PROCUREMENT SUMMARY

RFP# 2023-027

Date Submitted:	August 29, 2023	**Procurement Process:**	Request for Proposals (RFP)
Submitted by:	Amy Scott	**Length of Advertising:**	Per GA Code for Professional Srvs
Supplier Name:	Ecolane	**Source Selection Method:**	Highest Proposal Scoring
Description:	Micro- Transit for CATS	**Fair Price Determination:**	Best Value: RFP Evaluation Criteria
Agreement Type:	PSA - Standard	**Not Low Bid Award:**	See Proposal Scoring Totals
Contract Number:	027-2023-00	**County Business:**	No County Businesses Responded
Contract Category:	IT Hardware or Software	**Submissions Received:** 3	**Vendors Contacted:** 56

RFP/RFQ Selection Criteria Used in Selection Process

Contract Term:	Other - See Notes	
		Weight / **Evaluation Criteria**
Contract Value:	$342,018.00	
		60% / Qualifications - Technical
Contract Options/Renewals:	Other - See Notes	
		40% / Cost of Item(s) and/or Services
Source of Funds:	Grant - Federal	
Debarred/Suspended:	No (screen-print on file)	
SAM Requirement:	Meets SAM Requirement	
BOC Meeting Prepared for:	August 1, 2023	

Bidder/Proposing Business	Place of Business	Evaluated Price	Score
Ecolane	Wayne, PA	$342,018.00	145.00
HBSS	Lowell, MA	$355,578.02	138.00
VIA	New York, NY	$502,300.00	122.00

*Important Price Evaluation Notes

The County issued an RFP for a Micro-Transit solution for Cherokee County Area Transportation Systems. The terms for this solicitation are a one (1) year principal solution with an option of four (4) additional years if successful. Three (3) responsive and responsible proposals were received and evaluated. Additional points were issued for in-person presentations. Based on the add-ons, pricing, and technical scores, Procurement recommends Ecolane USA based on all scores.

Other Important Considerations

There were 2 other firms that submitted their proposals but were deemed unresponsive because they were not registered with the System for Award Management (SAM.GOV) Which is required for all Federally funded projects.

Percent of Category	Points	Area of Evaluation	Ecolane USA	HBSS	VIA	Ecolane USA Evaluator 1	HBSS	VIA	Ecolane USA Evaluator 2	HBSS	VIA	Ecolane USA Evaluator 3	HBSS	VIA
		(PASS / MARGINAL / FAIL)												
		National Transit Database Reporting (page 6)				Pass	Pass	Pass	Pass	Marginal	Pass	Pass	Marginal	Marginal
		Does the software allow CATS to book standing orders?(page 11)				Pass	Pass	Pass	Pass	Pass	Marginal	Pass	Pass	Pass
		Does the software allow different funding sources? (page 11)				Pass	Pass	Pass	Pass	Pass	Marginal	Pass	Pass	Pass
		Does the system have the ability to run Micro-Transit and Demand Response service within the same system? (page 11)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Does the system allow drivers to fill out their pre/post trip within your system?(Page 11)				Pass	Pass	Fail	Pass	Pass	Fail	Pass	Pass	Fail
		Does the system allow the dispatcher to see all routes at one time? (Page 11)				Pass	Pass	Pass	Marginal	Marginal	Marginal	Pass	Marginal	Pass
		Does the system have a tracking system to assist with vehicle maintenance? (page 11)				Pass	Pass	Fail	Pass	Pass	Pass	Pass	Pass	Fail
		Did the proposer provide the process for lunches and breaks for the drivers? (page 11)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		General Technical Requirements(page 12-13)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Hosting Requirements (page 13-16)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		System Availability (page 16-17)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Error Handling Requirements (page 17)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Database/Data Management Requirements (page 17-18)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Backup and System Recovery(page 18)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Security and Audit (page 18-22)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Data/Information Security Breach Requirements(page 22)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Virus, Malicious, Mischievous or Destructive Programming (page 22-23)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		System and User Documentation (page 23-24)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Training Requirements (page 24)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Production, Test, and Training Platforms(page 24)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		Interfaces/Imports/Exports Requirements (page 24)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
		System Performance Requirements (page 25-26)				Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass

Possible Points:	30	**Understanding and Approach of project**												
5%	1.75	B. Passenger Facing App with Associated Web-based Platform (page 6)	1.75	1.60	1.24	1.75	1.75	1.75	1.75	1.75	0.22	1.75	1.31	1.75
5%	1.75	D. Onboard Technology to Direct Vehicle Operator Activity	1.37	1.75	1.23	1.31	1.75	1.31	1.75	1.75	1.05	1.05	1.75	1.31
5%	1.75	E. Data Visualization, Reports, And Data Access	1.52	1.75	1.46	1.75	1.75	1.31	1.75	1.75	1.75	1.05	1.75	1.31
5%	1.75	Operational Planning Guidance	1.37	1.60	1.60	1.31	1.31	1.75	1.05	1.75	1.75	1.75	1.75	1.31
5%	1.75	G. Support Services	1.60	1.46	1.75	1.31	1.31	1.75	1.75	1.75	1.75	1.75	1.31	1.75
20%	7.00	Proposal provided the fundamental design of the software application to include the database structure, connectivity and the method of data entry/user interface.(page 12)	6.07	4.90	4.67	7.00	5.25	2.80	4.20	4.20	7.00	7.00	5.25	4.20
25%	8.75	Proposal provided implementation services, with particular emphasis on planning, conversion and process change management. Provide a sample incremental plan.(page 12)	6.85	6.13	5.69	8.75	6.56	6.56	5.25	5.25	5.25	6.56	6.56	5.25
10%	3.50	Proposal provided issues and challenges the County might anticipate in this software implementation and indicate how they are resolved using your system and services. (page 12)	2.33	2.16	3.03	1.40	2.63	3.50	3.50	2.10	3.50	2.10	1.75	2.10
10%	3.50	Proposal provided an outline that the internal user would follow in question 6 page 12 of RFP.	3.50	3.03	2.48	3.50	3.50	3.50	3.50	2.10	0.44	3.50	3.50	3.50
10%	3.50	Proposal provided an outline that the internal user would follow for situations in question 7 on page 12 of the RFP.	3.03	3.50	3.21	3.50	3.50	3.50	2.10	3.50	2.63	3.50	3.50	3.50
100%	35.00		29.40	27.88	26.35	31.59	29.31	27.74	26.60	25.90	25.33	30.01	28.44	25.99

