



MONTANA DEPARTMENT OF ADMINISTRATION

Director's Office

Greg Gianforte, Governor
Misty Ann Giles, Director

doa.mt.gov

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NOTICE OF INTENT TO AWARD

Solicitation Title/Event Name:

Solicitation Number:

Solicitation Close Date:

Notice of Intent to Award Post Date:

Issuing Contracts Officer contact information:

The State intends to award a contract to the apparent successful offeror(s) of the above-mentioned 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)

MDT-RFP-2025-1931R						
Montana Economic Impact Study of Airports						
SCORE SUMMARY WORKSHEET						
Category	Possible Points	CN Consulting	EBP US	Kimley-Horn & Assoc.	MGT Impact Solutions	Zenith Economics
Study Approach	300	150	265	240	200	260
Client References Forms						
Client Reference Form #1	50	30	50	49	0	35
Client Reference Form #2	50	25	45	49	0	35
Client Reference Form #3	50	30	45	48	0	30
Company Profile and Experience						
Years in Business	50	30	45	49	47	38
Relevant Experience	100	55	97	96	68	71
Relevant Past Projects	100	55	97	96	60	68
Resumes						
Key Personnel	100	65	96	90	72	65
Cost Proposal	200	61.8	88.1	41.4	74.6	200
Equal Pay for Montana Women						
5% Bonus Points 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	0	50	50	50
	1050	552	828	808	572	852

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Montana Economic Impact Study of Airports

Individual Scoring Matrix

The evaluator will review and evaluate the offers according to the following criteria, which are worth a total of 1000 points: The Provision of Services, Statement of Qualifications, Company Profile and Experience, Resumes, will be evaluated based on the scoring guide. The Cost Proposal will be evaluated based on the formula set forth in the criteria.

Offeror (Company) Name: CN Consulting			Points Awarded:
		Points Awarded	Mandatory Justification Comments for Points Awarded
Study Approach	300	150.0	Brief description of approach. Appreciated that they would visit each airport; not necessary but a positive approach.
Client References Forms			
Client Reference Form #1	50	30.0	good reference, not aviation related
Client Reference Form #2	50	25	pilot reference form, high scores
Client Reference Form #3	50	30	high scores, not aviation related
Company Profile and Experience			
Years in Business	50	30	6 years estimated, not specifically stated
Relevant Experience	100	55	Limited aviation experience (pilot) not with EIS
Relevant Past Projects	100	55	No relevant examples of past projects provided
Resumes			
Key Personnel	100	65	some relevant experience, nothing stood out
Cost Proposal	200	61.8	
Equal Pay for Montana Women			
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		551.8	

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Individual Scoring Matrix			
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Offeror (Company) Name: EBP US			Points Awarded:
		Points Awarded	Mandatory Justification Comments for Points Awarded
Study Approach	300	265.0	Organize webinars with airport managers, survey, contingency plans, addressed challenges, in-house graphic designer, listed out tasks, some information not detailed, QA/QC, lacking specifics and frequency of progress reports and timeline.
Client References Forms			
Client Reference Form #1	50	50.0	Relevant study, high scores and state very pleased
Client Reference Form #2	50	45	study for one airport, one lower score, services provided not described
Client Reference Form #3	50	45	Same study for one airport, high scores
Company Profile and Experience			
Years in Business	50	45	29 years (est. 1996)
Relevant Experience	100	97	Subconsultants in last MT EIS study; many MT EIS studies
Relevant Past Projects	100	97	Other state EIS studies; Conducted airport EIS since inception; provided examples of relevant projects. BBER and WTI
Resumes			
Key Personnel	100	96	Well rounded team of qualified personnel with extensive experience in MT and with Aviation studies; excellent coverage of discipline; provided title, yrs experience, phd's involved; some team members fairly new to company; graphic designer.
Cost Proposal	200	88.1	
Equal Pay for Montana Women			
5% Bonus Points 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	
		828.1	

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Offeror (Company) Name: Kimley Horn			Points Awarded:
		Points Awarded	Mandatory Justification Comments for Points Awarded
Study Approach	300	240	Good approach and strategy, gave bare minimum of information requested; no description of progress reports, timeline, identified challenges and strategies, good QA/QC. Nothing stood out; cut and paste approach.
Client References Forms			
Client Reference Form #1	50	49	Relevant study and high scores
Client Reference Form #2	50	49	Relevant study and high scores
Client Reference Form #3	50	48	Similar study, not EIS but still aviation related with a state DOT
Company Profile and Experience			
Years in Business	50	49	58 years
Relevant Experience	100	96	years in business, other relevant experience for multiple other states; same studies
Relevant Past Projects	100	96	Several other EIS studies for state DOT's
Resumes			
Key Personnel	100	90	KLJ subcontracting, Mary Lynch's role? How much attention will each team member focus on this study; educational backgrounds; a few unsure of experience.
Cost Proposal	200	41.4	
Equal Pay for Montana Women			
5% Bonus Points 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	
		808.4	

