

Award Justification Statement
Solicitation #BP24-1 NASPO Cloud and Software Solutions
Date: October 7, 2025
Utah Procurement Code: § 63G-6a Part 7
Utah Administrative Code: R33-107

I. Results

Overall, the Evaluation Committee determined that the responses submitted by the following vendors were responsive, responsible, and met the required award threshold outlined in RFP BP24-1 for Cloud and Software Services.

- 22nd Century Technologies, Inc.
- A&T Systems, Inc.
- Accenture LLP
- Acro Service Corporation
- Armedia
- AskReply, Inc.(d/b/a B2Gnow)
- AT&T
- Carahsoft Technology Corporation
- CDW Government LLC
- CGI
- CherryRoad Technologies Inc.
- Computer Aid, Inc.
- Conduent
- Crayon Software Experts
- Dell Marketing, LP
- Deloitte Consulting LLP
- DLT Solutions LLC
- Environmental Systems Research Institute, Inc. (Esri)
- EY, LLP
- Flairsoft Ltd
- Four Inc.
- GDIT
- Genesis Consulting Partners, LLC
- Grant Street Group
- Guidehouse Inc
- Hewlett Packard Enterprise
- Insight Public Sector, Inc.
- International Business Machines
- Istonish
- Knowledge Services
- Kyndryl Inc.
- Leidos, Inc.
- Mythics, LLC
- NaphCare
- Nava PBC
- Oakland Consulting Group
- Oracle
- Peraton Inc.
- Presidio Networked Solutions LLC
- PruTech Solutions, Inc.
- Public Consulting Group LLC
- RADcube
- Reconnect, Inc.
- Red Hat
- RedMane Technology LLC
- SHI International Corp
- Softchoice Corp
- Speridian Technologies LLC
- Strategic Communications
- Strategic Solutions Group LLC
- Therap Services LLC
- Unisys Corporation
- Vertosoft LLC
- vTech Solution Inc.
- World Wide Technology, LLC
- xFact Inc.
- York Telecom Corporation
- Zivaro, Inc.

II. Evaluation Process

A request for proposals (RFP) was issued by the State of Utah in collaboration with the NASPO ValuePoint cooperative purchasing program to select vendors to provide Cloud and Software solutions. Pursuant to Part 7 of the Utah Procurement Code, the RFP process was used because criteria other than cost were considered important in determining which vendors' proposals provide the best value to the State.

Proposals were evaluated in accordance with Part 7 of the Utah Procurement Code by an Evaluation Committee comprised of experts from six states. A representative from the Utah Division of Purchasing and General Services was consulted throughout the process to ensure Procurement Code compliance but was not a voting member of the Evaluation Committee.

Awards were made in the categories of SaaS, IaaS, PaaS, On-premises, and Value-Added Services to responsive and responsible vendors whose proposals satisfied all outlined minimum requirements and evaluation thresholds. The evaluation process allowed for a maximum of 1,750 points, consisting of 1,300 points for Stage 4 Technical Criteria and 450 points for Stage 5 Cost Evaluation. To be eligible for award, vendors were required to earn at least 70% of the total points, or 1,225 points.

Before reaching Stage 4, vendors were evaluated in Stage 3, the Short Form Evaluation, which carried a maximum of 700 points. A minimum score of 490 points, or 70%, was required in Stage 3 to advance. Points awarded in Stage 3 were used only to determine eligibility for progression and did not carry forward.

Stage 1: Initial Responsiveness Evaluation

A total of 290 proposals were reviewed for completeness and initial responsiveness, all of which advanced to Stage 2 of the evaluation.

Stage 2: Mandatory Minimum Requirements Evaluation

Proposals were reviewed for compliance with the Mandatory Minimum Requirements listed below.

Criteria	Evaluation
Cover Letter	Pass / fail
Executive Summary	Pass / fail
General Requirements	Pass / fail
Business Profile	Pass / fail
Scope of Experience	Pass / fail
Financials	Pass / fail
Contract Management	Pass / fail
Attend live or watch recording of RFP Pre-proposal Meeting	Pass / fail

271 vendors met the Mandatory Minimum Requirements and advanced to Stage 3 of the evaluation.

Stage 3: Short Form Evaluation

Vendors were required to provide a short form response addressing the criteria summarized below, which were evaluated and scored by the Evaluation Committee. A maximum of 700 points was possible in this stage, and vendors were required to achieve at least 70 percent, or 490 points, in order to advance to Stage 4.

Criteria	Points Possible
Cover Letter	75
Executive Summary	100
General Requirements	50
Business Profile	125
Scope of Experience	125
Financials	100
Contract Management	125
700 Total	

58 vendors met the Stage 3 score threshold and advanced to Stage 4 of the evaluation. Additional scoring details for Stage 3 are included in Appendix A.

Stage 4: Technical Criteria Evaluation

Vendors were required to provide a proposal addressing the criteria summarized below, which were evaluated and scored by the Evaluation Committee. A maximum of 1,300 points was possible in this stage, and the vendors were required to achieve at least 70%, or 910 points, in order to advance to Stage 5.

Criteria	Technical Points Possible
BUSINESS INFORMATION	
General Information	25
Billing and Pricing Practices	25
Best Practices	25
ORGANIZATION AND STAFFING	
Contract Manager	25
TECHNICAL REQUIREMENTS	
Technical Requirements	75
Fulfillment Partners, Subcontractors, and Third-Party Publishers	75
Working with Purchasing Entities	75
Customer Service	75
Security Information	75
Privacy and Security	75
Migration and Redeployment Plan	75
Service or Data Recovery	50
Data Protection	75
Service Level Agreements	50
Data Disposal	50
Performance Measures and Reporting	50
Assessments and Certifications	50
Service Provisioning	50
Back up and Disaster Plan	50
Hosting and Provisioning	50
Trial and Testing Periods	25
Integration and Customization	50
Marketing Plan	25
Value-Added Services	50
Supporting Infrastructure	50
Stage 4 Total:	1300

58 vendors met the Stage 4 score threshold and advanced to Stage 5 of the evaluation. Additional scoring details for Stage 4 are included in Appendix B.

III. Cost Evaluation

Costs proposed in the SaaS, IaaS, and PaaS categories were evaluated and scored independently of one another. A total of 450 points was available for the cost evaluation in each category. All vendors that offered the required minimum discount of 1 percent off MSRP received 225 cost points. The remaining 225 cost points were allocated using a comparative methodology. The vendor with the highest proposed minimum discount off MSRP in each service category (SaaS, IaaS, PaaS, On-Premises, or Value-Added Services) received the full 225 additional cost points. All other vendors received a proportional share of the remaining cost points based on the percentage by which their proposed discount was lower than the highest discount in that category. The formula used was: $(\text{Proposed Discount \% off MSRP} \div \text{Highest Proposed Discount \% off MSRP}) \times 225$. A summary of the cost evaluation is provided in Appendix C.

IV. Conclusion

This RFP was conducted as a multi-award to responsive and responsible vendors who achieved required scoring thresholds. A maximum of 1,750 points was available during the evaluation process. This included 1,300 points for Stage 4 Technical Criteria and 450 points for Stage 5 Cost Evaluation. Vendors were required to achieve a minimum of 70% of the total points, or 1,225 points, to be eligible for award.

Based on the justifications outlined above and the scores received, it is the opinion of the BP24-1 Evaluation Committee that award of contract to the following vendors provides the best value to the State.

- 22nd Century Technologies, Inc.
- A&T Systems, Inc.
- Accenture LLP
- Acro Service Corporation
- Armedia
- AskReply, Inc. (d/b/a B2Gnow)
- AT&T
- Carahsoft Technology Corporation
- CDW Government LLC
- CGI
- CherryRoad Technologies Inc.
- Computer Aid, Inc.
- Conduent
- Crayon Software Experts
- Dell Marketing, LP
- Deloitte Consulting LLP
- DLT Solutions LLC
- Environmental Systems Research Institute, Inc. (Esri)
- EY, LLP
- Flairsoft Ltd
- Four Inc.
- GDIT
- Genesis Consulting Partners, LLC
- Grant Street Group
- Guidehouse Inc
- Hewlett Packard Enterprise
- Insight Public Sector, Inc.
- International Business Machines
- Istonish
- Knowledge Services
- Kyndryl Inc.
- Leidos, Inc.
- Mythics, LLC
- NaphCare
- Nava PBC
- Oakland Consulting Group
- Oracle
- Peraton Inc.
- Presidio Networked Solutions LLC
- PruTech Solutions, Inc.
- Public Consulting Group LLC
- RADcube
- Reconnect, Inc.
- Red Hat
- RedMane Technology LLC
- SHI International Corp
- Softchoice Corp
- Speridian Technologies LLC
- Strategic Communications
- Strategic Solutions Group LLC
- Therap Services LLC
- Unisys Corporation
- Vertosoft LLC
- vTech Solution Inc.
- World Wide Technology, LLC
- xFact Inc.
- York Telecom Corporation
- Zivaro, Inc.

Additional award details, including total scores by category, are included in Appendix D.

