

AWARD RECOMMENDATION

Notice of Intent to Award Number: 250000000065

Notice of Intent to Award Date: 1/10/2025

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFS 240000001279 Zero Trust SSE and has recommended an award to Trace3, LLC via the Cisco Systems Inc Master Agreement 210000001333 in the amount of \$8,234,029.80 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:

Shannon Romein, Solicitation Manager.

RomeinS@michigan.gov

517-898-8102

Public copies of all bidder proposals can be found here: [DTMB - Bid Proposals \(michigan.gov\)](#)

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide services commonly described as Security Service Edge (SSE). The term of the licensing is 3 years.

Bidders:

The RFP was posted on SIGMA VSS on March 1, 2024. The following bidders submitted proposals by the published due date of April 9, 2024.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Accenture	1001 Woodward Avenue, Suite 400, Detroit, MI, 48226	No	No
AHEAD, Inc.	401 N Michigan Ave Suite 3400 Chicago, IL 6011	No	No
AT&T Corp.	208 S. Akard St. Dallas, TX 75202	No	No
CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	No	No
Deloitte & Touche LLP	30 Rockefeller Plaza New York, NY 10112	No	No

Lumen	100 CenturyLink Drive Monroe, LA 71203 LLC	No	No
NuHarbor Security, Inc.	553 Roosevelt Highway Colchester, VT 05446	No	No
Presidio Networked Solutions Group, LLC	660 E.10 Mile Road, Suite 110 Ferndale, MI 48220	No	No
Trace3, LLC	7505 Irvine Center Drive Suite 100 Irvine, CA 92618	No	No
World Wide Technology, LLC	1 World Wide Way St. Louis, MO 63146	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 Criteria Name	Weight
1.	Vendor Questions Worksheet	10
2.	Resumes	5
3.	Schedule A- Statement of Work	20
4.	Schedule A – Attachment 1 – Business Specification Worksheet	25
5.	Schedule A Bidder’s Proposed Solution	40
	Total	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
Jason Frost, Director DTMB, Platform Support Services	Aaron Dupree, Director DTMB, Michigan Security Operations Center
Sunil Polavarapu, DTMB, Agency Services	Jim Wilbur, Technical Lead DTMB, Michigan Cyber Security
Stephanie Jeppesen, State Administrative Manager DTMB Cybersecurity and Infrastructure Protection	Alan Knox, SecOps Analyst DTMB, Cyber Security and Infrastructure Protection
Toney Casey, Director DTMB, Client Service Center	Jayson Cavendish, Chief Security Officer, DTMB, Cybersecurity and Infrastructure Protection
Whitnie Zuker, DTMB, CTO	Rex Menold, Chief Technology Officer DTMB
	Andrey Verevko, General Manager, CTO

Voting	Advisory
	DTMB, Platform, Design & Support Services
	Tanner Jones DTMB, Project Manager
	David Wilson DTMB
	Manny Rosales, General Manager DTMB, Agency Services

III. Evaluation Results

A. AHEAD, Inc

Bidder has not met the requirements of being responsive and responsible due to:

- a) Bidder did not follow proposal instruction and broke up submission leading to the omission of key documents including a redlined copy of the Terms and Conditions and additional data security schedules.
- b) Bidder also did not respond to Column C of the Business Specification Worksheet indicating if the requirements were current capabilities, required configuration, etc.
- c) Bidder did not provide contact information for the references

Presidio Networked Solutions Group, LLC

Bidder has not met the requirements of being responsive and responsible due to:

- a) Bidder did not provide experience requirements or references for Contractor Technical Solution Engineer.
- b) Bidder did not provide references for Contract Program Manager.
- c) Bidder did not provide any information for Contract Security Officer
- d) Bidder did not provide contact information for the references

Vendor Questions Worksheet

	Accenture	AT&T	CDW-G	Deloitte	Lumen	NuHarbor	Trace3	WWT
Requirement	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction
Bidder's response did not address how the company will scale up to manage the increase in gross sales						0.25		
Bidder's response did not provide gross annual sales							0.25	
Bidder omitted contact information or dollar value on some of the references				1				

Bidder response to the debarred question only addressed the solution provider and not the bidder		0.5						
Bidder's experiences 1 and 3 were not of the same scope							2	
Bidder's references 1 & 2 were for solution provider and did not involve bidder to demonstrate their experience with projects of a similar size and scope. Bidder did not provide contact information for experience 3. Bidder did not provide dollar value for references to determine if the projects are of the same size of the work described in the RFS			4					
Bidder's references 2 & 3 were for solution provider and did not involve bidder to demonstrate their experience with projects of a similar size and scope.. Bidder did not provide dollar value for references to determine if the projects are of the same size of the work described in the RFS.		4						
Bidder's references were for solution provider and did not involve bidder to demonstrate their experience with projects of a similar size and scope. Bidder did not provide dollar value for references to determine if the projects are of the same size of the work described in the RFS					6	6		6

