

# **EVALUATION AND SELECTION REPORT**

RFP SA000004-23

for

CalAccount Market Study and Feasibility Report

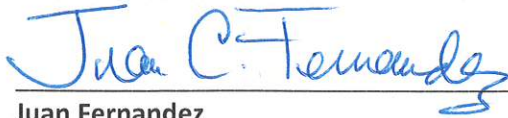
for the

California State Treasurer's Office

June 13, 2023

## EVALUATION AND SELECTION COMMITTEE SIGN-OFF

All members of the State's Evaluation Committee, as indicated below, have read this *Evaluation and Selection Report* and concur with the findings and recommendation as written:



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**Juan Fernandez**  
Deputy Treasurer  
California State Treasurer's Office



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**Andre Rivera**  
Director of the Centralized Treasury and Securities Management Division  
California State Treasurer's Office



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## I. SUMMARY AND RECOMMENDATION

The procurement was conducted by the State Treasurer's Office on behalf of the CalAccount Blue Ribbon Commission (the Commission). The proposal evaluation was completed by the Evaluation and Selection Committee. All members of the committee are listed on the Evaluation and Selection Committee Sign-Off on page i.

### A. SUMMARY

#### 1. Purpose

The purpose of RFP SA000004-23 was to obtain proposals from qualified bidders to conduct and deliver a market analysis to the Commission on the feasibility of implementing the CalAccount Program per AB-1177 and the requirements set forth in the RFP.

#### 2. Contract Term

AB-1177 requires that the report issued as a result of the RFP's awarded contract to be submitted to the Legislature by July 1, 2024. AB-1177 requires a public hearing on the report prior to submission. AB-1177 also allows the Commission to develop and submit its own report and recommendations with the submission of the contractor's report. Finally, the contractor is required to participate in legislative hearings on the CalAccount program within 12 months of report submission, as called upon. Therefore, the term of the contract is from the date of DGS approval through June 30, 2025; with the draft report due by April 8, 2024 and the final report due by May 13, 2024. The contract end date can be extended for an additional six months if necessary.

#### 3. Scope

The scope of the project is to research, analyze, and report on the feasibility of the CalAccount program as described in AB-1177 and the RFP's Scope of Work. The scope is both broad and in-depth, covering many aspects of the following:

- Feasibility of the CalAccount program
- Potential modifications to the CalAccount program
- CalAccount program costs
- California's unbanked population
- Low-cost or no-cost options
- Program alternatives
- Recommendations
- Outreach alternatives

- Public-private partnership governance
- Costs, benefits, and impacts
- Other important considerations

#### 4. Proposal Evaluations

The procurement was conducted per Public Contract Code section 10344(c), which states in pertinent part:

*Proposals shall be evaluated and the contract awarded in the following manner:*

*(1) All proposals shall be reviewed to determine which meet the format requirements specified in the request for proposal.*

*(2) All proposals meeting the formal requirements shall then be submitted to an agency evaluation committee which shall evaluate and score the proposals using the methods specified in the request for proposal. All proposals and all evaluation and scoring sheets shall be available for public inspection at the conclusion of the committee scoring process.*

*(3) The contract shall be awarded to the bidder whose proposal is given the highest score by the evaluation committee.*

All proposals were thoroughly reviewed for compliance with the mandatory requirements of the RFP on a pass/fail basis, including format and submission requirements. After the compliance review, the Evaluation Committee thoroughly evaluated the proposals based on evaluation rules and criteria of RFP section 6, *Evaluation Process*, and each proposal was scored.

The maximum possible scored points, prior to any application of socio-economic program preferences and incentives, was 30% for costs and 70% for all other factors (non-costs).

#### 5. Socio-Economic Programs

The socio-economic program requirements were detailed in RFP section D, *Preference Programs and Participation Requirements*. The socio-economic preferences and incentives are only applied to proposals that have been evaluated to be compliant with the mandatory requirements of the RFP.

