

#### MONTANA DEPARTMENT OF ADMINISTRATION

Director's Office Greg Gianforte, Governor Misty Ann Giles, Director

doa.mt.gov 406.444.2460 doadirector@mt.gov

#### NOTICE OF INTENT TO AWARD

Solicitation Number:	
Solicitation Close Date:	
Notice of Intent to Award Post Date:	

Solicitation Title/Event Name:

Issuing Contracts Officer contact information:

The State intends to award a contract to the apparent successful offeror(s) of the abovementioned solicitation. The Notice of Intent to Award shall not be considered a binding commitment by the state.

Under the Montana Procurement Act, the State has made the relevant scoring matrix/bid tab for the above-mentioned solicitation available for public inspection. Comments from the public regarding the proposed award must be submitted to the Contracts Officer listed above within this 7-day notice period.

Apparent Successful Offeror(s)

Unsuccessful Offeror(s)

### **Double Electric Breast Pumps and Supplies**

SCORE SUMMARY WORKSHEET								
Category	Possible Points	A Cute Baby, Inc	Acelleron Medical Products, LLC	Aeroflow, Inc	Healthy Babies Happy Moms, Inc	Nursing Nook, LLC		
Executive Summary								
Executive Summary	50	40	42	48	49			
1.5.1 - Contractor Expectations								
1.5.1.1 Order Processing System	15	10	13	13	14			
1.5.1.2 Order Processing	15	9	14	13	14			
1.5.1.3 Double Electric Breast Pump and Supply Requirements	265	222	247	248	260			
1.5.1.4 Product Warranty and Replacements	75	42	70	60	60			
1.5.1.5 Contractor Requirements	100	58	74	80	95			
1.5.2 - Reporting Requirements								
1.5.2.1 Processing Report	40	10	35	28	37			
1.5.2.2 Quality Control Report	40	10	35	28	37			
1.5.2.3 Complaints Log	40	10	35	28	37			
1.5.4 Technical and Information Architecture Requirem	nents							
1.5.3.1 Compliance	20	6	13	16	16			
1.5.3.2 Security	20	15	13	16	18			
1.5.3.3 Data Management	20	6	13	16	16			
Company Profile and Experience								
Relevant Past Projects	50	38	45	37	40			
Company Structure	15	12	13	13	13			
Organizational Chart	10	6	9	7	9			
Resumes and Summary of Qualifications	25	20	20	18	23			
Cost Proposal								
Cost Proposal	200	0	171	200	113			
Equal Pay for Montana Women								
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points.	50	0	50	50	50			
References								
Reference No. 1	P/F	0	0	0	0	0		
Reference No. 2	P/F	0	0	0	0	0		
Reference No. 3	P/F	0	0	0	0	0		

#### **Double Electric Breast Pumps and Supplies**

#### **Individual Scoring Matrix**

Offeror (Company) Name: A Cute Baby, Inc			Total Points Awarded: 455
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Executive Summary			
Executive Summary	50	40	The response was good and met the requirements, the summary did not include timelines in which the offeror can complete projects.
1.5.1 - Contractor Expectations			
1.5.1.1 Order Processing System	15	10	The proposal was hard to follow and not structured to align with the Scope of Work. Once the response was found was a restatement of the qualifications and lacked details to demonstrate requirements and understanding. This company won't have the ability to receive prescriptions or orders electronically, the tracking included did not demonstrate how the member and the department can verify when the item has been shipped and when the item is delivered, overall the response is disorganized and hard to follow.
1.5.1.2 Order Processing	15	9	This response was fair, but lacking overall specifics, on page 7 it states they will implement a shipping strategy but have no idea how they will implement it. This company didn't respond to 1.5.1.2.2, 1.5.1.2.4, and 1.5.1.2.5, and found the warranty and item return process confusing, but overall, the lack of responses to the three sections was concerning. Mentions PO boxes and addresses in rural areas with no specifics.
1.5.1.3 Double Electric Breast Pump and Supply Requirements	265	222	Provided in-depth information about the pumps and features, multiple pages on what they can do, and descriptions. The response was decent and detailed meeting the requirements, they further stated they will include manual pump handle and IBCLC services. No mention of establishing a policy for milk storage bags that are economical to the state and support the women's guidelines, the contractor will be notified about additional bags.

