

MUSKEGON COUNTY PROPOSAL SUMMARY

Commodity Numbers: 918-28; 918-29; 918-30

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Proposal: RFP 13-2090

Product / Service: IT Operations Managed Services

Department: Information Systems

Release Date: 08/01/13

Opening Date: 08/29/13

<b>**MITN Solicitation Statistics**</b>
Vendors Received Notice: 346
Vendors Accessed Attachments: 89
Proposals Received: 6
No-Proposal Form Received: 3

Vendor Name & Address	1 Year Contract Per Year Cost		3 Year Contract Per Year Cost		5 Year Contract Per Year Cost	Comments
Information Systems Intelligence, LLC 5975 Crossroads Commerce Parkway Wyoming, MI 49519	\$960,000.00		\$870,000.00		\$780,000.00	
Next I.T. 423 W. Norton Avenue Muskegon, MI 49444	\$517,680.00		\$445,356.00		\$416,556.00	
PCM Sales, Inc, dba PCM; PCM Sarcom; PCM NSPI (formerly Sarcom, Inc.) 299 Charlevoix Drive, S.E., Suite 110 Grand Rapids, MI 49546	Staffing Model Contract \$833,976.00		Staffing Model Contract \$859,245.48		Staffing Model Contract \$833,976.00	
PCM Sales, Inc, dba PCM; PCM Sarcom; PCM NSPI (formerly Sarcom, Inc.)			Managed Services Hybrid Contract \$747,033.34		Managed Services Hybrid Contract \$743,420.00	
Red Five IT, LLC 2201 S. Wolf Lake Road Muskegon, MI 49442	\$768,000.00					
Skyline Networks, Inc. 37637 Five Mile Road, Suite 123 Livonia, MI 48154			\$1,561,960.00			
Trivalent Group, Inc. 3145 Prairie Street, S.W., Suite 101 Grandville, MI 49418	\$673,500.00					

Review Committee Recommendation:

Name of Witness: Tina Nash

Name of Buyer: Christine R. Johnson

Finance & Management Services Director Name: Heath Kaplan

Signature: \_\_\_\_\_

Vendor Awarded: \_\_\_\_\_

Board Approval Date: \_\_\_\_\_

Purchase Order Number: \_\_\_\_\_

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Vendor Name & Address	10 Year Contract Per Year Cost	Hourly Rates For Tiers	Comments
Information Systems Intelligence, LLC 5975 Crossroads Commerce Parkway Wyoming, MI 49519	\$780,000.00	Ten different billing rates ranging from \$90.00 to \$180.00	
Next I.T. 423 W. Norton Avenue Muskegon, MI 49444	\$371,124.00	Tier 1 - \$ 80.00 Tier 2 - \$120.00 Tier 3 - \$140.00	
PCM Sales, Inc, dba PCM; PCM Sarcom; PCM NSPI (formerly Sarcom, Inc.) 299 Charlevoix Drive, S.E., Suite 110 Grand Rapids, MI 49546		Tier 1 - \$ 55.00 Tier 2 - \$115.00 Tier 3 - \$125.00 Tier 4 - \$155.00	
PCM Sales, Inc, dba PCM; PCM Sarcom; PCM NSPI (formerly Sarcom, Inc.)		Same as Above	
Red Five IT, LLC 2201 S. Wolf Lake Road Muskegon, MI 49442		Tier 1 - \$ 60.00 Tier 2 - \$ 75.00 Tier 3 - \$ 85.00	
Skyline Networks, Inc. 37637 Five Mile Road, Suite 123 Livonia, MI 48154		Tier 1 - \$ 69.00 Tier 2 - \$76.00 & \$85.00 Tier 3 - \$98.00 Tier 4 - \$155.00	
Trivalent Group, Inc. 3145 Prairie Street, S.W., Suite 101 Grandville, MI 49418		Tier 1 - \$ 75.00 Tier 2 - \$ 112.50 Tier 3 - \$150.00	

## EVALUATION SUMMARY

### RFP 13-2090 IT OPERATIONS MANAGED SERVICES

#### Vendor Evaluation Summary

Rater	ISI	NeXt I.T.	PCM	Red Five IT	Skyline	Trivalent
Rater 1	750.0	430.0	610.0	665.0	350.0	645.0
Rater 2	810.0	280.0	540.0	750.0	180.0	660.0
Rater 3	750.0	450.0	450.0	660.0	480.0	660.0
Rater 4	770.0	470.0	600.0	710.0	690.0	700.0
Rater 5	810.0	140.0	450.0	600.0	100.0	560.0
<b>Proposal Ranking Average</b>	<b>778.0</b>	<b>354.0</b>	<b>530.0</b>	<b>677.0</b>	<b>360.0</b>	<b>645.0</b>
<b>Proposal Ranking</b>	<b>1</b>	<b>6</b>	<b>4</b>	<b>2</b>	<b>5</b>	<b>3</b>

#### Vendor Price Summary

Rater	ISI	NeXt I.T.	PCM	Red Five IT	Skyline	Trivalent
Rater 1	60.0	90.0	70.0	80.0	20.0	80.0
Rater 2	60.0	50.0	40.0	70.0	30.0	70.0
Rater 3	70.0	90.0	70.0	70.0	50.0	80.0
Rater 4	70.0	80.0	40.0	80.0	20.0	90.0
Rater 5	60.0	90.0	60.0	70.0	0.0	80.0
<b>Price Proposal Ranking Average</b>	<b>64.0</b>	<b>80.0</b>	<b>56.0</b>	<b>74.0</b>	<b>24.0</b>	<b>80.0</b>
<b>Price Proposal Ranking</b>	<b>3</b>	<b>1</b>	<b>4</b>	<b>2</b>	<b>5</b>	<b>1</b>

#### Vendor Short List

Rater	ISI	Red Five IT	Trivalent
Rater 1	890.0	770.0	750.0
Rater 2	920.0	840.0	750.0
Rater 3	880.0	770.0	680.0
Rater 4	950.0	800.0	750.0
Rater 5	820.0	470.0	560.0
<b>Post Interview Ranking Average</b>	<b>892.0</b>	<b>730.0</b>	<b>698.0</b>
<b>Post Interview Ranking</b>	<b>1</b>	<b>2</b>	<b>3</b>