##### **Disabled Veteran Business Enterprise Participation Incentive**

The RFP included an incentive for optional Disabled Veteran Business Enterprises (DVBE) participation.<sup>1</sup> Up to three percent (3%) of the total possible evaluation points were awarded for inclusion of DGS certified DVBEs performing a commercially useful function per the

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<sup>1</sup> The DVBE incentive program is defined in Military and Veterans Code (M&VC), section 999.5 et seq. and the California Code of Regulations (CCR) Title 2, Division 2, Chapter 3, Subchapter 10.6, sections 1896.99.100 and 1896.99.120.

incentive participation table in RFP section D.4. Awarded DVBE incentive points were added to the bidder's non-cost points. Since the DVBE incentive was included in the RFP, mandatory DVBE participation was not required.

### **Small Business Participation Incentives**

As required by law, a five percent (5%) evaluation preference was offered to bidders who are DGS certified Small Businesses. This percentage preference applies to the bidder's total score (both non-cost and cost scores).<sup>2</sup>

### **Non-Small Business Participation Incentives**

The five percent (5%) evaluation preference is also offered to non-small businesses that commit to subcontracting at least 25% of the work to DGS certified small businesses performing a commercially useful function. This optional preference applies to the bidder's total score (both non-cost and cost scores).<sup>3</sup>

### **Target Area Preference Act Incentives**

Evaluation cost preferences were also offered for optional compliance with the Target Area Preference Act (TACPA).<sup>4</sup> TACPA awards cost incentives to California-based companies for work locations in distressed areas (designated low-income census tracts) and for hiring individuals with a high risk of unemployment. The amount of maximum incentive is restricted by statute to \$50,000, or when combined with any other preferences (such as the Small Business preference) the TACPA preference is limited to \$100,000.

## **B. RECOMMENDATION**

### **1. Proposals**

The RFP was released on the State's contracts register, CalProcure, on April 14, 2023. Proposals were due May 26, 2023. Proposals were received from five firms:

- RAND Corporation (RAND)
- Berkeley Economic Advising and Research, LLC (BEAR)
- Level 4 Ventures, Inc. (Level 4)
- HR&A Advisors, Inc (HR&A)
- Guidehouse, Inc. (Guidehouse)

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<sup>2</sup> The small business preference program is defined in 2 CCR § 1896.8 et seq.

<sup>3</sup> The non-small business preference program for this RFP is defined in Government Code (GOV) § 14838(b)(2), et seq.

<sup>4</sup> TACPA is defined in GOV § 4530 et seq. and 2 CCR § 1896.30 et seq.

Details of the proposal evaluations are contained in this report's section III. In summary:

- ✓ **RAND's** proposal was submitted without any material deviations and was found to be responsive to all of the mandatory requirements of the RFP. RAND's proposal offered an exceptionally high quality of commitment and expertise, and their costs were deemed to be reasonable and acceptable to the State.
- ✓ **BEAR's** proposal was submitted without any material deviations and was found to be responsive to all of the mandatory requirements of the RFP. BEAR's proposal offered an overall fair quality of commitment and expertise, and their costs were deemed to be reasonable and acceptable to the State.
- ✗ **Level 4's** proposal was found to have one (1) material deviation from a mandatory requirement. Level 4's proposal was therefore deemed non-responsive and was disqualified.
- ✗ **HR&A's** proposal was found to have three (3) material deviations from mandatory requirements. HR&A's proposal was therefore deemed non-responsive and was disqualified.
- ✗ **Guidehouse's** proposal was found to have two (2) material deviations from mandatory requirements. Guidehouse's proposal was therefore deemed non-responsive and was disqualified.

## 2. Recommendation for Award

RAND Corporation submitted an exceptionally high-quality proposal thoroughly addressing all aspects of the scope of work, without any material deviations from the RFP requirements. RAND received the highest number of evaluation points, and therefore, the Evaluation Committee recommends RAND for the award of RFP SA000004-23.

## II. THE BIDDING STEPS

The procurement included the following steps:

- Pre-release outreach associated with posting of the draft background and scope of work on the CalAccount website.
- Release of the RFP on CalProcure on April 14, 2023
- Questions and Answers posted on CalProcure on May 4, 2023
- Optional Letters of Intent to Bid were received from vendors
- Three (3) RFP addenda were issued by the State:
  - Addendum 1, issued April 27, made changes to the anticipated contract approval and award dates.