Offeror (Company) Name: A Cute Baby, Inc			Total Points Awarded: 455
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
1.5.1.4 Product Warranty and Replacements	75	42	Warranty information talks about how it's hassle free and doesn't require members to send it back, but on the next page the process to return the breast pump and how shipping is not handed, out is confusing, and hard to understand. Within section 1.2.6 they talk about including the original receipt or rental agreement and how 'the purchaser' is responsible for shipping. Under direct services, the defective items will be sent to the company and replacements will be provided within 24-hours, timeframe is not included in the product warranty section. This may have shipping costs associated, tried to provide specifics but was confusing.
1.5.1.5 Contractor Requirements	100	58	The responses states if double invoicing occurs, the company will not be responsible for repayment, section 1.5.1.5.2, states that the State is not financially liable for errors. Lacking compliant tracking and shipments for more than 10-days and lacking discontinuance information. Didn't like the process of ensuring members don't get duplicate items, overall the response lacks sufficient details.
1.5.2 - Reporting Requirements			
1.5.2.1 Processing Report	40	10	Offeror states reporting requirements will be completed but no example is given, this category is lacking overall details and information.
1.5.2.2 Quality Control Report	40	10	Offeror states that monthly reports are maintained to client requirements, but do not specifically state they will submit a monthly quality report to the state that includes a summary and resolution of issues. Overall, this response is lacking details.
1.5.2.3 Complaints Log	40	10	The offeror states that quality reviews will be done to monitor, but no specific issues or resolutions are included. Overall, needs more details and examples.
1.5.4 Technical and Information Architecture Requirement	S		
1.5.3.1 Compliance	20	6	This response lacks details and overall information, repeats and doesn't acknowledge any of the requirements, small section on HIPPA, does not agree to notify the State in writing in 5-days of abuse or fraud, has no data retention agreements, no compliance with ADA, and does not state they will comply with ADA specifications.

Offeror (Company) Name: A Cute Baby, Inc			Total Points Awarded: 455
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
1.5.3.2 Security	20	15	Overall the response was sufficient and provided data encryption, multi-factor authentication, access control, and security audits, but could have provided more information.
1.5.3.3 Data Management	20	6	The offeror does not agree to adhere to data retention requirements, cited in 45 CSR 164.316 and the state's administrative rules, nor maintain all datasets defined by HIPPA implementation guides to support storage of all transactions required under HIPPA for 7-years. This response needed more information, repeated the RFP barely acknowledged requirements when they did, and didn't acknowledge backups and CMS regulations.
Company Profile and Experience			
Relevant Past Projects	50	38	Good response and met the requirements but lacked overall details. Listed past projects, but no specifics were included.
Company Structure	15	12	This response met the requirements, but nothing stood out as noteworthy.
Organizational Chart	10	6	Included an organizational list, not a chart, and nothing stood out.
Resumes and/or Summary of Qualifications	25	20	A good response that met the requirements, did provide brief resumes and summaries.
Cost Proposal			
Cost Proposal	200	0	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points.	50		
References			
Reference No. 1	P/F		
Reference No. 2	P/F		
Reference No. 3	P/F		

