



PORTFOLIO TITLE: eProcurement Solutions and Services

PORTFOLIO SNAPSHOT

LEAD STATE: Maine

OVERVIEW:

The State of Maine in partnership with NASPO ValuePoint has awarded eProcurement Solutions and Services.

The proposed Master Agreement awards will allow states and local governments to choose from a broad and diverse menu of eProcurement Solutions and Services.

KEY BENEFITS:

Through these master agreements, Participating Entities will have access to nine unique and customizable software solutions, a variety of implementors servicing those solutions, and two implementors offering system-agnostic services, which entities using any software solution may utilize. The four-category structure of awards also means entities can hand-pick the best combination of software and services to meet their needs.

PRODUCT CATEGORIES:

Category I - Full Solution

Category II - Individual Workstream Implementation

Category III - eSoftware Only

Category IV - Services Only

INITIAL TERM:

Upon execution of Master Agreement - 12/31/2027

TOTAL POSSIBLE TERMS:

Up to December 31, 2037

PRICING:

Master Agreement pricing will be based on the pricing catalogs and minimum licensing and service discounts submitted to the Lead State in each Offeror's proposal.

RFP INFORMATION:

- Solicitation Number: 2021102021
- Released: 2/21/2021
- Closed: 08/04/2021
- Total Days Publicly Posted: 164days
- Number of Amendments Posted: 4
- Pre-Proposal Conference 4/20/2021
- Supplier Attendance: 45 attendees

STATES ON SOURCING TEAM:

- Maine (Lead)
- Delaware
- Louisiana
- Minnesota
- Montana
- North Dakota
- Texas

VENDOR RESPONSES:

A total of 35 proposals were received, and of those proposals, 15 awards were recommended across the four categories based on responsiveness and final rankings against the pre-established evaluation criteria.

EVALUATION INFO:

In-person and virtual evaluations were led by the Lead State of Maine. The evaluation was completed by the Sourcing Team on 03/30/2022. The Sourcing Team evaluated proposals in multiple stages and in multiple categories.

Responses were evaluated based on the following Evaluation Criteria:

- Stage 1: Organization Qualification and Experience (20%)
- Stage 2: Proposed Solution and/or Services (50%)
- Stage 3: Cost Proposal (30%)

AWARD:

Category 1: Full Solution

Implementation of a comprehensive eProcurement Solution that meets the requirements detailed in all sections of the RFP and the Requirements Traceability Matrix (RTM) including licensing and maintenance, implementation and deployment, and on-going operations and support.

Category 2: Individual Workstream Implementation

Implementation of eProcurement functionality for some but not all Workstreams as identified in the RFP and the associated sections of the RTM, including licensing and maintenance, implementation and deployment, and on-going operations and support. (see workstream breakdown below)

Category 3: eSoftware Only

Software only of a comprehensive eProcurement Solution as identified in the RFP and the associated sections of the RTM. The Services Requirements section is excluded. This category is included to allow for the purchase of software, without any services.

Category 4: Services Only

Some or all of the services identified in the Services Requirements section of the RFP and the associated sections of the RTM. This category is included to allow for the provision of services, without the purchase of software.

OFFEROR	CATEGORY 1	CATEGORY 2 (see workstream breakdown below)	CATEGORY 3 (see workstream breakdown below)	CATEGORY 4
Accenture (Ariba)				✓
EUNA Solutions, Inc. (formerly Bonfire Interactive)		✓		
Carahsoft (Ariba)			✓	
Civic Initiatives				✓
Deloitte (Ariba)				✓
Deloitte (Coupa)	✓			
GEP	✓	✓	✓	✓
GEP (services by KPMG)	✓			
GEP (services by Optis)	✓			
IBM	✗			
Infosys	✓			✓
Ivalua	✓	✓	✓	
KPMG (Coupa)				✓
KPMG (Ivalua)	✓	✓		✓
KPMG (Oracle)				✓
KPMG (SirionLabs)		✓		
LSI Consulting (Ariba)	✓	✓	✓	
Nitor Partners				✓
Perfect Commerce	✗	✗		
Periscope	✓	✓		
SirionLabs			✓	

*Perfect Commerce/Proactis did not proceed to a fully signed contract. (10/12/23)

*IBM did not proceed to a fully signed contract. (2/17/24)

**SirionLabs did not negotiate a contract with Maine.

***On 3/28/2025, Bonfire Interactive's Master Agreement was replaced with Euna Solutions, Inc. - the State of Maine process mandates an entirely new contract when a contractor changes name/ownership.

CATEGORY 2 AWARDS BY WORKSTREAM										
OFFEROR	Supplier Portal	Supplier Enablement	Buyer Portal	Need Identification	Request through Pay	Catalog Capability	Sourcing/Bid Management	Contract Management	Vendor Performance	Purchasing/ Data Analytics
EUNA Solutions Inc. (formerly Bonfire Interactive)							✓			
GEP		✓			✓	✓	✓	✓		✓
Ivalua					✓	✓	✓	✓	✓	
KPMG (Ivalua)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
KPMG (SirionLabs)								✓	✓	
LSI Consulting (Ariba)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Perfect Commerce		✗			✗	✗	✗	✗		
Periscope	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

CATEGORY 3 AWARDS BY WORKSTREAM										
OFFEROR	Supplier Portal	Supplier Enablement	Buyer Portal	Need Identification	Request through Pay	Catalog Capability	Sourcing/Bid Management	Contract Management	Vendor Performance	Purchasing/ Data Analytics
Carahsoft (Ariba)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
GEP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Ivalua	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
LSI Consulting (Ariba)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
SirionLabs								✓	✓	