Possible Points:	10	**Logical Layout and intuitive Format**												
100%	10.00	B. Passenger Facing App with Associated Web-based Platform (page 6)	8.33	8.00	7.83	10.00	10.00	10.00	10.00	10.00	7.50	5.00	4.00	6.00
100%	10.00		8.33	8.00	7.83	10.00	10.00	10.00	10.00	10.00	7.50	5.00	4.00	6.00

Possible Points:	15	**Qualifications and References**												
50%	7.50	Provide a list of at least 3 current customers using your product in a similar capacity.(page 12 #3)	7.50	7.50	7.50	7.50	7.50	7.50	7.50	7.50	7.50	7.50	7.50	7.50
100%	15.00		7.50	7.50	7.50	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Possible Points:	40	**Cost**												
30%	12.00	Proposal provided any available technical support services and each associated cost for the internal user.(page 12 #5)	12.00	12.00	12.00	12.00	12.00	12.00	12.00	12.00	12.00	12.00	12.00	12.00
10%	4.00	Proposer provided detailed pricing and included itemized total cost.(page 12 question 8a).	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
20%	8.00	Proposer provide all charges that would occur with each transaction for the Agency and for the end user, all will be considered part of the total price as our consumer bares the cost of this product. (page 12 question 8b.)	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00
10%	4.00	Proposer provide implementation fees for the product. (page 12 question 8C.)	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
15%	6.00	Proposer provided league management fees if separate from the company's product. (page 13 8d.)	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00
15%	6.00	Proposal provided web hosting cost if separate from company's product. (page 13 8e.)	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00
100%	40.00		40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00

Percent	Points		Ecolane USA	HBSS	VIA	Ecolane USA	HBSS	VIA	Ecolane USA	HBSS	VIA	Ecolane USA	HBSS	VIA
95%	95.00	Total Technical	85.23	83.38	81.69									
40%	40.00	Price Score	40.00	38.47	27.24									
135%	135	Price + Technical	125.23	121.86	108.92	96.59	94.31	92.74	91.60	90.90	87.83	90.01	87.44	86.99
						1	2	3	1	2	3	1	2	3

		Companies in order of scoring:	1	2	3
		Company Name:	Ecolane USA	HBSS	VIA
			1	2	3
135.00		Price=Technical	125.23	121.86	108.92
20.00		Presentation Points	19.50	15.75	12.80
155		Total	145	138	122

Proposal Price Breakdown	Ecolane USA	HBSS	VIA	4	5
Year 1	$ 125,574.00	$ 70,472.38	$ 65,500.00		
Year 2	$54,111.00	$ 71,276.41	$109,200.00		
Year 3	$54,111.00	$ 71,276.41	$109,200.00		
Year 4	$54,111.00	$ 71,276.41	$109,200.00		
Year 5	$54,111.00	$ 71,276.41	$109,200.00		
Total	$ 342,018.00	$ 355,578.02	$ 502,300.00	$ -	$ -

	Ecolane USA	HBSS	VIA	4	5
Option 1 Cost					
MS Directory					
Option 2 Cost					
Option 2 Description					
Total + Options	$ 342,018.00	$ 355,578.02	$ 502,300.00	$ -	$ -
Notes					
Vendor's Place of Business	Wayne, PA	Lowell, MA	New York, NY		

Required Form Check

	Ecolane USA	HBSS	VIA	GOIN	Rideco
Appendix A	Yes	Yes	Yes	Yes	Yes
Appendix B	Yes	Yes	Yes	Yes	Yes
Appendix C	Yes	Yes	Yes	Yes	No
Appendix D	Yes	Yes	Yes	Yes	Yes
Appendix E	Yes	Yes	Yes	Yes	Yes
Appendix F	Yes	Yes	Yes	Yes	Yes
Appendix F Sam-GOV	Yes	Yes	Yes	No	No
Evidence of Insurance	Yes	Yes	Yes	No	No
Certifications/license /Registration if required by Law	Yes	NA	NA	NA	NA
Pricing Sheet	Yes	Yes	Yes	Yes	Yes
FTA Clauses	Yes	Yes	Yes	Yes	Yes
				NOT SAM.GOV	Inactive SAM.GOV
					* SAM. GOV is mandatory