- Addendum 2, issued May 4, replaced the requirement for DVBE participation with an optional DVBE incentive, and made additional minor changes.
- Addendum 3, issued May 18, corrected a code reference and reapplied links.
- Proposals were received by 5:00 PM May 26, 2023
- Evaluation of proposals was scheduled between May 30 – June 12, 2023
- Commission review of the award recommendation and selection for award
- Publish the Letter of Intent to Award after Commission decision

Each RFP addendum included a cover letter identifying the nature and location of each change. Changes were shown with tracked changes highlighted.

No proposals were submitted after the proposal due date and time.

### III. PROPOSAL REVIEW AND EVALUATION DETAILS

The methodology for evaluating the proposals is detailed in RFP section 6, *Evaluation Process*. The State's Evaluation Committee carefully reviewed and evaluated each proposal.

#### A. COMPLIANCE WITH MANDATORY REQUIREMENTS

Each proposal was thoroughly reviewed for compliance with each mandatory requirement in the RFP. When bidder's responses deviated from the requirement, the deviation was assessed to be either "immaterial" or "material". A deviation from a requirement is material if the response is not in substantial accord with the solicitation requirement, provides a material advantage to one (1) bidder over other bidders, or has a potentially significant effect on the delivery, quantity, or quality of items or services proposed, the amount paid to the contractor, or the cost to the State. The assessment of each bidder deviation was reviewed by the Evaluation Committee, with the STO's senior legal counsel as subject matter expert.

All mandatory requirements reviewed for compliance were judged as "Pass" or "Fail". If the bidder's response to a mandatory requirement was judged to be in compliance with the requirement, the response received a "Pass". In keeping with standard State evaluation procedures and per RFP section C.5.k), for pass/fail evaluation purposes, immaterial deviations were waived and received a "Pass". However, the waiver of an immaterial deviation does not modify the requirement nor excuse the bidder from full compliance with the requirement if awarded the Agreement. A material deviation of a mandatory requirement was judged "Fail" and caused the bidder's proposal to be rejected.

## B. POINT DISTRIBUTION AND SCORING CRITERIA

Per RFP section C.6, *Evaluation Process*, each proposal was carefully evaluated and scored, with total possible points assigned according to the following Table 1:

*Table 1, Overall Maximum Point Distribution*

Category	Total Possible Points
<b>Background and Experience</b>	
Company and subcontractor history and competencies, per RFP sections C.4.c).i and ii.	10
Project team, per RFP section C.4.c).iii.	15
<b>Draft Work Plan</b>	
Plan for managing the project and the proposed methodologies, per RFP section C.4.d).	20
<b>Market Analysis</b>	
Understanding of and approach to the Market Analysis, per RFP section C.4.e).	25
<b>Fees and Costs</b>	
Costs, per RFP section C.4.f) and Attachment 6, Cost Proposal Worksheet.	30
<b>Total Possible Points</b>	<b>100</b>

The criteria for scoring the non-cost points were based on the following RFP section C.6 table:

*Table 2, Non-cost evaluation criteria*

Points Awarded	Interpretation	General Basis for Point Assignment
100%	Excellent	Response comprehensively meets the needs, requirements, and expectations with a very high degree of confidence. Proposal offers many significant enhancing features, methods, or approaches with superior understanding, background, experience, and expertise.
60%	Good	Response addresses the area being scored. Does a good job in demonstrating understanding, experience, expertise, and/or methods. Provides a good degree of confidence with minimal or no weaknesses.
30%	Fair	Response addresses the area being considered, demonstrating a moderate or adequate degree of understanding, experience, expertise, and/or methods sufficient to perform the work. Provides a fair degree of confidence with some weaknesses.
10%	Minimally Adequate	Response is minimally adequate to possibly meet the needs, requirements, and/or expectations. Does a poor job in demonstrating understanding, experience, expertise, and/or methods. One or more areas of consideration are addressed in such a limited way that results in a low degree of confidence.
0%	Inadequate	Fails to adequately address the area being scored; or does not demonstrate sufficient understanding, experience, expertise, and/or methods; or does little beyond repeating or paraphrasing the requirement. Any omissions, flaws, or defects are materially significant and considered unacceptable.

Note that the distribution of points in Table 2 between “Excellent” and “Inadequate” is purposefully not linear. Weighting the scale significantly towards “Excellent” was designed to encourage bidders to put considerable effort into their proposals and to design and offer exceptional project plans and resources in response to the RFP’s Scope of Work.