Appendix A

BP24-1 Stage 3: Short Form Evaluation Scores

Vendor	Total Score	Cover Letter	Executive Summary	General Requirements	Business Profile	Scope of Experience	Financials	Contract Management
22nd Century Technologies, Inc.	492.50	45.00	70.00	35.00	95.83	91.67	63.33	91.67
Vendor A	415.00	47.50	60.00	30.00	70.83	70.83	56.67	79.17
Vendor B	392.50	37.50	63.33	26.67	70.83	70.83	56.67	66.67
Vendor C	455.83	52.50	66.67	28.33	75.00	95.83	66.67	70.83
A&T Systems, Inc.	527.50	57.50	76.67	36.67	91.67	108.33	56.67	100.00
Vendor D	424.17	45.00	56.67	33.33	66.67	70.83	60.00	91.67
Accenture LLP	538.33	52.50	86.67	40.00	108.33	95.83	63.33	91.67
Acro Service Corporation	490.83	50.00	70.00	31.67	79.17	100.00	60.00	100.00
Vendor E	437.50	50.00	53.33	25.00	75.00	75.00	63.33	95.83
Vendor F	439.17	52.50	76.67	28.33	75.00	75.00	56.67	75.00
Vendor G	454.17	52.50	63.33	33.33	79.17	83.33	63.33	79.17
Vendor H	438.33	47.50	60.00	28.33	79.17	91.67	56.67	75.00
Vendor I	429.17	45.00	56.67	31.67	75.00	75.00	66.67	79.17
Vendor J	433.33	47.50	70.00	30.00	79.17	83.33	40.00	83.33
Vendor K	429.17	35.00	53.33	31.67	70.83	83.33	63.33	91.67
Vendor L	455.83	47.50	66.67	28.33	87.50	79.17	63.33	83.33
Armedia	534.17	60.00	76.67	36.67	104.17	100.00	56.67	100.00
Vendor M	456.67	50.00	70.00	30.00	83.33	83.33	56.67	83.33
Vendor N	452.50	45.00	63.33	31.67	87.50	87.50	50.00	87.50
AskReply, Inc. (d/b/a B2Gnow)	493.33	57.50	73.33	28.33	87.50	87.50	63.33	95.83
Vendor O	445.00	50.00	63.33	28.33	70.83	87.50	53.33	91.67
Vendor P	385.00	50.00	70.00	28.33	58.33	62.50	53.33	62.50
Vendor Q	388.33	45.00	60.00	28.33	66.67	58.33	63.33	66.67
AT&T	493.33	57.50	86.67	36.67	87.50	79.17	66.67	79.17
Vendor R	474.17	42.50	80.00	35.00	104.17	95.83	66.67	50.00
Vendor S	468.33	45.00	70.00	36.67	79.17	100.00	66.67	70.83
Vendor T	400.83	47.50	66.67	26.67	70.83	70.83	43.33	75.00
Vendor U	420.83	50.00	66.67	30.00	79.17	75.00	53.33	66.67
Vendor V	430.00	47.50	66.67	28.33	79.17	79.17	50.00	79.17
Vendor W	332.50	42.50	53.33	26.67	62.50	54.17	43.33	50.00
Vendor X	466.67	47.50	66.67	30.00	83.33	91.67	60.00	87.50
Vendor Y	450.00	52.50	60.00	30.00	83.33	87.50	53.33	83.33
Vendor Z	459.17	52.50	56.67	30.00	83.33	91.67	70.00	75.00
Carahsoft Technology Corporation	553.33	55.00	86.67	35.00	104.17	116.67	60.00	95.83
Vendor AA	392.50	42.50	66.67	28.33	66.67	58.33	63.33	66.67
Vendor AB	390.83	47.50	66.67	30.00	66.67	66.67	46.67	66.67
Vendor AC	438.33	52.50	63.33	33.33	70.83	83.33	60.00	75.00
CDW Government LLC	534.17	60.00	86.67	40.00	79.17	104.17	60.00	104.17
Vendor AD	428.33	47.50	73.33	30.00	75.00	58.33	56.67	87.50
Vendor AE	446.67	50.00	73.33	28.33	75.00	87.50	53.33	79.17
CGI	530.83	47.50	80.00	36.67	104.17	100.00	66.67	95.83
Vendor AF	463.33	50.00	76.67	31.67	75.00	91.67	63.33	75.00
CherryRoad Technologies Inc.	522.50	60.00	76.67	40.00	87.50	95.83	66.67	95.83
Vendor AG	425.83	47.50	73.33	28.33	70.83	62.50	60.00	83.33
Vendor AH	390.00	47.50	63.33	33.33	66.67	70.83	33.33	75.00
Vendor AI	444.17	45.00	60.00	30.00	75.00	75.00	63.33	95.83
Vendor AJ	462.50	42.50	63.33	31.67	83.33	87.50	66.67	87.50
Vendor AK	435.00	47.50	56.67	30.00	79.17	79.17	63.33	79.17
Vendor AL	472.50	47.50	66.67	31.67	91.67	100.00	43.33	91.67
Vendor AM	460.83	55.00	73.33	31.67	91.67	79.17	46.67	83.33
Vendor AN	436.67	45.00	50.00	33.33	91.67	66.67	66.67	83.33
Computer Aid, Inc.	506.67	47.50	70.00	38.33	95.83	87.50	63.33	104.17
Conduent	491.67	50.00	70.00	33.33	100.00	100.00	46.67	91.67
Vendor AO	405.83	40.00	56.67	31.67	62.50	83.33	56.67	75.00
Vendor AP	443.33	50.00	70.00	30.00	79.17	79.17	60.00	75.00
Vendor AQ	408.33	47.50	63.33	35.00	70.83	66.67	50.00	75.00

Vendor	Total Score	Cover Letter	Executive Summary	General Requirements	Business Profile	Scope of Experience	Financials	Contract Management
Crayon Software Experts	492.50	55.00	70.00	35.00	87.50	95.83	70.00	79.17
Vendor AR	466.67	50.00	73.33	36.67	83.33	91.67	56.67	75.00
Vendor AS	430.00	42.50	56.67	33.33	79.17	83.33	60.00	75.00
Vendor AT	438.33	47.50	63.33	33.33	79.17	83.33	56.67	75.00
Vendor AU	367.50	42.50	53.33	25.00	62.50	66.67	46.67	70.83
Dell Marketing, LP	491.67	47.50	80.00	33.33	79.17	91.67	76.67	83.33
Deloitte Consulting LLP	512.50	50.00	73.33	38.33	95.83	91.67	63.33	100.00
Vendor AV	437.50	50.00	63.33	33.33	79.17	83.33	53.33	75.00
DLT Solutions LLC	492.50	50.00	66.67	33.33	91.67	95.83	63.33	91.67
Vendor AW	411.67	42.50	66.67	30.00	75.00	62.50	60.00	75.00
Vendor AX	433.33	47.50	63.33	33.33	83.33	66.67	60.00	79.17
Vendor AY	451.67	50.00	73.33	31.67	62.50	87.50	63.33	83.33
Vendor AZ	470.83	45.00	76.67	30.00	100.00	91.67	56.67	70.83
Vendor BA	435.00	45.00	73.33	28.33	79.17	75.00	63.33	70.83
Vendor BB	449.17	50.00	70.00	33.33	66.67	79.17	66.67	83.33
Vendor BC	425.00	47.50	63.33	30.00	79.17	75.00	46.67	83.33
Vendor BD	442.50	45.00	76.67	33.33	75.00	79.17	50.00	83.33
Environmental Systems Research	512.50	55.00	93.33	35.00	95.83	95.83	50.00	87.50
Vendor BE	460.00	45.00	70.00	30.00	95.83	83.33	56.67	79.17
Vendor BF	453.33	52.50	70.00	30.00	79.17	75.00	63.33	83.33
Vendor BG	450.00	45.00	70.00	30.00	75.00	83.33	63.33	83.33
Vendor BH	392.50	50.00	70.00	28.33	66.67	62.50	40.00	75.00
Vendor BI	419.17	47.50	66.67	28.33	66.67	70.83	60.00	79.17
EY, LLP	507.50	50.00	73.33	38.33	104.17	91.67	66.67	83.33
Vendor BJ	398.33	45.00	53.33	31.67	66.67	75.00	43.33	83.33
Vendor BK	463.33	47.50	63.33	35.00	91.67	87.50	63.33	75.00
Vendor BL	475.00	50.00	60.00	35.00	75.00	95.83	63.33	95.83
Flairsoft Ltd	496.67	50.00	73.33	31.67	100.00	87.50	66.67	87.50
Vendor BM	450.83	50.00	60.00	35.00	87.50	70.83	60.00	87.50
Vendor BN	455.83	47.50	80.00	30.00	66.67	83.33	56.67	91.67
Four Inc.	509.17	52.50	80.00	36.67	91.67	100.00	56.67	91.67
Vendor BO	419.17	47.50	73.33	30.00	66.67	62.50	60.00	79.17
GDIT	523.33	52.50	76.67	38.33	104.17	104.17	60.00	87.50
Genesis Consulting Partners, LLC	515.83	52.50	76.67	33.33	100.00	95.83	70.00	87.50
Vendor BP	445.83	50.00	56.67	30.00	83.33	79.17	63.33	83.33
Vendor BQ	434.17	42.50	63.33	30.00	79.17	79.17	56.67	83.33
Vendor BR	440.83	50.00	60.00	30.00	75.00	83.33	63.33	79.17
Vendor BS	407.50	47.50	56.67	26.67	66.67	70.83	60.00	79.17
Vendor BT	404.17	47.50	66.67	28.33	62.50	66.67	53.33	79.17
Grant Street Group	491.67	47.50	73.33	33.33	87.50	100.00	66.67	83.33
Vendor BU	381.67	40.00	56.67	30.00	66.67	66.67	46.67	75.00
Vendor BV	373.33	45.00	46.67	28.33	62.50	66.67	53.33	70.83
Guidehouse Inc	491.67	45.00	66.67	33.33	95.83	100.00	63.33	87.50
Vendor BW	435.00	45.00	63.33	30.00	75.00	83.33	63.33	75.00
Vendor BX	465.83	47.50	66.67	30.00	87.50	87.50	63.33	83.33
Hewlett Packard Enterprise	520.83	47.50	83.33	35.00	100.00	100.00	63.33	91.67
Vendor BY	472.50	50.00	70.00	35.00	87.50	87.50	63.33	79.17
Vendor BZ	439.17	52.50	66.67	28.33	70.83	83.33	66.67	70.83
Vendor CA	413.33	47.50	53.33	30.00	79.17	75.00	53.33	75.00
Vendor CB	393.33	45.00	63.33	26.67	62.50	70.83	50.00	75.00
Vendor CC	457.50	47.50	70.00	35.00	79.17	75.00	63.33	87.50
Vendor CD	447.50	50.00	63.33	33.33	87.50	70.83	63.33	79.17
Vendor CE	397.50	50.00	56.67	26.67	62.50	70.83	60.00	70.83
Vendor CF	466.67	57.50	63.33	38.33	87.50	79.17	53.33	87.50
Vendor CG	454.17	52.50	60.00	35.00	79.17	100.00	56.67	70.83
Vendor CH	475.83	47.50	70.00	30.00	91.67	79.17	70.00	87.50
Vendor CI	463.33	47.50	60.00	26.67	83.33	91.67	66.67	87.50
Vendor CJ	480.00	50.00	60.00	35.00	87.50	100.00	60.00	87.50
Vendor CK	425.00	52.50	56.67	31.67	83.33	75.00	46.67	79.17