Bidder provided redlines to the Terms and Conditions	1	1	1	1	1	1	1	1
Bidder provided redlines to the Insurance Terms		1	1	1	1			1
Bidder currently has a low Michigan economic impact with plans to add only minimal additional Michigan resources to support this Contract						1		
Bidder did not provide average wage to employees in Michigan	0.25							
Bidder did not provide average or minimum wage to employees in Michigan								0.5
Bidder did not provide health insurance coverage information or minimum or average wage to employees in Michigan			0.75					
Total Deductions	1.25	6.5	6.75	3	8	8.25	3.25	8.5

Resumes

	Accenture	AT&T	CDW-G	Deloitte	Lumen	NuHarbor	Trace3	WWT
Requirement	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction
Bidder's Contract Security Officer response did not indicate SSE Experience	0.5	0.5		0.5	0.5		0.5	0.5
Bidder did not provide sufficient amount of time for the resources allocated to the project		2	2		2	2	2	2

Bidder did not provide references for Contractor Program Manager/Product Specialist		0.5	0.5		0.5	0.5		0.5
Bidder's Technical Solution Engineer response did indicate SSE Experience				1				
Bidder did not provide references for Technical Solution Engineer		0.5	0.5		0.5	0.5		0.5
Bidder did not provide references for Contract Security Officer		0.5	0.5					
Total Deductions	0.5	4	3.5	1.5	3.5	3	2.5	3.5

Schedule A- Statement of Work								
	Accenture	AT&T	CDW-G	Deloitte	Lumen	NuHarbor	Trace3	WWT
Requirement	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction	Deduction
Bidder did not accept additional data security schedules as presented	0.5							
Bidder did not accept Schedule E- Data Security Requirements as presented		1	1	1	1			1
Bidder is still in the process of obtaining FedRamp certification							1	
Bidder's did not provide a detailed Disaster Recovery Plan	0.5			0.5			0.5	
Bidder did not provide a Disaster Recovery Plan		1	1		1	1		1
Bidder did not accept SLAs as presented	0.5	0.5	0.5	0.5	0.5	0.5		0.5
Bidder did not provided documentation to support ADA Compliance		0.5	0.5		0.5	0.5		0.5
Bidder did not provide a detailed plan for training		1	1		1	1	1	1
Bidder's plan for transition to State support was insufficient and				1				

Transition Out Plan lacked detail									
Bidder did not provide a detailed Transition Out Plan		1	1		1	1	1	1	1
Bidder's Transition Out Plan lack detailed									
Bidder's key personnel did not match provided resumes/letter's of commitment		2							
Bidder cannot commit to Key Personnel			2						
Bidder cannot agree to background checks		1	1			1			1
	1.5	8	8	3	5	5	3.5	6	

IV. Technical Evaluation Summary

Selection Criteria	Weight	Accenture	AT&T	CDW-G	Deloitte	Lumen	NuHarbor	Trace 3	WWT
Vendor Questions Worksheet	10	8.75	3.5	3.25	7	2	1.75	6.75	1.5
Resumes	5	4.5	1	1.5	3.5	1.5	2	2.5	1.5
Schedule A-SOW	20	18.5	12	12	17	15	15	16.5	14
Schedule A-Attachment 1-Business Specifications Worksheet	25	25	25	25	25	25	25	25	25
Schedule A Bidder's Proposed Solution	40	40	40	40	40	40	40	40	40
Total	100	96.75	81.5	81.75	92.5	83.5	83.75	90.75	82

V. Pricing Summary

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

Deliverable	Accenture	AT&T	CDW-G	Deloitte	Lumen	NuHarbor	Trace 3	WWT
Implementation	\$2,761,299.00	\$-	\$2,181,700.00	\$3,156,169.00		\$2,718,027.00	\$799,362.00	
Support Services- 3 Base Years	\$2,097,102.00	\$-	\$1,347,033.00	\$3,331,819.16		\$14,680,917.00	-	
Licensing- 3 Base Years	\$14,329,758.00	\$14,510,283.72	\$8,014,002.00	\$7,591,889.34		\$8,407,551.00	\$7,434,667.80	\$8,983,368.00
Professional Services	\$-	\$774,305.06	\$-	\$-			-	\$820,817.82
Managed Service (includes licensing and hosting)					\$33,257,552.26			
Total Price	\$19,188,159.00	\$15,284,588.78	\$11,542,735.00	\$14,079,877.50	\$33,257,552.26	\$25,806,495.00	\$8,234,029.80	\$9,804,185.82

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.

Trace3, LLC provided the best value to the State. Best value factors for Award Recommendation including but not limited to:

- The solution leverages the State’s investment in Cisco Secure Client and Identity Services engine to offer the lowest cost solution and easiest transition process.
- Trace 3 is a fulfillment partner under the Cisco Systems Inc MA 210000001333 allowing this purchase to be made under that Contract in which Cisco has agreed to State’s Standard Contract Terms and Data Security schedule.
- The solution meets the all the State’s requirements and personas (use cases).
- The solution includes training to transition the State to transition to self-sufficiency removing the need for ongoing support services or professional services reducing long term costs to the State.
- Trace 3 provided the lowest overall cost to the State.

Award Recommendation is made to Trace3, LLC in the amount of \$8,234,029.80.