For costs, the scores were derived comparing each bidder’s cost with the lowest responsible (i.e., compliant) bidder’s costs, as follows:

The lowest total cost proposal is awarded the maximum cost points available (30 points). Other proposals are awarded total cost points based on the following calculation:

$$\text{Total Cost points for Other Cost Proposal} = \left( \frac{\text{Lowest Cost Proposal}}{\text{Other Cost Proposal}} \right) \times \text{maximum cost points}$$

### C. MATERIAL DEVIATIONS

#### 1. RAND

RAND had no material deviations in its proposal. Its proposal was found to be responsive to the mandatory requirements of the RFP.

#### 2. BEAR

BEAR had no material deviations in its proposal. Its proposal was found to be responsive to the mandatory requirements of the RFP.

#### 3. LEVEL 4

Level 4 had one (1) material deviation in its proposal which caused its proposal to be disqualified, as depicted in Table 3 below.

*Table 3, Level 4 Material Deviations*

RFP section	Mandatory Requirement	Pass/Fail	Finding
C.4.g)	Attachment 12, Bidder Declaration GSPD-05-105 – completed	Fail	Not all subcontractors are identified on Attachment 12 as required. Two subcontractors identified in Attachment 6, the Aite-Novarica Group and the California Center for Translation & Interpretation are not included on Attachment 12.

#### 4. HR&A

HR&A had three (3) material deviations in its proposal which caused its proposal to be disqualified, as depicted in Table 4 below.

Table 4, HR&A Material Deviations

RFP section	Mandatory Requirement	Pass/Fail	Finding
C.4.f)	Cost Proposal Worksheet – formulas have been validated – subcontractors do not exceed 50% – total does not exceed \$2,500,000	Fail	Entities in cost tables 2 and 3 should be treated as subcontractors. Subcontractors represent 57% of the total proposed cost, exceeding the 50% threshold.
B.1.d)	Prime has not assigned more than 50% of costs to subcontractors	Fail	Entities in cost tables 2 and 3 should be treated as subcontractors. Subcontractors represent 57% of the total proposed cost, exceeding the 50% threshold.
B.4	Does not have current conflicts of interest per RFP section B.4.	Fail	Proposal states that HR&A is currently supporting the implementation of a San Francisco Public Bank.

### 5. Guidehouse

Guidehouse had two (2) material deviations in its proposal which caused its proposal to be disqualified, as depicted in Table 5 below.

Table 5, Guidehouse Material Deviations

RFP section	Mandatory Requirement	Pass/Fail	Finding
C.5.k)	A proposal may be rejected if it is conditional or incomplete, or if it contains any irregularities of any kind.	Fail	Guidehouse’s proposal title page includes a statement that the proposal is essentially not a binding offer that can be used to award a unilateral agreement. Guidehouse requires the State to comply with Guidehouse’s acceptance procedures and any resulting engagement will be subject to negotiations of a mutually satisfactory engagement contract, etc.
C.5.k) C.5.u)	A proposal may be rejected if it is conditional or incomplete, or if it contains any irregularities of any kind.  Proposals with alternate Agreement language will be considered counterproposals and will be rejected.	Fail	Guidehouse has included a proposal section H called “Exceptions” in which multiple significant exceptions are declared to the State’s General Terms and Conditions (GTC 04/2017). Additional exceptions are declared to the STO’s Special Terms and Conditions (RFP Exhibit D). RFP section C.5.u) states: “The State of California does not accept alternate Agreement language from proposing companies. Proposals with alternate language will be considered counterproposals and will be rejected by the California State Treasurer’s Office. The State’s General Terms and Conditions (GTC 04/2017) are not negotiable.”

## D. SCORING

### 1. Scoring of Responsive Proposals

Two bidders, RAND and BEAR, passed all minimum mandatory requirements and were deemed responsive. The other bidders’ proposals were disqualified. Therefore, only RAND and BEAR’s scores may be considered for award.

#### Non-Cost Scores

As shown in Table 6 below, RAND submitted an outstanding proposal, and received an evaluated non-cost score of 70 points, or 100% of all available non-cost points.