Vendor	Total Score	Cover Letter	Executive Summary	General Requirements	Business Profile	Scope of Experience	Financials	Contract Management
Vendor CL	455.83	47.50	70.00	28.33	79.17	87.50	60.00	83.33
Insight Public Sector, Inc.	510.83	47.50	76.67	36.67	91.67	104.17	66.67	87.50
International Business Machines	496.67	50.00	83.33	38.33	83.33	83.33	66.67	91.67
Vendor CM	389.17	45.00	66.67	28.33	70.83	54.17	53.33	70.83
Vendor CN	448.33	50.00	63.33	30.00	79.17	83.33	63.33	79.17
Vendor CO	430.00	45.00	63.33	28.33	66.67	79.17	60.00	87.50
Istonish	490.83	47.50	80.00	36.67	87.50	95.83	60.00	83.33
Vendor CP	445.00	52.50	70.00	28.33	83.33	79.17	56.67	75.00
Vendor CQ	443.33	47.50	66.67	35.00	83.33	79.17	56.67	75.00
Vendor CR	397.50	45.00	60.00	30.00	66.67	66.67	66.67	62.50
Vendor CS	420.83	40.00	63.33	31.67	70.83	75.00	56.67	83.33
Vendor CT	409.17	47.50	60.00	28.33	66.67	75.00	56.67	75.00
Vendor CU	440.83	50.00	66.67	30.00	83.33	87.50	56.67	66.67
Knowledge Services	579.17	55.00	86.67	43.33	108.33	112.50	73.33	100.00
Vendor CV	463.33	47.50	76.67	35.00	79.17	91.67	50.00	83.33
Vendor CW	420.83	42.50	70.00	30.00	70.83	70.83	53.33	83.33
Vendor CX	450.83	50.00	66.67	31.67	83.33	79.17	56.67	83.33
Kyndryl Inc.	550.00	57.50	76.67	38.33	95.83	112.50	73.33	95.83
Vendor CY	470.83	47.50	73.33	33.33	70.83	95.83	66.67	83.33
Leidos, Inc.	522.50	50.00	70.00	38.33	100.00	108.33	60.00	95.83
Vendor CZ	460.00	45.00	73.33	33.33	87.50	95.83	50.00	75.00
Vendor DA	451.67	50.00	76.67	26.67	79.17	83.33	56.67	79.17
Vendor DB	410.83	47.50	63.33	28.33	62.50	75.00	63.33	70.83
Vendor DC	438.33	42.50	70.00	31.67	79.17	70.83	73.33	70.83
Vendor DD	408.33	50.00	70.00	28.33	66.67	75.00	43.33	75.00
Vendor DE	431.67	50.00	73.33	33.33	66.67	75.00	50.00	83.33
Vendor DF	459.17	45.00	70.00	30.00	83.33	83.33	60.00	87.50
Vendor DG	430.00	50.00	63.33	30.00	83.33	70.83	53.33	79.17
Vendor DH	425.00	47.50	66.67	31.67	70.83	66.67	66.67	75.00
Vendor DI	414.17	42.50	56.67	33.33	66.67	75.00	56.67	83.33
Vendor DJ	451.67	47.50	66.67	28.33	70.83	100.00	63.33	75.00
Vendor DK	456.67	50.00	66.67	31.67	75.00	91.67	66.67	75.00
Vendor DL	450.00	50.00	70.00	31.67	79.17	83.33	56.67	79.17
Vendor DM	393.33	42.50	53.33	30.00	58.33	75.00	63.33	70.83
Vendor DN	459.17	45.00	60.00	30.00	83.33	91.67	70.00	79.17
Vendor DO	413.33	40.00	63.33	30.00	66.67	70.83	63.33	79.17
Vendor DP	470.83	47.50	76.67	30.00	83.33	87.50	66.67	79.17
Vendor DQ	441.67	50.00	60.00	33.33	79.17	79.17	56.67	83.33
Mythics, LLC	507.50	50.00	70.00	33.33	100.00	100.00	66.67	87.50
Vendor DR	450.00	47.50	60.00	28.33	83.33	91.67	60.00	79.17
NaphCare	492.50	52.50	76.67	30.00	83.33	100.00	66.67	83.33
Nava PBC	502.50	52.50	80.00	35.00	95.83	100.00	60.00	79.17
Vendor DS	451.67	42.50	63.33	33.33	83.33	87.50	66.67	75.00
Vendor DT	436.67	47.50	63.33	28.33	70.83	87.50	60.00	79.17
Vendor DU	470.83	47.50	66.67	33.33	91.67	83.33	56.67	91.67
Vendor DV	448.33	55.00	70.00	30.00	79.17	70.83	60.00	83.33
Vendor DW	462.50	50.00	63.33	30.00	75.00	87.50	73.33	83.33
Vendor DX	415.83	47.50	63.33	28.33	70.83	87.50	43.33	75.00
Vendor DY	472.50	47.50	60.00	35.00	83.33	95.83	63.33	87.50
Vendor DZ	419.17	47.50	63.33	31.67	70.83	83.33	43.33	79.17
Oakland Consulting Group	495.00	60.00	70.00	38.33	83.33	104.17	43.33	95.83
Vendor EA	465.83	55.00	66.67	33.33	83.33	87.50	56.67	83.33
Vendor EB	433.33	47.50	66.67	30.00	62.50	83.33	60.00	83.33
Vendor EC	426.67	47.50	60.00	33.33	66.67	79.17	56.67	83.33
Vendor ED	440.00	52.50	50.00	28.33	87.50	75.00	63.33	83.33
Vendor EE	478.33	47.50	66.67	35.00	87.50	95.83	66.67	79.17
Vendor EF	488.33	47.50	70.00	33.33	87.50	95.83	66.67	87.50
Oracle	490.00	50.00	70.00	36.67	91.67	95.83	66.67	79.17
Vendor EG	470.83	50.00	66.67	30.00	87.50	95.83	53.33	87.50