#### **Double Electric Breast Pumps and Supplies**

#### **Individual Scoring Matrix**

Offeror (Company) Name: Accelleron Medical Products			Total Points Awarded: 843
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Executive Summary			
Executive Summary	50	42	A good response, but did not include implementation timelines, the offeror references the ability to supply 5,000 to 6,000 pumps in addition to multiple bags but does not reference any timelines.
1.5.1 - Contractor Expectations			
1.5.1.1 Order Processing System	15	13	The answer meets the needs and is descriptive enough to feel confident in their experience and the tracking process is solid and technology supported. This company can receive orders and prescriptions electronically and can provide members and the department with real-time verification of delivery and shipment, they will document the date the order was received and the date that the order was sent out for delivery. The Information provided was very detailed.
1.5.1.2 Order Processing	15	14	The response was good and met the requirements. Has a thorough process in place to ensure accurate and appropriate order processing.
1.5.1.3 Double Electric Breast Pump and Supply Requirements	265	247	This response was good and went above and beyond, did not cover the warranty in 1.5.1.3.4, but did cover it later, with the recommendation regarding the Y-tubing. Stated the cost proposal encompasses multiple models and gives an explanation about Y-adapters being non-essential to access quality products. Supply requirements were met, but did not state they would collaborate on milk storage bags with the state to establish an economic policy, all pumps must be warrantied for a minimum of one year.
1.5.1.4 Product Warranty and Replacements	75	70	A good response, that met the requirements and provided detailed information. The answer was thorough and demonstrates experience and the warranty program seems to be robust. They will replace breast pumps and assume costs within two years of non-working recalled equipment, but they did not specifically demonstrate how they will return the defective items. Agreed to replace all pumps and supplies within 24 hours at no cost to the member or the state.

Offeror (Company) Name: Accelleron Medical Products			Total Points Awarded: 843
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
1.5.1.5 Contractor Requirements	100	74	All contractor requirements were addressed but repeated from the RFP requirements.
1.5.2 - Reporting Requirements			
1.5.2.1 Processing Report	40	35	A good response that met the requirements and provided detailed information. This response meets the needs of the state and its members. The offeror agreed to submit monthly reports with the days from order placement, member ID, and date of shipment and included an example.
1.5.2.2 Quality Control Report	40	35	A good response, that met the requirements. The offeror provided an explanation that was sufficient but didn't include any sample reports. Included a quality control report at a minimum which includes a summary of quality issues identified, the problem, and the resolution examples.
1.5.2.3 Complaints Log	40	35	The response met the requirements. The offeror will submit a monthly complaint log, which will include a chief complaint, member card ID, name, and resolution.
1.5.4 Technical and Information Architecture Requirement	S		
1.5.3.1 Compliance	20	13	This response met the requirements and minimally met needs as they mostly repeated the requirements.
1.5.3.2 Security	20	13	Minimally met the requirements, but mostly repeated the requirements. RFP requirements were addressed but repeated from the RFP.
1.5.3.3 Data Management	20	13	The response minimally meets the needs, and the requirements were addressed but repeated from the RFP requirements.
Company Profile and Experience			
Relevant Past Projects	50	45	This response was good and met the requirements but could have provided more details. Liked the response and how they correlated it back to MT at the end of each summary. This seems to be relevant and meet expectations.
Company Structure	15	13	Met the requirements, the structure was provided, and seemed good.
Organizational Chart	10	9	The chart was provided, met the requirements, and liked how they had an organized chart.
Resumes and/or Summary of Qualifications	25	20	This response met the requirements, while roles were listed they didn't identify who was filling which role for our contract. Resumes and summaries were all listed.
Cost Proposal			
Cost Proposal	200	171	
Equal Pay for Montana Women			

Offeror (Company) Name: Accelleron Medical Products			Total Points Awarded: 843
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points.	50	50	
References			
Reference No. 1	P/F		
Reference No. 2	P/F		
Reference No. 3	P/F		

#### **Double Electric Breast Pumps and Supplies**

#### **Individual Scoring Matrix**

Offeror (Company) Name: Aeroflow, Inc			Total Points Awarded: 845
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Executive Summary			
Executive Summary	50	48	This response was good and met the requirements. This offeror is already an enrolled provider and did outline how rapidly they can start services. The response included the summary of services being offered, references, and the timeline they can anticipate completing the projects, and is outlined very well.
1.5.1 - Contractor Expectations			
1.5.1.1 Order Processing System	15	13	This response met the requirements but could have provided more in-depth information. They verified their ability to provide and receive prescription orders electronically, they will verify the system will document the date the order was received and sent for delivery.
1.5.1.2 Order Processing	15	13	This response was good and meets the requirements, but could have gone more in-depth on some information and was left with more questions. Order processing is required and addressed but not specifically demonstrated.
1.5.1.3 Double Electric Breast Pump and Supply Requirements	265	248	This response offered multiple models, but no reference to Y-adapters was an overall solid answer, but was short and left me with more questions.
1.5.1.4 Product Warranty and Replacements	75	60	This response was fair but left me with more questions. All product replacements and warranty requirements were addressed, covering replacements within 24 hours but not how to replace parts within that timeframe. They seem to understand the requirements.
1.5.1.5 Contractor Requirements	100	80	A good response, stated they meet the requirements but no information to support it, all requirements were listed and agreed to.
1.5.2 - Reporting Requirements			
1.5.2.1 Processing Report	40	28	Good, all reporting requirements were met. The written summary was decent, but couldn't find samples.
1.5.2.2 Quality Control Report	40	28	A good response, all reporting requirements were met, written summary was decent but couldn't find any samples.

