates 	
Company Background	15
<ul style="list-style-type: none"> Vendor Questions Worksheet 	
Total Weight	100

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
Jarrold Barron, DTMB Mark Lawrence, DTMB Richard Reasner, DTMB	Mike Bartkowiak, DTMB Jayson Cavendish, DTMB Stephanie Jeppesen, DTMB Rajeev Ranjan, DTMB-Contractor

III. Evaluation Results

The JEC determined that eight of the thirteen bidders' proposals met the mandatory minimum requirements.

#	Business Specification	AT&T	ATEAM	Colt CSC	Cyber Defense	Deloitte	Global Solutions	Peraton	Presidio	Securance	Soteria	Stealth-ISS	Trace3	Vtech
1	The Contractor must provide a full range of IT Security and Physical Security Vulnerability Assessment Services (VAS) that includes:													
1.01	Defining security testing requirements with State agencies.	Pass	Fail. Nonresponsive.	Pass	Pass	Pass	Pass	Pass	Fail. No details.	Pass	Pass	Fail. Nonresponsive.	Pass	Pass
1.02	Providing cost estimates and proposed test schedules.	Pass	Fail. Nonresponsive.	Fail. Nonresponsive.	Pass	Pass	Pass	Pass	Fail. No details.	Pass	Pass	Pass	Pass	Pass
1.03	Conducting security inspections, scans, penetration testing.	Pass	Fail. Nonresponsive.	Pass	Pass	Pass	Pass	Pass	Fail. No details.	Pass	Pass	Pass	Pass	Pass
1.04	Result reporting with remediation/mitigation suggestions.	Pass	Fail. Nonresponsive.	Pass	Pass	Pass	Pass	Pass	Fail. No details.	Pass	Pass	Pass	Pass	Pass
1.05	Validation testing after remediation/mitigation actions.	Pass	Fail. Nonresponsive.	Pass	Pass	Pass	Pass	Pass	Fail. No details.	Pass	Pass	Pass	Pass	Pass
1.06	Metric reporting of an on-going security stature.	Pass	Fail. Nonresponsive.	Pass	Pass	Pass	Pass	Pass	Fail. No details.	Pass	Pass	Pass	Pass	Pass
1.07	Must follow State DTMB technology standards and policies for all work being done under this contract.	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
1.08	Must present certification evidencing satisfactory Michigan State Police Background checks (ICHAT) and drug tests for all staff identified for assignment to the project prior to work commencing.	Failed to agree to requirement.	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
1.09	Contractor personnel must complete and submit an RI-8 Fingerprint Card for the National Crime Information Center (NCIC).	Failed to agree to requirement.	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
1.10	Contractor must pay for all costs associated with ensuring their staff meets all additional security and background check requirements.	Failed to agree to requirement.	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
	RESULT	FAIL	FAIL	FAIL	PASS	PASS	PASS	PASS	FAIL	PASS	PASS	FAIL	PASS	PASS

The JEC then determined that six of the eight proposals met the minimum 80 technical evaluation point threshold. The JEC derived the technical scores below from the bidders' written proposals:

DEDUCTIONS SUMMARY

Criteria	Cyber Defense	Deloitte	Global Solutions	Peraton	Securance	Soteria	Trace3	Vtech
Project Scope • Schedule A – Statement of Work: Sections 1-6 and 11-14 • Schedule D – Data Security Requirements • Schedule E – Transition In/Out Plan	0	-3	-1	0	0	0	-1	0
Solution Requirements / Specifications • Schedule A, Table 1 – Business Specification Worksheet	-4	0	-1	0	-1	-8	-10	-6
Staffing • Schedule A – Statement of Work: Sections 7-10 • Attachment 1, Resume Templates	-1	-2	-3	0	-13	-3	-15	-9
Company Background • Vendor Questions Worksheet	0	0	0	0	-3	0	-7	-6
Total Technical Evaluation Deductions	-5	-5	-5	0	-17	-11	-33	-21
Technical Evaluation Score	95	95	95	100	83	89	67	79

EVALUATION SCORING BREAKDOWN

Project Scope									
PROPOSAL SECTION	Description	Cyber Defense	Deloitte	Global Solutions	Peraton	Securance	Soteria	Trace3	Vtech
Sec 2: IT Environment Responsibilities/Schedule D	Failed to agree to Schedule D and Attachments.		-3						
Sec 5: Transition Responsibilities/Schedule E	Failed to provide transition-in plan							-1	
Sec 11: Project Control and Reports	Failed to respond.			-1					
	Deductions Subtotal	0	-3	-1	0	0	0	-1	0