Vendor	Total Score	Cover Letter	Executive Summary	General Requirements	Business Profile	Scope of Experience	Financials	Contract Management
Peraton Inc.	565.83	60.00	83.33	41.67	104.17	108.33	76.67	91.67
Vendor EH	459.17	45.00	66.67	35.00	75.00	91.67	66.67	79.17
Vendor EI	438.33	45.00	60.00	30.00	79.17	91.67	53.33	79.17
Vendor EJ	397.50	42.50	66.67	30.00	70.83	62.50	50.00	75.00
Vendor EK	408.33	42.50	66.67	26.67	79.17	58.33	60.00	75.00
Presidio Networked Solutions LLC	503.33	47.50	76.67	30.00	95.83	95.83	70.00	87.50
Vendor EL	430.00	45.00	63.33	31.67	75.00	83.33	56.67	75.00
PruTech Solutions, Inc.	495.83	52.50	60.00	36.67	100.00	83.33	80.00	83.33
Public Consulting Group LLC	493.33	47.50	80.00	28.33	83.33	100.00	66.67	87.50
Vendor EM	463.33	50.00	73.33	31.67	79.17	83.33	66.67	79.17
Vendor EN	410.83	42.50	66.67	26.67	66.67	79.17	50.00	79.17
Vendor EO	442.50	47.50	70.00	31.67	75.00	87.50	60.00	70.83
Vendor EP	470.00	45.00	60.00	35.00	87.50	100.00	63.33	79.17
RADcube	528.33	57.50	70.00	36.67	95.83	95.83	76.67	95.83
Reconnect, Inc.	513.33	55.00	83.33	40.00	95.83	91.67	76.67	70.83
Red Hat	520.00	52.50	76.67	38.33	95.83	91.67	73.33	91.67
RedMane Technology LLC	503.33	50.00	66.67	30.00	95.83	100.00	73.33	87.50
Vendor EQ	395.83	45.00	60.00	31.67	70.83	66.67	46.67	75.00
Vendor ER	442.50	47.50	60.00	33.33	79.17	100.00	43.33	79.17
Vendor ES	453.33	45.00	66.67	30.00	83.33	95.83	53.33	79.17
Vendor ET	340.83	32.50	50.00	28.33	54.17	58.33	46.67	70.83
Vendor EU	447.50	47.50	66.67	30.00	66.67	79.17	70.00	87.50
Vendor EV	437.50	45.00	66.67	33.33	87.50	75.00	63.33	66.67
Vendor EW	415.00	37.50	63.33	30.00	79.17	75.00	63.33	66.67
Vendor EX	433.33	45.00	60.00	30.00	83.33	79.17	56.67	79.17
Vendor EY	400.00	45.00	66.67	26.67	58.33	75.00	53.33	75.00
Vendor EZ	423.33	42.50	63.33	26.67	79.17	79.17	53.33	79.17
Vendor FA	385.00	40.00	66.67	28.33	70.83	54.17	50.00	75.00
Vendor FB	432.50	45.00	63.33	30.00	79.17	83.33	56.67	75.00
Vendor FC	426.67	47.50	66.67	28.33	70.83	75.00	63.33	75.00
Vendor FD	470.00	50.00	70.00	30.00	87.50	83.33	70.00	79.17
Vendor FE	410.83	45.00	66.67	30.00	75.00	62.50	56.67	75.00
Vendor FF	450.83	45.00	76.67	31.67	87.50	79.17	60.00	70.83
Vendor FG	404.17	47.50	66.67	28.33	62.50	58.33	70.00	70.83
SHI International Corp	520.00	55.00	76.67	35.00	104.17	95.83	70.00	83.33
Vendor FH	410.83	50.00	66.67	28.33	70.83	70.83	53.33	70.83
Vendor FI	473.33	47.50	70.00	33.33	79.17	91.67	60.00	91.67
Softchoice Corp	490.83	52.50	66.67	35.00	79.17	100.00	70.00	87.50
Vendor FJ	390.83	42.50	70.00	28.33	79.17	54.17	50.00	66.67
Vendor FK	418.33	45.00	63.33	30.00	66.67	87.50	46.67	79.17
Vendor FL	444.17	47.50	56.67	28.33	75.00	87.50	70.00	79.17
Vendor FM	441.67	52.50	60.00	30.00	87.50	79.17	53.33	79.17
Vendor FN	435.00	52.50	63.33	26.67	75.00	79.17	63.33	75.00
Speridian Technologies LLC	525.83	50.00	80.00	35.00	100.00	100.00	73.33	87.50
Vendor FO	464.17	45.00	70.00	35.00	79.17	91.67	60.00	83.33
Vendor FP	462.50	50.00	63.33	33.33	83.33	91.67	53.33	87.50
Vendor FQ	438.33	50.00	70.00	31.67	87.50	70.83	53.33	75.00
Strategic Communications	536.67	55.00	73.33	38.33	95.83	104.17	70.00	100.00
Strategic Solutions Group LLC	499.17	52.50	60.00	33.33	95.83	95.83	70.00	91.67
Vendor FR	455.00	50.00	70.00	35.00	87.50	75.00	66.67	70.83
Vendor FS	419.17	50.00	63.33	26.67	70.83	58.33	66.67	83.33
Vendor FT	454.17	42.50	63.33	31.67	83.33	87.50	66.67	79.17
Vendor FU	454.17	47.50	60.00	33.33	79.17	87.50	63.33	83.33
Vendor FV	411.67	47.50	56.67	28.33	75.00	79.17	50.00	75.00
Vendor FW	388.33	45.00	63.33	30.00	66.67	58.33	50.00	75.00
Vendor FX	430.00	50.00	66.67	35.00	75.00	66.67	53.33	83.33
Vendor FY	398.33	47.50	60.00	33.33	62.50	70.83	53.33	70.83
Vendor FZ	421.67	45.00	66.67	31.67	62.50	83.33	53.33	79.17
Vendor GA	428.33	47.50	60.00	31.67	75.00	75.00	60.00	79.17

Vendor	Total Score	Cover Letter	Executive Summary	General Requirements	Business Profile	Scope of Experience	Financials	Contract Management
Vendor GB	401.67	47.50	56.67	35.00	62.50	75.00	50.00	75.00
Vendor GC	434.17	42.50	66.67	30.00	79.17	79.17	53.33	83.33
Therap Services LLC	491.67	55.00	80.00	31.67	83.33	91.67	66.67	83.33
Vendor GD	409.17	47.50	60.00	28.33	66.67	79.17	56.67	70.83
Vendor GE	447.50	45.00	63.33	30.00	91.67	75.00	63.33	79.17
Vendor GF	435.83	50.00	63.33	28.33	79.17	79.17	56.67	79.17
Vendor GG	470.00	52.50	76.67	28.33	75.00	87.50	66.67	83.33
Vendor GH	467.50	50.00	63.33	36.67	100.00	79.17	63.33	75.00
Vendor GI	355.83	45.00	56.67	25.00	58.33	54.17	50.00	66.67
Vendor GJ	431.67	45.00	66.67	31.67	79.17	87.50	46.67	75.00
Vendor GK	445.83	47.50	66.67	35.00	87.50	70.83	46.67	91.67
Vendor GL	466.67	47.50	80.00	36.67	91.67	91.67	40.00	79.17
Vendor GM	424.17	47.50	70.00	28.33	70.83	79.17	53.33	75.00
Vendor GN	473.33	50.00	66.67	31.67	91.67	87.50	66.67	79.17
Unisys Corporation	491.67	52.50	80.00	36.67	83.33	91.67	60.00	87.50
Vendor GO	425.00	45.00	60.00	31.67	75.00	70.83	63.33	79.17
Vendor GP	440.00	50.00	66.67	30.00	83.33	70.83	60.00	79.17
Vendor GQ	451.67	55.00	70.00	36.67	83.33	83.33	40.00	83.33
Vendor GR	458.33	45.00	63.33	35.00	83.33	87.50	56.67	87.50
Vendor GS	430.00	47.50	63.33	33.33	75.00	79.17	56.67	75.00
Vendor GT	455.00	47.50	73.33	28.33	83.33	83.33	60.00	79.17
Vertosoft LLC	494.17	50.00	66.67	40.00	83.33	95.83	66.67	91.67
Vendor GU	461.67	45.00	73.33	35.00	75.00	83.33	66.67	83.33
Vendor GV	453.33	47.50	70.00	31.67	87.50	79.17	66.67	70.83
Vendor GW	480.00	47.50	73.33	33.33	87.50	87.50	63.33	87.50
Vendor GX	423.33	35.00	60.00	30.00	75.00	91.67	56.67	75.00
Vendor GY	465.00	50.00	66.67	31.67	83.33	83.33	66.67	83.33
vTech Solution Inc.	543.33	60.00	80.00	38.33	91.67	104.17	73.33	95.83
Vendor GZ	428.33	45.00	70.00	33.33	75.00	75.00	63.33	66.67
Vendor HA	391.67	40.00	63.33	31.67	66.67	62.50	56.67	70.83
Vendor HB	360.83	40.00	56.67	25.00	62.50	58.33	60.00	58.33
World Wide Technology, LLC	492.50	52.50	80.00	38.33	83.33	95.83	63.33	79.17
Vendor HC	460.83	50.00	70.00	30.00	83.33	91.67	56.67	79.17
xFact Inc.	527.50	52.50	73.33	40.00	95.83	104.17	70.00	91.67
York Telecom Corporation	501.67	50.00	73.33	35.00	87.50	95.83	60.00	100.00
Vendor HD	451.67	47.50	70.00	28.33	83.33	83.33	60.00	79.17
Zivaro, Inc.	496.67	50.00	63.33	31.67	95.83	95.83	76.67	83.33
Vendor HE	438.33	45.00	66.67	31.67	75.00	83.33	53.33	83.33