*Table 6, Non-cost scores of RAND prior to adjustments*

<b>Non-Cost Scores of RAND (Responsive)</b>						
Prior to any incentive adjustments for Small Business or DVBE participation (RFP sections D.1, D.2, and D.4)						
Area evaluated	Possible Points	Percent Points Awarded by			Average percent	Awarded Points
		A.R	J.F.	J.J		
<b>Background and Experience</b>						
Company and subcontractor history and competencies, per RFP section C.4.c),i and ii	10	100%	100%	100%	100%	10.000
Project team, per RFP section C.4.c),iii	15	100%	100%	100%	100%	15.000
<b>Draft Work Plan</b>						
Plan for managing the project and the proposed methodologies, per RFP section C.4.d)	20	100%	100%	100%	100%	20.000
<b>Market Analysis</b>						
Understanding of, and approach to, the Market Analysis, per RFP section C.4.e)	25	100%	100%	100%	100%	25.000
<b>Total Earned Non-Cost Points, prior to any proposal incentive adjustments</b>						<b>70.000</b>

As shown in Table 7, BEAR submitted a proposal that was scored as “Good”, “Fair”, and “Minimally Adequate” in the different areas evaluated.

*Table 7, Non-cost scores of BEAR prior to adjustments*

<b>Non-Cost Scores of BEAR (Responsive)</b>						
Prior to any incentive adjustments for Small Business or DVBE participation (RFP sections D.1, D.2, and D.4)						
Area evaluated	Possible Points	Percent Points Awarded by			Average percent	Awarded Points
		A.R	J.F.	J.J		
<b>Background and Experience</b>						
Company and subcontractor history and competencies, per RFP section C.4.c),i and ii	10	60%	60%	60%	60%	6.000
Project team, per RFP section C.4.c),iii	15	10%	10%	10%	10%	1.500
<b>Draft Work Plan</b>						
Plan for managing the project and the proposed methodologies, per RFP section C.4.d)	20	30%	30%	30%	30%	6.000
<b>Market Analysis</b>						
Understanding of, and approach to, the Market Analysis, per RFP section C.4.e)	25	30%	30%	30%	30%	7.500
<b>Total Earned Non-Cost Points, prior to any proposal incentive adjustments</b>						<b>21.000</b>

### Final Scores with Costs and Bidder Incentives and Preferences

Continuing to apply all earned points, including costs and socio-economic adjustments, RAND and BEAR achieved the final scores shown below in Table 8.

*Table 8, Total scores of All Responsive Bidders*

<b>Total Scores of All Responsive Bidders</b>	<b>RAND</b>	<b>BEAR</b>
<b>Evaluated Non-Cost Points</b>		
Totals from individual bidder scores:	70.000	21.000
<b>DVBE Participation Incentive (RFP § D.4)</b>		
Did bidder claim DVBE participation?	No	Yes
Percentage DVBE participation:	0%	6.57%
Incentive points earned per RFP § D.4:	0.000	3.000
Total Non-Cost Points:	70.000	24.000
<b>Bidders' Proposed Costs</b>		
Total costs from Attachment 6:	\$2,499,971	\$2,283,360
<b>TACPA Preference (RFP § D.3)</b>		
Did bidder claim a TACPA preference?	No	No
Percentage TACPA claimed:	0%	0%
TACPA incentive discount earned:	0.000	0.000
<b>Proposed Costs after TACPA adjustment</b>		
Costs after TACPA, before SB preference:	\$2,499,971	\$2,283,360
<b>Cost Points Before SB Preference</b>		
Lowest cost = \$2,283,360		
Bidder's cost divided by lowest cost:	91.335%	100.000%
Maximum available cost points = 30.000		
Cost points earned before SB preference:	27.401	30.000
<b>Total Earned Points Before SB Preference</b>		
Non-Cost Points:	70.000	24.000
Cost Points:	27.401	30.000
Total Earned Points:	97.401	54.000
<b>Small Business Preference (RFP § D.1)</b>		
Did bidder claim the SB preference?	No	Yes
Highest score of non-SBs = 97.401 points		
Award of 5% SB preference points:	0.000	4.870
<b>Non-SB Preference (RFP § D.2)</b>		
Did bidder claim the non-SB preference?	No	No
Award of 5% non-SB preference points:	0.000	0.000
<b>Final Total Points and Ranking</b>	<b>RAND</b>	<b>BEAR</b>
<b>Total points, including incentives &amp; preferences:</b>	<b>97.401</b>	<b>58.870</b>
<b>Final Ranking:</b>	<b>1</b>	<b>2</b>

## E. CONCLUSION

RAND Corporation submitted a superior responsive proposal and received 38.531 more points than the other responsive bidder, BEAR.