Offeror (Company) Name: Aeroflow, Inc			Total Points Awarded: 845
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Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
			Cood response all remarking requirements were most including a written
1.5.2.3 Complaints Log	40	28	Good response, all reporting requirements were met, including a written summary that was decent but couldn't find any samples.
1.5.4 Technical and Information Architecture Requirements	S		
1.5.3.1 Compliance	20	16	This response met the requirements and included and elaborated on all compliance requirements.
1.5.3.2 Security	20	16	The requirements were met.
1.5.3.3 Data Management	20	16	The requirements were met.
Company Profile and Experience			
Relevant Past Projects	50	37	Fair response, with very limited information, included relevant past projects.  Technically responded to the section but is weak.
Company Structure	15	13	This response was good and meets the requirements, including a company structure.
Organizational Chart	10	7	A good response, with an organizational summary included, they didn't include a chart but did describe one.
Resumes and Summary of Qualifications	25	18	Met the requirements and included what was requested.
Cost Proposal			
Cost Proposal	200	200	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points.	50	50	
References			
Reference No. 1	P/F		
Reference No. 2	P/F		
Reference No. 3	P/F		

#### **Double Electric Breast Pumps and Supplies**

#### **Individual Scoring Matrix**

Offeror (Company) Name: Healthy Babies Happy Moms, Inc			Total Points Awarded: 824
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Executive Summary			
Executive Summary	50	49	The response met the requirements but didn't provide too much information on timelines. Appreciated the description of the process for moms who have access. Summarized and highlighted the most important parts of the proposal, demonstrated the ability to perform all components of the RFP and summarized the timelines for the ability to perform projects.
1.5.1 - Contractor Expectations			
1.5.1.1 Order Processing System	15	14	This was a good response, that demonstrates an understanding of our needs. Specifically addressed order process system, with detailed screenshots.
1.5.1.2 Order Processing	15	14	This was a good response, that demonstrates an understanding of our needs. Specifically addressed order process system, with detailed screenshots.
1.5.1.3 Double Electric Breast Pump and Supply Requirements	265	260	Superior and met the requirements, made cost-effective recommendations for the state to consider, specific to milk bags. They offer what is being asked but don't list anything above the requirements but do describe the willingness to change products offered with consistent documented complaints. All requirements were addressed not being paid for items or supplies not associated with the use of the pump, listed details of the double electric pump and supplies with each initial shipment. Addressed providing storage bags per policy and explained why they chose the specific pump.
1.5.1.4 Product Warranty and Replacements	75	60	Good response that met the requirements, although no details on recall and shipping. Everything seems to be included and demonstrated a clear understanding of the requirements. The contractor demonstrated how they will replace the items and parts assume the cost for one year after delivery and replace recalled parts within 24-hours at no cost to members.