Appendix B
BP24-1 Stage 4: Technical Criteria Scores

BUSINESS INFORMATION	22nd Century Technologies, Inc.	A&T Systems, Inc.	Accenture LLP	Acro Service Corporation	Armedia	AskReply, Inc. (d/b/a B2Gnow)
General Information	20.00	20.00	20.83	20.83	20.83	20.83
Billing and Pricing Practices	20.83	22.50	19.17	20.83	19.17	20.00
Best Practices	20.83	20.00	21.67	20.83	20.00	20.83
Contract Manager	21.67	21.67	21.67	20.00	20.00	19.17
Requirements	60.00	60.00	62.50	60.00	57.50	62.50
Fullfillment Partners, Subcontractors, and Third-party Publishers	62.50	65.00	62.50	67.50	65.00	60.00
Working with Purchasing Entities	62.50	62.50	65.00	60.00	57.50	55.00
Customer Service	62.50	60.00	60.00	60.00	62.50	57.50
Security of Information	65.00	60.00	65.00	62.50	62.50	65.00
Privacy and Security	65.00	57.50	67.50	62.50	62.50	60.00
Migration and Redeployment Plan	65.00	65.00	62.50	65.00	60.00	62.50
Recovery	45.00	41.67	41.67	41.67	41.67	41.67
Data Protection	65.00	62.50	65.00	65.00	62.50	62.50
Agreements	45.00	41.67	40.00	43.33	41.67	40.00
Data Disposal	41.67	41.67	41.67	41.67	40.00	41.67
Measures and	43.33	38.33	40.00	41.67	41.67	36.67
Certifications	38.33	40.00	43.33	40.00	43.33	38.33
Service Provisioning	45.00	41.67	40.00	43.33	43.33	36.67
Back up and Disaster Plan	38.33	40.00	41.67	41.67	41.67	41.67
Hosting and Provisioning	41.67	38.33	43.33	41.67	40.00	41.67
Trial and Testing Periods	20.83	20.00	20.83	20.83	17.50	19.17
Integration and Customization	43.33	41.67	40.00	40.00	40.00	40.00
Marketing Plan	20.83	20.00	21.67	20.83	21.67	18.33
Value-Added Services	40.00	36.67	45.00	43.33	41.67	40.00
Supporting Infrastructure	41.67	41.67	41.67	38.33	43.33	40.00
Total Points	1095.83	1060.00	1094.17	1083.33	1067.50	1041.67

BUSINESS INFORMATION	AT&T	Carahsoft Technology Corporation	CDW Government LLC	CGI	CherryRoad Technologies Inc.	Computer Aid, Inc.	Conduent
General Information	20.83	23.33	23.33	21.67	20.83	20.00	20.83
Billing and Pricing Practices	20.00	23.33	21.67	20.00	20.00	18.33	18.33
Best Practices	20.83	22.50	21.67	20.83	20.00	19.17	20.00
Contract Manager	18.33	22.50	23.33	20.83	21.67	21.67	20.83
Requirements	60.00	70.00	65.00	62.50	60.00	60.00	60.00
Fullfillment Partners, Subcontractors, and Third-party Publishers	62.50	67.50	65.00	62.50	72.50	65.00	62.50
Working with Purchasing Entities	62.50	67.50	62.50	60.00	62.50	60.00	60.00
Customer Service	62.50	65.00	67.50	67.50	67.50	65.00	65.00
Security of Information	62.50	65.00	62.50	65.00	62.50	62.50	62.50
Privacy and Security	62.50	65.00	62.50	65.00	60.00	62.50	62.50
Migration and Redeployment Plan	65.00	65.00	57.50	65.00	60.00	60.00	65.00
Recovery	41.67	43.33	41.67	43.33	36.67	41.67	40.00
Data Protection	60.00	67.50	62.50	65.00	62.50	65.00	62.50
Agreements	40.00	45.00	41.67	41.67	43.33	38.33	43.33
Data Disposal	40.00	45.00	41.67	43.33	36.67	40.00	41.67
Measures and	41.67	45.00	43.33	43.33	41.67	41.67	41.67
Certifications	43.33	43.33	41.67	41.67	41.67	40.00	41.67
Service Provisioning	41.67	45.00	41.67	41.67	41.67	41.67	40.00
Back up and Disaster Plan	40.00	45.00	45.00	41.67	41.67	41.67	41.67
Hosting and Provisioning	43.33	43.33	40.00	43.33	41.67	43.33	41.67
Trial and Testing Periods	20.00	22.50	20.83	21.67	20.00	20.00	20.00
Integration and Customization	41.67	45.00	45.00	43.33	41.67	41.67	38.33
Marketing Plan	18.33	22.50	21.67	20.00	21.67	21.67	20.00
Value-Added Services	41.67	45.00	41.67	40.00	41.67	43.33	38.33
Supporting Infrastructure	40.00	43.33	41.67	43.33	43.33	41.67	40.00
Total Points	1070.83	1157.50	1102.50	1104.17	1083.33	1075.83	1068.33

BUSINESS INFORMATION	Crayon Software Experts	Dell Marketing, LP	Deloitte Consulting LLP	DLT Solutions LLC	Environmental Systems Research Institute, Inc. (Esri)
General Information	20.83	18.33	22.50	21.67	20.00
Billing and Pricing Practices	20.83	20.83	20.83	20.83	19.17
Best Practices	20.83	19.17	20.83	20.00	19.17
Contract Manager	20.00	18.33	22.50	19.17	20.83
Requirements	65.00	62.50	62.50	65.00	60.00
Fullfillment Partners, Subcontractors, and Third-party Publishers	70.00	62.50	67.50	62.50	65.00
Working with Purchasing Entities	60.00	57.50	65.00	62.50	57.50
Customer Service	62.50	62.50	65.00	65.00	55.00
Security of Information	62.50	60.00	65.00	62.50	60.00
Privacy and Security	65.00	65.00	67.50	65.00	62.50
Migration and Redeployment Plan	62.50	60.00	62.50	60.00	57.50
Recovery	40.00	38.33	43.33	40.00	40.00
Data Protection	62.50	62.50	65.00	60.00	62.50
Agreements	36.67	35.00	40.00	43.33	36.67
Data Disposal	40.00	41.67	41.67	41.67	41.67
Measures and	35.00	40.00	45.00	41.67	38.33
Certifications	40.00	41.67	41.67	41.67	38.33
Service Provisioning	41.67	40.00	43.33	41.67	41.67
Back up and Disaster Plan	43.33	41.67	43.33	43.33	41.67
Hosting and Provisioning	41.67	40.00	43.33	40.00	38.33
Trial and Testing Periods	20.00	19.17	21.67	20.83	19.17
Integration and Customization	41.67	41.67	43.33	43.33	40.00
Marketing Plan	20.00	21.67	21.67	20.83	20.00
Value-Added Services	40.00	41.67	41.67	43.33	43.33
Supporting Infrastructure	41.67	40.00	41.67	41.67	40.00
Total Points	1074.17	1051.67	1118.33	1087.50	1038.33

BUSINESS INFORMATION	Genesis Consulting Partners, LLC Grant Street Group Guidehouse Inc						
	EY, LLP	Flairsoft Ltd	Four Inc.	GDIT	Genesis Consulting Partners, LLC	Grant Street Group	Guidehouse Inc
General Information	22.50	21.67	20.00	18.33	20.00	20.83	20.00
Billing and Pricing Practices	22.50	20.00	20.00	19.17	20.83	20.00	18.33
Best Practices	20.00	20.83	20.00	20.00	19.17	20.00	17.50
Contract Manager	21.67	21.67	20.83	20.83	17.50	20.83	19.17
Requirements	60.00	62.50	60.00	62.50	60.00	55.00	57.50
Fullfillment Partners, Subcontractors, and Third-party Publishers	57.50	55.00	60.00	62.50	62.50	67.50	60.00
Working with Purchasing Entities	62.50	60.00	60.00	62.50	65.00	67.50	57.50
Customer Service	62.50	65.00	62.50	60.00	62.50	65.00	57.50
Security of Information	62.50	65.00	65.00	62.50	65.00	60.00	60.00
Privacy and Security	67.50	65.00	60.00	62.50	62.50	65.00	62.50
Migration and Redeployment Plan	65.00	65.00	62.50	62.50	62.50	57.50	57.50
Recovery	41.67	41.67	41.67	41.67	41.67	41.67	40.00
Data Protection	62.50	62.50	65.00	62.50	62.50	60.00	60.00
Agreements	40.00	41.67	38.33	40.00	45.00	40.00	31.67
Data Disposal	43.33	41.67	43.33	40.00	41.67	40.00	36.67
Measures and	45.00	41.67	41.67	38.33	40.00	40.00	33.33
Certifications	41.67	40.00	41.67	36.67	41.67	33.33	35.00
Service Provisioning	41.67	41.67	41.67	40.00	41.67	38.33	35.00
Back up and Disaster Plan	41.67	41.67	40.00	40.00	40.00	40.00	35.00
Hosting and Provisioning	40.00	40.00	41.67	40.00	40.00	41.67	38.33
Trial and Testing Periods	20.83	20.00	20.00	19.17	20.00	20.00	20.00
Integration and Customization	40.00	38.33	40.00	40.00	41.67	41.67	38.33
Marketing Plan	20.00	20.83	20.83	19.17	20.00	21.67	18.33
Value-Added Services	43.33	38.33	43.33	40.00	40.00	38.33	36.67
Supporting Infrastructure	43.33	40.00	40.00	38.33	41.67	38.33	40.00
Total Points	1089.17	1071.67	1070.00	1049.17	1075.00	1054.17	985.83