However, even if no bidder had been disqualified, RAND would still have received the most points and would have been recommended for award. See Attachment 1, for a comparison of all the bidders if no bidder had been disqualified.

RAND's proposal comprehensively met the RFP's needs, requirements, and expectations, offering many significant enhancing features, methods, and approaches with superior understanding, background, experience, and expertise. The RFP Evaluation Committee has a very high degree of confidence that RAND will provide the Commission and the Legislature with a comprehensive, detailed, fact-based market analysis of the feasibility of the CalAccount program, per AB-1177 and the requirements of the RFP. Such an analysis should allow the Legislature to take the next steps in consideration of the CalAccount program.

## IV. COMMISSION APPROVAL AND AWARD

Upon Commission approval of the intended award to RAND Corporation, the STO will publish a Notice of Intent to Award. After that publication, the STO will send the prepared contract documents to DGS Office of Legal Services for approval. During DGS's review, the STO will be available to answer any DGS questions or to provide any required follow-up. Upon DGS approval, the contractor will begin work.

## Attachment 1

### Scores of All Bidders, if No Bidder Had Been Disqualified

Although all bidders’ proposals that had material deviations of mandatory requirements were rejected, the Evaluation Committee went ahead evaluated and scored all proposals to ensure equity of treatment and to identify what the scores would have been had no proposals been disqualified. For illustrative purposes only, the results are depicted in this Attachment 1. In this theoretical presentation, the non-cost points of the disqualified proposals were judged as shown in the following three tables.

#### Non-Cost Scores – of Disqualified Bidders

*Table 9, Non-cost scores of Level 4 prior to adjustments*

<b>Non-Cost Scores of Level 4 (Disqualified)</b>						
Prior to any incentive adjustments for Small Business or DVBE participation (RFP sections D.1, D.2, and D.4)						
Area evaluated	Possible Points	Percent Points Awarded by			Average percent	Awarded Points
		A.R	J.F.	J.J		
<b>Background and Experience</b>						
Company and subcontractor history and competencies, per RFP section C.4.c),i and ii	10	60%	60%	60%	60%	6.000
Project team, per RFP section C.4.c),iii	15	60%	60%	60%	60%	9.000
<b>Draft Work Plan</b>						
Plan for managing the project and the proposed methodologies, per RFP section C.4.d)	20	100%	100%	100%	100%	20.000
<b>Market Analysis</b>						
Understanding of, and approach to, the Market Analysis, per RFP section C.4.e)	25	60%	60%	60%	60%	15.000
<b>Total Earned Non-Cost Points, prior to any proposal incentive adjustments</b>						<b>50.000</b>

*Table 10, Non-cost scores of HR&A prior to adjustments*

<b>Non-Cost Scores of HR&amp;A (Disqualified)</b>						
Prior to any incentive adjustments for Small Business or DVBE participation (RFP sections D.1, D.2, and D.4)						
Area evaluated	Possible Points	Percent Points Awarded by			Average percent	Awarded Points
		A.R	J.F.	J.J		
<b>Background and Experience</b>						
Company and subcontractor history and competencies, per RFP section C.4.c),i and ii	10	30%	30%	30%	30%	3.000
Project team, per RFP section C.4.c),iii	15	100%	100%	100%	100%	15.000
<b>Draft Work Plan</b>						
Plan for managing the project and the proposed methodologies, per RFP section C.4.d)	20	60%	60%	60%	60%	12.000
<b>Market Analysis</b>						
Understanding of, and approach to, the Market Analysis, per RFP section C.4.e)	25	30%	30%	30%	30%	7.500
<b>Total Earned Non-Cost Points, prior to any proposal incentive adjustments</b>						<b>37.500</b>