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Individual Scoring Matrix

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Offeror (Company) Name: MGT Impact Solutions			Points Awarded:
		Points Awarded	Mandatory Justification Comments for Points Awarded
Study Approach	300	200.0	Generic, not focused. Bare minimum addressing tasks with very little detail about brocures and process; didn't specify what metric model would be used. Provided timeline. Cut and paste.
Client References Forms			
Client Reference Form #1	50	0.0	Forms not filled out: description, score, signature
Client Reference Form #2	50	0	Forms not filled out: description, score, signature
Client Reference Form #3	50	0	Forms not filled out: description, score, signature
Company Profile and Experience			
Years in Business	50	47	50 years
Relevant Experience	100	68	Not related to EIS, little aviation experience; working with DOT's,
Relevant Past Projects	100	60	Not related to EIS; some experience working with airports, some EIS not airport related.
Resumes			
Key Personnel	100	72	Provided areas of expertise, education relevant, most background focused on disparity studies. Subcontractor lacking information regarding brochures/maps.
Cost Proposal	200	74.6	
Equal Pay for Montana Women			
5% Bonus Points 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	
		571.6	

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Individual Scoring Matrix

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Offeror (Company) Name: Zenith Economics			Points Awarded:
		Points Awarded	Mandatory Justification Comments for Points Awarded
Study Approach	300	260.0	Very general, unfocused. Missing practical components, stated can complete in 10 months, Would review 2016 and 2007 studies to identify inefficiencies. List of different survey methods, list of qualitative data they would look into, have a timeline - adequate time to evaluate metrics and data, discussed every deliverable. very detailed. Well thought out
Client References Forms			
Client Reference Form #1	50	35.0	EIS study, not aviation related, but high scores, would like more detail from client about services
Client Reference Form #2	50	35	EIS study, not aviation related, but high scores
Client Reference Form #3	50	30	EIS for company, not aviation related, some lower scores
Company Profile and Experience			
Years in Business	50	38	<1 year for company, 40+ for team members
Relevant Experience	100	71	EIS experience, none aviation related;
Relevant Past Projects	100	68	EIS based, not aviation based, prior knowledge on EIS
Resumes			
Key Personnel	100	65	Certified economist, phd's, project designer, IMPLAN
Cost Proposal	200	200	
Equal Pay for Montana Women			
5% Bonus Points 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	
		852.0	

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Montana Economic Impact Study of Airports
SCORING GUIDE

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

Superior Response (95-100%): A superior response is an exceptional reply that completely and comprehensively meets all of the requirements of the RFP. In addition, the response may cover areas not originally addressed within the RFP and/or include additional 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 unambiguous and 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 demonstrates some 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 has not demonstrated sufficient knowledge of the subject matter.

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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 ($\$20,000/\$30,000 = 67\% \times 300 \text{ points} = 200$).

Cost			
Points Available	200		
Lowest Cost	\$139,000.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
CN Consulting	\$450,000.00	61.8	
EBP US	\$315,550.00	88.1	
Himley-Horn	\$671,484.45	41.4	
MGT Impact Solutions	\$372,831.00	74.6	
Zenith	\$139,000.00	200.0	
Vendor # 6		#DIV/0!	
Vendor # 7		#DIV/0!	
Vendor # 8		#DIV/0!	
Vendor # 9		#DIV/0!	
Vendor # 10		#DIV/0!	
Vendor # 11		#DIV/0!	
Vendor # 12		#DIV/0!	

Scoring Calculator

Superior High	100.0%
Superior Low	94.0%
Good High	94.0%
Good Low	74.0%
Fair High	74.0%
Fair Low	59.0%
Failed High	59.0%
Failed Low	0.0%

Total Points Available

Score		100
Superior (95-100%)	94 - 100	
Good (75-94%)	74 - 94	
Fair (60-74%)	59 - 74	
Failed (0-59%)	0 - 59	

Technical Scoring Session

MDT-RFP-2025-1931R
Montana Economic Impact Study of
Airports

Thursday, March 13, 2025
9:00 AM-11:30 AM

Teams

Evaluation Committee Members:
Karen Hallenbeck, Stephen Torske,
Alexander Villanueva

Contracts Officer: Rhonda Peters

Order of Evaluation: Alphabetical
Scoring Method: Consensus and
Average