BUSINESS INFORMATION						
	Hewlett Packard Enterprise	Insight Public Sector, Inc.	International Business Machines	Istonish	Knowledge Services	Kyndryl Inc.
General Information	20.00	20.00	21.67	20.00	22.50	20.00
Billing and Pricing Practices	21.67	21.67	20.83	20.00	20.83	18.33
Best Practices	21.67	20.00	19.17	20.83	20.00	20.00
Contract Manager	21.67	21.67	16.67	22.50	21.67	23.33
Requirements	62.50	62.50	67.50	62.50	57.50	60.00
Fullfillment Partners, Subcontractors, and Third-party Publishers	67.50	62.50	62.50	62.50	70.00	60.00
Working with Purchasing Entities	65.00	67.50	65.00	52.50	62.50	60.00
Customer Service	65.00	62.50	67.50	62.50	62.50	57.50
Security of Information	65.00	65.00	62.50	62.50	62.50	57.50
Privacy and Security	65.00	65.00	65.00	65.00	62.50	57.50
Migration and Redeployment Plan	65.00	60.00	62.50	62.50	62.50	60.00
Recovery	43.33	45.00	41.67	40.00	41.67	40.00
Data Protection	60.00	65.00	65.00	62.50	62.50	57.50
Agreements	41.67	38.33	38.33	45.00	41.67	38.33
Data Disposal	40.00	43.33	40.00	38.33	40.00	38.33
Measures and	41.67	43.33	40.00	38.33	40.00	40.00
Certifications	41.67	40.00	43.33	38.33	40.00	38.33
Service Provisioning	41.67	40.00	41.67	38.33	40.00	40.00
Back up and Disaster Plan	41.67	43.33	41.67	40.00	41.67	36.67
Hosting and Provisioning	41.67	41.67	41.67	43.33	41.67	41.67
Trial and Testing Periods	21.67	21.67	21.67	20.83	20.83	20.00
Integration and Customization	41.67	40.00	41.67	41.67	40.00	36.67
Marketing Plan	21.67	20.83	21.67	20.83	21.67	21.67
Value-Added Services	41.67	40.00	41.67	35.00	36.67	41.67
Supporting Infrastructure	43.33	43.33	41.67	41.67	40.00	38.33
Total Points	1103.33	1094.17	1092.50	1057.50	1073.33	1023.33

BUSINESS INFORMATION	Oakland Consulting						
	Leidos, Inc.	Mythics, LLC	NaphCare	Nava PBC	Group	Oracle	Peraton Inc.
General Information	20.00	20.83	20.83	20.83	20.83	20.83	20.83
Billing and Pricing Practices	20.00	21.67	18.33	20.00	19.17	20.00	20.83
Best Practices	20.00	19.17	17.50	20.83	17.50	20.83	19.17
Contract Manager	19.17	22.50	21.67	20.83	20.83	20.00	20.83
Requirements	62.50	62.50	57.50	57.50	57.50	57.50	57.50
Fullfillment Partners, Subcontractors, and Third-party Publishers	62.50	60.00	62.50	60.00	52.50	57.50	65.00
Working with Purchasing Entities	60.00	65.00	62.50	62.50	52.50	60.00	62.50
Customer Service	62.50	67.50	67.50	62.50	57.50	57.50	62.50
Security of Information	62.50	60.00	62.50	60.00	60.00	60.00	60.00
Privacy and Security	62.50	65.00	62.50	62.50	55.00	65.00	62.50
Migration and Redeployment Plan	65.00	60.00	60.00	60.00	55.00	60.00	57.50
Recovery	40.00	41.67	41.67	41.67	38.33	41.67	41.67
Data Protection	60.00	60.00	62.50	62.50	60.00	62.50	60.00
Agreements	41.67	41.67	38.33	36.67	41.67	40.00	41.67
Data Disposal	43.33	41.67	36.67	41.67	35.00	40.00	41.67
Measures and	41.67	40.00	43.33	40.00	40.00	40.00	36.67
Certifications	36.67	43.33	40.00	41.67	40.00	41.67	36.67
Service Provisioning	41.67	40.00	35.00	38.33	41.67	41.67	41.67
Back up and Disaster Plan	40.00	40.00	40.00	40.00	40.00	41.67	40.00
Hosting and Provisioning	41.67	40.00	36.67	41.67	41.67	40.00	41.67
Trial and Testing Periods	20.00	20.83	20.83	19.17	20.00	20.83	18.33
Integration and Customization	38.33	40.00	41.67	40.00	40.00	40.00	40.00
Marketing Plan	21.67	22.50	20.83	20.00	18.33	21.67	20.00
Value-Added Services	41.67	45.00	41.67	41.67	40.00	36.67	38.33
Supporting Infrastructure	40.00	41.67	40.00	40.00	36.67	41.67	40.00
Total Points	1065.00	1082.50	1052.50	1052.50	1001.67	1049.17	1047.50

BUSINESS INFORMATION	Presidio Networked Solutions LLC	PruTech Solutions, Inc.	Public Consulting Group LLC	RADcube	Reconnect, Inc.	Red Hat
General Information	20.83	20.83	22.50	20.00	19.17	20.83
Billing and Pricing Practices	20.00	19.17	20.00	20.00	20.00	20.83
Best Practices	20.00	20.00	19.17	18.33	20.83	21.67
Contract Manager	22.50	21.67	21.67	16.67	20.00	21.67
Requirements	60.00	55.00	60.00	57.50	60.00	60.00
Fullfillment Partners, Subcontractors, and Third-party Publishers	60.00	55.00	65.00	57.50	62.50	60.00
Working with Purchasing Entities	52.50	65.00	65.00	62.50	57.50	62.50
Customer Service	60.00	60.00	60.00	57.50	60.00	62.50
Security of Information	55.00	60.00	60.00	62.50	60.00	60.00
Privacy and Security	60.00	62.50	62.50	60.00	60.00	65.00
Migration and Redeployment Plan	57.50	62.50	60.00	62.50	62.50	57.50
Recovery	40.00	41.67	40.00	38.33	38.33	38.33
Data Protection	62.50	60.00	60.00	57.50	62.50	60.00
Agreements	36.67	40.00	40.00	38.33	41.67	31.67
Data Disposal	40.00	41.67	31.67	41.67	40.00	38.33
Measures and	38.33	36.67	38.33	41.67	38.33	40.00
Certifications	40.00	35.00	36.67	35.00	35.00	38.33
Service Provisioning	40.00	41.67	38.33	40.00	38.33	41.67
Back up and Disaster Plan	38.33	40.00	38.33	40.00	40.00	41.67
Hosting and Provisioning	40.00	41.67	40.00	41.67	41.67	43.33
Trial and Testing Periods	19.17	18.33	20.00	20.00	17.50	19.17
Integration and Customization	40.00	40.00	38.33	41.67	38.33	45.00
Marketing Plan	22.50	20.83	21.67	21.67	20.00	21.67
Value-Added Services	41.67	40.00	41.67	41.67	36.67	43.33
Supporting Infrastructure	41.67	38.33	40.00	40.00	40.00	43.33
Total Points	1029.17	1037.50	1040.83	1034.17	1030.83	1058.33

BUSINESS INFORMATION	SHI				
	RedMane Technology LLC	International Corp	Softchoice Corp	Speridian Technologies LLC	Strategic Communications
General Information	20.00	22.50	20.00	20.00	20.00
Billing and Pricing Practices	20.00	22.50	20.83	20.00	21.67
Best Practices	20.00	20.83	20.00	20.83	18.33
Contract Manager	23.33	22.50	17.50	21.67	22.50
Requirements	60.00	60.00	62.50	60.00	65.00
Fullfillment Partners, Subcontractors, and Third-party Publishers	65.00	60.00	60.00	65.00	52.50
Working with Purchasing Entities	60.00	62.50	60.00	62.50	62.50
Customer Service	65.00	65.00	65.00	60.00	65.00
Security of Information	62.50	62.50	57.50	62.50	60.00
Privacy and Security	62.50	65.00	62.50	65.00	60.00
Migration and Redeployment Plan	55.00	62.50	60.00	65.00	60.00
Recovery	38.33	41.67	38.33	43.33	40.00
Data Protection	57.50	62.50	60.00	62.50	60.00
Agreements	41.67	38.33	36.67	41.67	40.00
Data Disposal	40.00	41.67	38.33	41.67	38.33
Measures and	41.67	41.67	40.00	41.67	41.67
Certifications	40.00	38.33	35.00	36.67	41.67
Service Provisioning	40.00	40.00	40.00	41.67	40.00
Back up and Disaster Plan	40.00	41.67	38.33	43.33	40.00
Hosting and Provisioning	41.67	41.67	40.00	41.67	41.67
Trial and Testing Periods	19.17	21.67	18.33	19.17	20.00
Integration and Customization	41.67	41.67	38.33	43.33	40.00
Marketing Plan	21.67	23.33	19.17	20.00	20.83
Value-Added Services	40.00	41.67	41.67	40.00	43.33
Supporting Infrastructure	40.00	41.67	40.00	43.33	40.00
Total Points	1056.67	1083.33	1030.00	1082.50	1055.00