Solution Requirements / Specifications									
SPECIFICATIONS SECTION	Description	Cyber Defense	Deloitte	Global Solutions	Peraton	Securance	Soteria	Trace3	Vtech
Req 2.08	Nonresponsive						-1	-1	-1
Req 2.09	Nonresponsive						-1	-1	-1
Req 2.10	Will only perform in conjunction with another requirement.						-1	-1	
Req 2.11	Will only perform in conjunction with another requirement.						-1	-1	
Req 2.14	Only performs automated testing without manual testing.					-1			-1
Req 2.15	Will not perform.						-1		
Req 2.16	Nonresponsive						-1	-1	-1
Req 2.17	Nonresponsive						-1	-1	-1
Req 2.20	Will not perform.						-1		
Req 2.24	Failed to respond.	-1							
Req 2.25	Did not address CJIS, CMS and IRS							-1	-1
Req 2.25	Failed to respond.	-1							
Req 2.26	Failed to respond.	-1							
Req 2.27	Failed to respond.	-1							
Req 3.02	Failed to provide example Rules of Engagement document			-1					
Req 3.03	Failed to provide example sub-project Project Plan							-1	
Req 3.04	Failed to provide example cost estimate for a sub-project							-1	
Req 3.06	Failed to provide example Plan of Action & Milestone (POAM)							-1	
	Deductions Subtotal	-4	0	-1	0	-1	-8	-10	-6

Staffing									
PROPOSAL SECTION	Description	Cyber Defense	Deloitte	Global Solutions	Peraton	Securance	Soteria	Trace3	Vtech
1. Contractor Account Manager/Project Manager Resume	Failed to provide requested skills and experience information.								-1
1. Contractor Account Manager/Project Manager Resume	Proposed resource does not have a Project Management Professional or Scrum Certification.	-1							
1. Contractor Account Manager/Project Manager Resume	Failed to complete resume template.					-3		-3	
2. Senior Security Technician Subject Matter Expert Resume	Failed to indicate percentage of time resource will be allocated to project.							-1	
2. Senior Security Technician Subject Matter Expert Resume	Failed to provide requested skills and experience information.			-1		-1		-1	-1
2. Senior Security Technician Subject Matter Expert Resume	Proposed resource does not have a Bachelor's degree.								-1
2. Senior Security Technician Subject Matter Expert Resume	Proposed resource does not have a Security Vulnerability Assessment Certification.								-1
3. Senior Security Technician Resume	Failed to provide requested skills and experience information.					-1			-1
3. Senior Security Technician Resume	Proposed resource does not have a Bachelor's degree.						-1		-1
3. Senior Security Technician Resume	Proposed resource does not have a government issued security clearance.		-1	-1		-1			-1
3. Senior Security Technician Resume	Failed to complete resume template.							-3	
4. Mid-Level Security Technician Resume	Proposed resource does not have a government issued security clearance.						-1		-1
4. Mid-Level Security Technician Resume	Failed to complete resume template.					-3		-3	
5. Junior Security Technician Resume	Proposed resource does not have a government issued security clearance.		-1				-1		-1
5. Junior Security Technician Resume	Failed to indicate security clearance conferring institution			-1					
5. Junior Security Technician Resume	Failed to complete resume template.					-3		-3	
Letters of commitment	Failed to provide letters of commitment for both key personnel.					-1		-1	
Deductions Subtotal		-1	-2	-3	0	-13	-3	-15	-9

Background and Experience									
VENDOR QUESTIONS WORKSHEET SECTION	Description	Cyber Defense	Deloitte	Global Solutions	Peraton	Securance	Soteria	Trace3	Vtech
Gross Sales	Failed to provide gross annual sales each of for the last 5 years							-1	
Prior Experience 1	Not similar scope							-3	
Prior Experience 2	Not similar scope					-3			-3
Prior Experience 3	Not similar scope							-3	-3
Deductions Subtotal		0	0	0	0	-3	0	-7	-6

VI. Evaluation Project

The JEC conducted an Evaluation Project and determined the following three responses did not meet the State's needs for the reasons stated below:

Global Solutions:

- Failed to provide Requirements Template.
- Failed to provide Rules of Engagement.
- Failed to provide Project Plans; only provided Gantt charts.