Offeror (Company) Name: Healthy Babies Happy Moms, Inc			Total Points Awarded: 824
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
1.5.1.5 Contractor Requirements	100	95	Overall, a good response that met the requirements. Enrolled and described how they will check eligibility and when they will distribute supplies, acknowledge that the state is not liable for contractor error, available for fair hearings, and will provide support to the state at conferences and will seek approval of state for any third-party subcontractor involvement.
1.5.2 - Reporting Requirements			
1.5.2.1 Processing Report	40	37	Overall, good response and met the requirements. Submitted a monthly processing report example, with a screenshot included and the number of days receipt of order.
1.5.2.2 Quality Control Report	40	37	Overall a good response that met requirements. Submitted a monthly processing report example, with screenshots included and the number of days receipt of order.
1.5.2.3 Complaints Log	40	37	Overall a good response that met requirements. Submitted a monthly processing report example, with screenshots included and the number of days receipt of order.
1.5.4 Technical and Information Architecture Requirements			
1.5.3.1 Compliance	20	16	Demonstrated an understanding of the requirements, and agreed to be compliant with the terms listed but RFP requirements were relisted.
1.5.3.2 Security	20	18	Detailed IT security system to include employee training, demonstrates an understanding of the requirements.
1.5.3.3 Data Management	20	16	Demonstrates an understanding of the requirements, and detailed management policies for specific systems.
Company Profile and Experience			
Relevant Past Projects	50	40	Good, met requirements. Demonstrated an understanding but nothing above and beyond. The offeror has provided documentation establishing the company has the qualifications and experience specified in this RFP.
Company Structure	15	13	Overall, they met the requirements. Demonstrates an understanding of the RFP but nothing above and beyond. A detailed description of the company structure was included.
Organizational Chart	10	9	Demonstrated an understanding of the project, the chart was included but nothing above and beyond.
Resumes and Summary of Qualifications	25	23	Detailed resumes of multiple employees were included.
Cost Proposal			
Cost Proposal	200	113	
Equal Pay for Montana Women			

Offeror (Company) Name: Healthy Babies Happy Moms, Inc			Total Points Awarded: 824
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points.	50	50	
References			
Reference No. 1	P/F		
Reference No. 2	P/F		
Reference No. 3	P/F		

#### **Double Electric Breast Pumps and Supplies**

#### **Individual Scoring Matrix**

Offeror (Company) Name: Nursing Nook, LLC - DQ		Total Points Awarded:		
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded	
Executive Summary				
Executive Summary	50			
1.5.1 - Contractor Expectations				
1.5.1.1 Order Processing System	15			

## DPHHS-RFP-2025-0552AB Double Electric Breast Pumps and Supplies

#### **Cost Worksheet**

Lowest overall cost receives the maximum allotted points. All other proposals receive a percentage of the points available based on their cost relationship to the lowest. Example: Total possible points for cost are 300. Offeror A's cost is \$20,000. Offeror B's cost is \$30,000. Offeror A would receive 300 points. Offeror B would receive 200 points (\$20,000/\$30,000) = 67% x 300 points = 200).

Cost Proposal					
Points Available	200				
Lowest Cost	\$ 150.00				
	Proposed	Points			
Vendor Name	Cost	Earned	Notes:		
A Cute Baby, Inc	\$119.49				
Accelleron Medical	\$175.00	171			
Aeroflow, Inc	\$150.00	200			
Healthy Babies Happy	\$265.00	113			
Nursing Nook					

Cost 14

# DPHHS-RFP-2025-05222AB Double Electric Breast Pumps and Supplies SCORING GUIDE

In awarding points to the evaluation criteria, the evaluator/evaluation committee will consider the following guidelin

**Superior Response (95-100%):** A superior response is an exceptional reply that completely and comprehensively mee requirements of the RFP. In addition, the response may cover areas not originally addressed within the RFP and/or inclucing information and recommendations that would prove both valuable and beneficial to the agency.

**Good Response (75-94%):** A good response clearly meets all the requirements of the RFP and demonstrates in an unan concise manner a thorough knowledge and understanding of the project, with no deficiencies noted.

Fair Response (60-74%): A fair response minimally meets most requirements set forth in the RFP. The offeror demonst ability to comply with guidelines and requirements of the project, but knowledge of the subject matter is limited

**Failed Response (59% or less):** A failed response does not meet the requirements set forth in the RFP. The offeror demonstrated sufficient knowledge of the subject matter.

Scoring Guide 15

#### **Technical Scoring Session**

## DPHHS-RFP-2025-05222AB Double Electric Breast Pumps and Supplies

Date Tuesday, September 24, 2024 Time 10:00:00 AM - 12:00 PM

Location Virtual Microsoft Teams

Evaluation Committee Members: Maggie Irby, Katie Hawkins, Bridget Evans

Contracts Officer: Amanda Battin, 406-444-9665, amanda.battin2@mt.gov

Order of Evalution: Alphabetical Scoring Method: Consensus