BUSINESS INFORMATION	Strategic				
	Solutions Group LLC	Therap Services LLC	Unisys Corporation	Vertosoft LLC	vTech Solution Inc.
General Information	20.83	20.83	20.00	20.00	20.00
Billing and Pricing Practices	20.83	19.17	20.83	20.00	21.67
Best Practices	20.00	20.00	20.00	19.17	21.67
Contract Manager	22.50	18.33	20.83	21.67	18.33
Requirements	57.50	57.50	60.00	57.50	57.50
Fullfillment Partners, Subcontractors, and Third-party Publishers	62.50	57.50	57.50	57.50	57.50
Working with Purchasing Entities	60.00	62.50	62.50	57.50	62.50
Customer Service	62.50	62.50	65.00	62.50	65.00
Security of Information	65.00	57.50	62.50	60.00	65.00
Privacy and Security	65.00	62.50	65.00	62.50	65.00
Migration and Redeployment Plan	60.00	55.00	62.50	62.50	65.00
Recovery	40.00	41.67	41.67	38.33	41.67
Data Protection	57.50	57.50	62.50	62.50	62.50
Agreements	40.00	35.00	45.00	40.00	38.33
Data Disposal	41.67	38.33	43.33	40.00	43.33
Measures and	40.00	40.00	40.00	41.67	43.33
Certifications	35.00	36.67	38.33	38.33	38.33
Service Provisioning	40.00	38.33	40.00	38.33	41.67
Back up and Disaster Plan	41.67	41.67	41.67	40.00	41.67
Hosting and Provisioning	40.00	41.67	40.00	40.00	41.67
Trial and Testing Periods	20.00	20.00	20.00	19.17	20.83
Integration and Customization	43.33	40.00	41.67	41.67	43.33
Marketing Plan	20.00	20.00	21.67	21.67	20.00
Value-Added Services	41.67	40.00	38.33	41.67	40.00
Supporting Infrastructure	40.00	41.67	41.67	41.67	43.33
Total Points	1057.50	1025.83	1072.50	1045.83	1079.17

BUSINESS INFORMATION	World Wide Technology, LLC	xFact Inc.	York Telecom Corporation	Zivaro, Inc.
General Information	21.67	20.83	19.17	20.83
Billing and Pricing Practices	20.83	21.67	19.17	20.00
Best Practices	20.00	21.67	18.33	20.83
Contract Manager	23.33	21.67	16.67	22.50
Requirements	67.50	60.00	52.50	62.50
Fullfillment Partners, Subcontractors, and Third-party Publishers	62.50	67.50	60.00	67.50
Working with Purchasing Entities	65.00	60.00	57.50	65.00
Customer Service	62.50	62.50	55.00	62.50
Security of Information	62.50	57.50	45.00	60.00
Privacy and Security	65.00	65.00	57.50	65.00
Migration and Redeployment Plan	57.50	62.50	57.50	62.50
Recovery	41.67	38.33	35.00	41.67
Data Protection	62.50	57.50	62.50	62.50
Agreements	41.67	43.33	40.00	40.00
Data Disposal	41.67	40.00	38.33	41.67
Measures and	40.00	38.33	40.00	43.33
Certifications	40.00	36.67	38.33	38.33
Service Provisioning	40.00	40.00	41.67	41.67
Back up and Disaster Plan	40.00	36.67	41.67	40.00
Hosting and Provisioning	40.00	40.00	41.67	40.00
Trial and Testing Periods	21.67	19.17	19.17	20.83
Integration and Customization	41.67	38.33	38.33	41.67
Marketing Plan	20.83	21.67	19.17	20.83
Value-Added Services	41.67	41.67	45.00	41.67
Supporting Infrastructure	41.67	40.00	41.67	41.67
Total Points	1083.33	1052.50	1000.83	1085.00

Appendix C

BP24-1 Stage 5: Cost Evaluation Scores

	22nd Century Technologies, Inc.	A&T Systems, Inc.	Accenture LLP	Acro Service Corp	Armedia	AskReply, Inc. (d/b/a B2Gnow)	AT&T
Direct Service SAAS	NA	NA	300.00	337.50	266.25	337.50	232.50
Direct Service IaaS	NA	NA	315.00	NA	NA	NA	234.00
Direct Service PaaS	NA	NA	259.62	NA	244.04	NA	NA
Direct Service On-Premise	NA	NA	259.62	NA	244.04	NA	NA
Direct Service Value Added	NA	NA	270.00	337.50	274.50	360.00	234.00
Services Value-Added	375.00	285.00	300.00	NA	307.50	NA	240.00
Reseller SaaS	315.00	270.00	270.00	NA	NA	NA	234.00
Value-Added Reseller IaaS	259.62	242.31	242.31	NA	244.04	NA	NA
Value-Added Reseller PaaS							
Value-Added Reseller On-Premise	259.62	NA	242.31	NA	244.04	NA	NA
Value-Added Reseller Value Added Services	315.00	270.00	270.00	NA	274.50	NA	234.00

	Carahsoft Technology Corporation	CDW Government LLC	CGI	CherryRoad Technologies Inc.	Computer Aid, Inc.	Conduent	Crayon Software Experts
Direct Service SAAS	240.00	NA	450.00	300.00	NA	300.75	232.50
Direct Service IaaS	243.00	NA	NA	450.00	NA	315.90	234.00
Direct Service PaaS	231.92	NA	NA	450.00	NA	259.96	228.46
Direct Service On-Premise	231.92	NA	294.23	450.00	NA	259.96	228.46
Direct Service Value Added							
Services Value-Added	243.00	NA	450.00	450.00	NA	315.90	234.00
Reseller SaaS	255.00	270.00	300.00	375.00	255.00	NA	240.00
Value-Added Reseller IaaS	243.00	243.00	NA	450.00	243.00	NA	234.00
Value-Added Reseller PaaS	231.92	231.92	NA	450.00	231.92	NA	228.46
Value-Added Reseller On-Premise							
Value-Added Reseller Value Added Services	231.92	235.38	242.31	450.00	231.92	NA	228.46
	243.00	270.00	234.00	450.00	315.00	NA	234.00

	Dell Marketing, LP	Deloitte Consulting LLP	DLT Solutions LLC	ESRI	EY, LLP	Flairsoft Ltd	Four Inc.
Direct Service SAAS	NA	240.00	240.00	232.50	255.00	270.00	NA
Direct Service IaaS	NA	243.00	243.00	234.00	261.00	NA	NA
Direct Service PaaS	NA	231.92	231.92	231.92	238.85	NA	NA
Direct Service On-Premise	NA	231.92	231.92	228.46	228.46	245.77	NA
Direct Service Value Added	NA	450.00	243.00	243.00	252.00	279.00	NA
Services	NA	450.00	243.00	243.00	252.00	279.00	NA
Value-Added Reseller SaaS	240.00	255.00	255.00	NA	NA	270.00	270.00
Value-Added Reseller IaaS	234.00	243.00	243.00	NA	NA	NA	NA
Value-Added Reseller PaaS	228.46	231.92	231.92	NA	NA	NA	235.38
Value-Added Reseller On-Premise	228.46	231.92	231.92	NA	NA	235.38	235.38
Value-Added Reseller Value Added Services	261.00	450.00	243.00	NA	NA	252.00	236.25

	GDIT	Genesis Consulting Partners, LLC	Grant Street Group	Guidehouse Inc	Hewlett Packard Enterprise	Insight Public Sector, Inc.	International Business Machines
Direct Service SAAS	NA	247.50	337.50	NA	262.50	NA	247.50
Direct Service IaaS	NA	252.00	360.00	NA	405.00	NA	252.00
Direct Service PaaS	229.33	235.38	276.92	NA	294.23	NA	235.38
Direct Service On-Premise	229.33	235.38	276.92	NA	294.23	NA	NA
Direct Service Value Added	236.25	252.00	360.00	NA	288.00	NA	NA
Services	236.25	252.00	360.00	NA	288.00	NA	NA
Value-Added Reseller SaaS	243.75	270.00	NA	450.00	NA	255.00	270.00
Value-Added Reseller IaaS	236.25	252.00	NA	NA	NA	243.00	252.00
Value-Added Reseller PaaS	229.33	235.38	NA	NA	NA	231.92	235.38
Value-Added Reseller On-Premise	NA	235.38	NA	NA	NA	231.92	NA
Value-Added Reseller Value Added Services	236.25	252.00	NA	315.00	NA	243.00	NA

	Istonish	Knowledge Services	Kyndryl Inc.	Leidos, Inc.	Mythics, LLC	NaphCare	Nava PBC	Reconnect Inc.
Direct Service SAAS	236.25	375.00	262.50	285.00	243.75	315.00	300.00	315.00
Direct Service IaaS	238.50	NA	270.00	NA	247.50	NA	315.00	NA
Direct Service PaaS	NA	NA	242.31	NA	233.65	NA	259.62	NA
Direct Service On-Premise	230.19	NA	242.31	NA	233.65	NA	259.62	NA
Direct Service Value Added								
Services	238.50	NA	270.00	261.00	270.00	315.00	315.00	360.00
Value-Added Reseller SaaS	247.50	NA	300.00	NA	262.50	NA	NA	NA
Value-Added Reseller IaaS	238.50	NA	270.00	NA	247.50	NA	NA	NA
Value-Added Reseller PaaS	NA	NA	242.31	NA	233.65	NA	NA	NA
Value-Added Reseller On-Premise								
	230.19	NA	242.31	NA	328.85	NA	NA	NA
Value-Added Reseller Value Added Services								
	238.50	NA	270.00	NA	270.00	NA	NA	NA