Table 11, Non-cost scores of Guidehouse prior to adjustments

<b>Non-Cost Scores of Guidehouse (Disqualified)</b>						
Prior to any incentive adjustments for Small Business or DVBE participation (RFP sections D.1, D.2, and D.4)						
Area evaluated	Possible Points	Percent Points Awarded by			Average percent	Awarded Points
		A.R	J.F.	J.J		
<b>Background and Experience</b>						
Company and subcontractor history and competencies, per RFP section C.4.c),i and ii	10	60%	60%	60%	60%	6.000
Project team, per RFP section C.4.c),iii	15	60%	60%	60%	60%	9.000
<b>Draft Work Plan</b>						
Plan for managing the project and the proposed methodologies, per RFP section C.4.d)	20	60%	60%	60%	60%	12.000
<b>Market Analysis</b>						
Understanding of, and approach to, the Market Analysis, per RFP section C.4.e)	25	30%	30%	30%	30%	7.500
<b>Total Earned Non-Cost Points, prior to any proposal incentive adjustments</b>						<b>34.500</b>

**Final Scores with Costs and Bidder Incentives and Preferences – All Bidders**

If all points, including for costs and socio-economic adjustments, were applied to all bidders (responsive and disqualified), for illustrative purposes only the scores and rankings would have been as shown in Table 12. These scores are not valid for award purposes.

Table 12, Total scores of All Bidders, Responsive and Non-Responsive

<b>Total Scores of All Bidders – If No Bidder Had Been Disqualified</b>					
	RAND	BEAR	Level 4	HR&A	Guidehouse
<b>Evaluated Non-Cost Points</b>					
Totals from individual bidder scores:	70.000	21.000	50.000	37.5000	34.500
<b>DVBE Participation Incentive (RFP § D.4)</b>					
Did bidder claim DVBE participation?	No	Yes	Yes	No	No
Percentage DVBE participation:	0%	6.57%	81.27%	0%	0%
Incentive points earned per RFP § D.4:	0.000	3.000	3.000	0.000	0.000
Total Non-Cost Points:	70.000	24.000	53.000	37.500	34.500
<b>Bidders’ Proposed Costs</b>					
Totals from Attachment 6:	\$2,499,971	\$2,283,360	\$2,042,500	\$2,249,365	\$2,393,989
<b>TACPA Preference (RFP § D.3)</b>					
Did bidder claim a TACPA preference?	No	No	No	No	No
Percentage TACPA claimed:	0%	0%	0%	0%	0%
TACPA incentive discount earned:	0.000	0.000	0.000	0.000	0.000
<b>Proposed Costs after TACPA adjustment</b>					
Costs after TACPA, before SB preference:	\$2,499,971	\$2,283,360	\$2,042,500	\$2,249,365	\$2,393,989
<b>Cost Points Before SB Preference</b>					
Lowest cost = \$2,042,500					
Bidder’s cost divided by lowest cost:	81.701%	89.452%	100.000%	90.903%	85.318%
Maximum available cost points = 30.000					
Cost points earned before SB preference:	24.510	26.835	30.000	27.241	25.595

<b>Total Scores of All Bidders – If No Bidder Had Been Disqualified</b>					
	<b>RAND</b>	<b>BEAR</b>	<b>Level 4</b>	<b>HR&amp;A</b>	<b>Guidehouse</b>
<b>Total Earned Points Before SB Preference</b>					
Non-Cost Points:	70.000	24.000	53.000	37.500	34.500
Cost Points:	24.510	26.835	30.000	27.241	25.595
Total Earned Points:	94.510	50.835	83.000	64.741	60.095
<b>Small Business Preference (RFP § D.1)</b>					
Did bidder claim the SB preference?	No	Yes	Yes	No	No
Highest score of non-SBs = 94.510 points					
Award of 5% SB preference points:	0.000	4.726	4.726	0.000	0.000
<b>Non-SB Preference (RFP § D.2)</b>					
Did bidder claim the non-SB preference?	No	No	No	No	No
Award of 5% non-SB preference points:	0.000	0.000	0.000	0.000	0.000
<b>Final Total Points and Ranking (Not valid for award)</b>					
Total points, including incentives & pref:	94.510	55.561	87.726	64.741	60.095
Ranking (if no bidder was disqualified):	1	5	2	3	4

Thus, even if no bidder was disqualified, RAND Corporation would still have the most points and would be recommended for award.