Securance:

- Failed to provide Requirements Template that met the State's needs.
- Failed to provide Rules of Engagement that met the State's needs.

Soteria:

- Failed to provide Requirements Template that met the State's needs.
- Failed to provide Rules of Engagement that met the State's needs.
- Failed to provide Project Plans that met the State's needs; item provided gave no detail about how bidder would perform the services.
- Failed to quote or provide hours for Source Code review task.

VI. Oral Presentations & Pricing

Oral presentations were conducted, and pricing was evaluated. The following is a 10-year cost summary of the proposals that passed technical evaluation:

CDT

Staffing Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Account Manager/Project Manager	\$131.02	\$131.02	\$131.02	\$131.02	\$131.02	\$133.64	\$133.64	\$133.64	\$133.64	\$133.64
Senior Security Technician Subject Matter Expert	\$151.63	\$151.63	\$151.63	\$151.63	\$151.63	\$154.66	\$154.66	\$154.66	\$154.66	\$154.66
Senior Security Technician	\$131.41	\$131.41	\$131.41	\$131.41	\$131.41	\$134.04	\$134.04	\$134.04	\$134.04	\$134.04
Mid-Level Security Technician	\$110.80	\$110.80	\$110.80	\$110.80	\$110.80	\$113.01	\$113.01	\$113.01	\$113.01	\$113.01
Junior Security Technician	\$95.63	\$95.63	\$95.63	\$95.63	\$95.63	\$97.55	\$97.55	\$97.55	\$97.55	\$97.55
TOTAL	\$620.49	\$620.49	\$620.49	\$620.49	\$620.49	\$632.90	\$632.90	\$632.90	\$632.90	\$632.90

DELOITTE

Staffing Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Account Manager/Project Manager	\$137.04	\$139.78	\$142.57	\$145.42	\$148.33	\$155.75	\$158.86	\$162.04	\$165.28	\$168.59
Senior Security Technician Subject Matter Expert	\$164.64	\$167.94	\$171.29	\$174.72	\$178.21	\$187.13	\$190.87	\$194.69	\$198.58	\$202.55
Senior Security Technician	\$138.34	\$141.11	\$143.93	\$146.81	\$149.74	\$157.23	\$160.38	\$163.58	\$166.85	\$170.19
Mid-Level Security Technician	\$117.84	\$120.20	\$122.60	\$125.06	\$127.56	\$133.94	\$136.61	\$139.35	\$142.13	\$144.98
Junior Security Technician	\$106.80	\$108.93	\$111.11	\$113.33	\$115.60	\$121.38	\$123.81	\$126.28	\$128.81	\$131.38
TOTAL	\$664.66	\$677.96	\$691.50	\$705.34	\$719.44	\$755.43	\$770.53	\$785.94	\$801.65	\$817.69

PERATON

Staffing Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Account Manager/Project Manager	\$150.00	\$154.50	\$159.14	\$163.91	\$168.83	\$173.89	\$179.11	\$184.48	\$190.02	\$195.72
Senior Security Technician Subject Matter Expert	\$172.00	\$177.16	\$182.47	\$187.95	\$193.59	\$199.40	\$205.38	\$211.54	\$217.88	\$224.42
Senior Security Technician	\$150.00	\$154.50	\$159.14	\$163.91	\$168.83	\$173.89	\$179.11	\$184.48	\$190.02	\$195.72
Mid-Level Security Technician	\$110.00	\$113.30	\$116.70	\$120.20	\$123.81	\$127.52	\$131.35	\$135.29	\$139.34	\$143.53
Junior Security Technician	\$99.00	\$101.97	\$105.03	\$108.18	\$111.43	\$114.77	\$118.21	\$121.76	\$125.41	\$129.17
TOTAL	\$681.00	\$701.43	\$722.48	\$744.15	\$766.49	\$789.47	\$813.16	\$837.55	\$862.67	\$888.56

VII. 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 factors stated in Technical Evaluation Criteria of the RFP and price. The JEC has determined that Cyber Defense Technologies, LLC will provide the best value to the State and recommends award be made to Cyber Defense Technologies, LLC in the amount of \$2,500,00.00 pending State Administrative Board approval for the following reasons:

- Prior experience with the state,
- Positive experience and service levels,
- Lowest aggregate hourly rate structure,
- Maintaining low-rate structure for 10 years,
- High caliber of staff who will perform the work,
- Has received only positive performance evaluations,
- Low staff turnover / consistent staff,
- Strength of subcontractor partner.