	Oakland Consulting Group	Oracle	Peraton Inc.	Presidio Networked Solutions LLC	PruTech Solutions, Inc.	Public Consulting Group LLC	RADcube	Strategic Solutions Group LLC
Direct Service SAAS	NA	232.50	264.00	NA	232.50	300.00	262.50	337.50
Direct Service IaaS	NA	234.00	271.80	NA	234.00	NA	270.00	NA
Direct Service PaaS	NA	228.46	243.00	NA	228.46	NA	242.31	276.92
Direct Service On-Premise	NA	228.46	256.15	NA	228.46	NA	242.31	235.38
Direct Service Value Added								
Services	NA	234.00	306.00	NA	315.00	315.00	270.00	234.00
Value-Added Reseller SaaS	375.00	NA	NA	256.20	240.00	NA	225.00 NA	NA
Value-Added Reseller IaaS	NA	NA	NA	243.72	234.00	NA	225.00 NA	NA
Value-Added Reseller PaaS	NA	NA	NA	232.20	228.46	NA	225.00 NA	NA
Value-Added Reseller On-Premise								
	NA	NA	NA	242.58	228.46	NA	225.00 NA	NA
Value-Added Reseller Value Added Services								
	NA	NA	NA	315.72	315.00	NA	225.00 NA	NA

	Red Hat	RedMane Technology LLC	SHI International Corp	Softchoice Corp	Speridian Technologies LLC	Strategic Communicatio ns	York Telecom Corporation
Direct Service SAAS	NA	281.25	NA	NA	412.50	240.00	285.00
Direct Service IaaS	NA	NA	NA	225.00 NA	NA	243.00	NA
Direct Service PaaS	NA	NA	NA	225.00 NA	311.54	242.31	NA
Direct Service On-Premise	242.31	NA	NA	225.00 NA	311.54	259.62	NA
Direct Service Value Added							
Services	270.00	292.50	NA	225.00 NA	450.00	315.00	270.00
Value-Added Reseller SaaS	NA	NA	247.50	225.00 450.00	NA	255.00	285.00
Value-Added Reseller IaaS	NA	NA	238.50	225.00 450.00	NA	243.00	234.00
Value-Added Reseller PaaS	NA	NA	230.19	225.00 450.00	NA	242.31	231.92
Value-Added Reseller On-Premise	NA	NA	230.19	225.00 263.08	NA	259.62	231.92
Value-Added Reseller Value Added Services	NA	NA	234.00	225.00 315.00	NA	315.00	243.00

	Therap Services LLC	Unisys Corporation	Vertosoft LLC	vTech Solution Inc.	World Wide Technology, LLC	xFact Inc.	Zivaro, Inc.
Direct Service SAAS	375.00	262.50	NA	240.00	NA	262.50	240.00
Direct Service IaaS	NA	243.00	NA	243.00	NA	270.00	243.00
Direct Service PaaS	NA	231.92	NA	231.92	NA	242.31	231.92
Direct Service On-Premise	NA	231.92	NA	NA	NA	242.31	259.62
Direct Service Value Added							
Services	405.00	333.00	NA	243.00	NA	270.00	405.00
Value-Added Reseller SaaS	NA	300.00	277.50	255.00	300.00	NA	255.00
Value-Added Reseller IaaS	NA	243.00	256.50	243.00	270.00	NA	243.00
Value-Added Reseller PaaS	NA	231.92	237.12	231.92	242.31	NA	231.92
Value-Added Reseller On-Premise	NA	231.92	237.12	NA	235.38	NA	259.62
Value-Added Reseller Value Added Services	NA	243.00	256.50	270.00	270.00	NA	405.00

Appendix D
BP24-1 Awarded Categories
Total Scores

Supplier	Direct Service Provider					Value Added Reseller				
	Saas	IaaS	PaaS	On-Premise	Value Added	Saas	IaaS	PaaS	On-Premise	Value Added
22nd Century Technologies, Inc.						1470.83	1410.83	1355.45	1355.45	1410.83
A&T Systems, Inc.						1345.00	1330.00	1302.31		1330.00
Accenture LLP	1394.17	1409.17	1353.78	1353.78	1364.17	1394.17	1364.17	1336.47	1336.47	1364.17
Acro Service Corporation	1420.83					1420.83				
Armedia	1333.75		1311.54	1311.54	1342.00	1375.00		1311.54	1311.54	1342.00
AskReply, Inc. (d/b/a B2Gnow)	1379.17					1401.67				
AT&T	1303.33	1304.83			1304.83	1310.83	1304.83			1304.83
Carahsoft Technology Corporation	1397.50	1400.50	1389.42	1389.42	1400.50	1412.50	1400.50	1389.42	1389.42	1400.50
CDW Government LLC						1372.50	1345.50	1334.42	1337.88	1372.50
CGI	1554.17			1398.40	1554.17	1404.17			1346.47	1338.17
CherryRoad Technologies Inc.	1383.33	1533.33	1533.33	1533.33	1533.33	1458.33	1533.33	1533.33	1533.33	1533.33
Computer Aid, Inc.						1330.83	1318.83	1307.76	1307.76	1390.83
Conduent	1369.08	1384.23	1328.29	1328.29	1384.23					
Crayon Software Experts	1306.67	1308.17	1302.63	1302.63	1308.17	1314.17	1308.17	1302.63	1302.63	1308.17
Dell Marketing, LP						1291.67	1285.67	1280.13	1280.13	1312.67
Deloitte Consulting LLP	1358.33	1361.33	1350.26	1350.26	1568.33	1373.33	1361.33	1350.26	1350.26	1568.33
DLT Solutions LLC	1327.50	1330.50	1319.42	1319.42	1330.50	1342.50	1330.50	1319.42	1319.42	1330.50
Environmental Systems Research	1270.83	1272.33	1270.26	1266.79	1281.33					
EY, LLP	1344.17	1350.17	1328.01	1317.63	1341.17					
Flairsoft Ltd	1341.67			1317.44	1350.67	1341.67			1307.05	1323.67
Four Inc.						1340.00		1305.38	1305.38	1306.25
GDIT			1278.49	1278.49	1285.42	1292.92	1285.42	1278.49		1285.42
Genesis Consulting Partners, LLC	1322.50	1327.00	1310.38	1310.38	1327.00	1345.00	1327.00	1310.38	1310.38	1327.00
Grant Street Group	1391.67	1414.17	1331.09	1331.09	1414.17					
Guidehouse Inc						1435.83				1300.83
Hewlett Packard Enterprise	1365.83	1508.33	1397.56	1397.56	1391.33					
Insight Public Sector, Inc.						1349.17	1337.17	1326.09	1326.09	1337.17
International Business Machines	1340.00	1344.50	1327.88			1362.50	1344.50	1327.88		
Istonish	1293.75	1296.00		1287.69	1296.00	1305.00	1296.00		1287.69	1296.00
Knowledge Services	1448.33									
Kyndryl Inc.	1285.83	1293.33	1265.64	1265.64	1293.33	1323.33	1293.33	1265.64	1265.64	1293.33
Leidos, Inc.	1350.00				1326.00					
Mythics, LLC	1326.25	1330.00	1316.15	1316.15	1352.50	1345.00	1330.00	1316.15	1411.35	1352.50
NaphCare	1367.50				1367.50					
Nava PBC	1352.50	1367.50	1312.12	1312.12	1367.50					
Oakland Consulting Group						1376.67				
Oracle	1281.67	1283.17	1277.63	1277.63	1283.17					
Peraton Inc.	1311.50	1319.30	1290.50	1303.65	1353.50					
Presidio Networked Solutions LLC						1285.37	1272.89	1261.37	1271.75	1344.89
PruTech Solutions, Inc.	1270.00	1271.50	1265.96	1265.96	1352.50	1277.50	1271.50	1265.96	1265.96	1352.50
Public Consulting Group LLC	1340.83				1355.83					
RADcube	1296.67	1304.17	1276.47	1276.47	1304.17	1259.17	1259.17	1259.17	1259.17	1259.17
Reconnect, Inc.	1345.83				1390.83					
Red Hat				1300.64	1328.33					
RedMane Technology LLC	1337.92				1349.17					
SHI International Corp						1330.83	1321.83	1313.53	1313.53	1317.33
Softchoice Corp		1255.00	1255.00	1255.00	1255.00	1480.00	1480.00	1480.00	1293.08	1345.00
Speridian Technologies LLC	1495.00		1394.04	1394.04	1532.50					
Strategic Communications	1295.00	1298.00	1297.31	1314.62	1370.00	1310.00	1298.00	1297.31	1314.62	1370.00
Strategic Solutions Group LLC	1395.00		1334.42	1292.88	1291.50					
Therap Services LLC	1400.83				1430.83					
Unisys Corporation	1335.00	1315.50	1304.42	1304.42	1405.50	1372.50	1315.50	1304.42	1304.42	1315.50
Vertosoft LLC						1323.33	1302.33	1282.95	1282.95	1302.33
vTech Solution Inc.	1319.17	1322.17	1311.09		1322.17	1334.17	1322.17	1311.09		1349.17
World Wide Technology, LLC						1383.33	1353.33	1325.64	1318.72	1353.33
xFact Inc.	1315.00	1322.50	1294.81	1294.81	1322.50					
York Telecom Corporation	1285.83				1270.83	1285.83	1234.83	1232.76	1232.76	1243.83
Zivaro, Inc.	1325.00	1328.00	1316.92	1344.62	1490.00	1340.00	1328.00	1316.92	1344.62	1490.00