



MONTANA DEPARTMENT OF ADMINISTRATION

Director's Office

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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)

**Employee Wellness Platform
HCBP-RFP-2025-0216
SCORE SUMMARY WORKSHEET**

Category	Possible Points	WebMD	MediKeeper	Healthbreak	WellRight	Visibility-Propel	Virgin-Personify	Castlight-Apree	Medical Care Development	Workpartners	Sonic Boom	Ramp Health	Marquee	Advanta
Evaluated RFP Section	Point Values													
Step 1: Technical Proposal	2385 Total													
Section 1: Wellness Platform	2160 Possible Points													
1.3.1 Wellness Platform	365 Points	340.00	338.00	255.00	290.00	320.00	325.00	315.00	235.00	280.00	340.00	347.00	325.00	300.00
1.3.2 Online Health Risk Assessment (HRA)	275 Points	260.00	255.00	190.00	169.00	206.00	260.00	245.00	200.00	206.00	205.00	265.00	207.00	165.00
1.3.3 Wellness Incentive Tracking	465 Points	430.00	425.00	340.00	330.00	400.00	430.00	420.00	279.00	340.00	430.00	400.00	390.00	150.00
1.3.4 Wellness Challenges	330 Points	280.00	303.00	265.00	248.00	280.00	285.00	302.00	197.00	215.00	249.00	247.00	313.00	198.00
1.3.5 Marketing/Communication/Reporting	150 Points	120.00	142.00	120.00	115.00	130.00	132.00	135.00	110.00	140.00	125.00	135.00	113.00	112.00
1.4 Account Management	225 Points	174.00	200.00	169.00	180.00	207.00	210.00	190.00	168.00	180.00	169.00	180.00	160.00	135.00
1.5 Implementation	350 Points	325.00	285.00	265.00	282.00	210.00	325.00	255.00	250.00	265.00	250.00	325.00	280.00	210.00
Section 2: Offeror Qualifications	225 Possible Points													
2.3 Offeror Profile and Experience	200 Points	190.00	185.00	160.00	185.00	185.00	190.00	152.00	147.00	175.00	170.00	180.00	189.00	130.00
2.4 Resumes	25 Points	19.00	23.00	24.00	16.00	18.00	23.00	18.00	15.00	20.00	23.00	23.00	19.00	19.00
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	2,138.00	2,156.00	1,788.00	1,815.00	1,956.00	2,180.00	2,032.00	1,601.00	1,821.00	1,961.00	2,102.00	1,996.00	1,419.00
Step 2: Oral Presentation / Interview	795 Points Possible													
Offerors Presentation	795 Points	765.00	770.00	0.00	0.00	0.00	765.00	755.00	0.00	0.00	0.00	680.00	0.00	0.00
Section 3 Cost Proposal	795 Points Possible													
Fixed Bid Price	795 Points	249.10	795.00	#DIV/0!	#DIV/0!	#DIV/0!	191.62	75.64	#DIV/0!	#DIV/0!	#DIV/0!	298.92	#DIV/0!	#DIV/0!
Equal Pay	198 Points Possible													
Equal Pay for Montana Women	198 Points	198.00	198.00	0.00	0.00	0.00	198.00	198.00	0.00	0.00	0.00	198.00	0.00	0.00
Subtotal	3,180.00	2,903.00	2,926.00	1,788.00	1,815.00	1,956.00	2,945.00	2,787.00	1,601.00	1,821.00	1,961.00	2,782.00	1,996.00	1,419.00
Cost Proposal	795.00	249.10	795.00	#DIV/0!	#DIV/0!	#DIV/0!	191.62	75.64	#DIV/0!	#DIV/0!	#DIV/0!	298.92	#DIV/0!	#DIV/0!
Bonus Points	198.00	198.00	198.00	0.00	0.00	0.00	198.00	198.00	0.00	0.00	0.00	198.00	0.00	0.00
Final TOTAL POINTS	4,173.00	3,350.10	3,919.00	#DIV/0!	#DIV/0!	#DIV/0!	3,334.62	3,060.64	#DIV/0!	#DIV/0!	#DIV/0!	3,278.92	#DIV/0!	#DIV/0!

Offeror (Company) Name:		Total Points Awarded:	
WebMD		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	340.00	<p>Comprehensive response. Platform is dedicated to developing relevant and meaningful experiences. Individualizing member experiences and no two people are presented with the same content. Device integration with wide variety of devices and apps with robust social network tool. System is highly flexible and configurable and offers multiple communication tools. Didn't identify where customer service team was located.</p> <p>Has financial tools available for members and pointed out SSO capabilities. Didn't see as much detail on chronic illness or wellness ambassador networks.</p> <p>HRA offer historic trends available with good customer service outlined and include substantial online features and reporting tools. Recent merges identified that can cause changes within a company. Referred to new look and feel but didn't explain. Projected implementation is 3 months.</p>

1.3.2 Online Health Risk Assessment (HRA)	275 Points	260.00	<p>Benchmarks with results that use branching logic. Member has visual progress bar as well as notifications along the way and historical trends once completed. Ten custom questions at no cost but wasn't sure about additional.</p> <p>Good certified program that's integrated with the rest of the platform that seems easy to use and connectable to the incentive. Sample provided was good but description on how they access reporting could have used more detail. Ability for State administrators have their own reporting tool with real time access.</p>
1.3.3 Wellness Incentive Tracking	465 Points	430.00	<p>Multiple ways to structure with flexibility and indicated they have experience with variety of incentive applications. Demonstrated that experience they have in creating incentive designs is extensive. Self reported activities or support third party integration. System has over substantial library of rewardable actions if we chose to tie into. They can segment incentive to apply to certain audiences. Would have liked to see examples of other clients or completed member incentive.</p>
1.3.4 Wellness Challenges	330 Points	280.00	<p>Can utilize multiple devices and apps and can set your own progress. State can create and manage custom challenges using their framework and can target certain populations. Offers unlimited number of challenges. Anything that can be counted can be converted to a challenge. (sugar, steps, sleep hours, etc.) All tie back to incentive program and can create marketing materials. Participants can use messaging tool to message each other. Needed to see more for examples. Could not tell how many teams challenges or higher level features like maps or interest points.</p>

1.3.5 Marketing/Communication/Reporting	150 Points	120.00	<p>Would act as strategic partner with state and explore what we've used in the past and develop from there. Conduct needs assessment and then steer communications. Cobranded client logos or client details can be offered. Offers tailored communication support. Specifies 200 hours of support but doesn't say for year or for contract period. Lots of media type options available. User satisfaction option mentioned but not specified. Ad Hoc reporting can be provided but for additional fee. Had concerns over ADA and accessibility since both print and font was not ADA compliant. Concern over budget materials and how those details were not addressed. Limitation of 200 hours seemed at odds with level of customization available.</p>
1.4 Account Management	225 Points	174.00	<p>Had proper team available for assistance but unclear on how they would provide assistance and no Performance Guarantees outline or consequences. Good depth in staff experience and long time in operation. Overall size of organization and team may mean longer turn around times to address States needs. Unclear on individuals that need to be assigned to State such as both customer success manager/client manager</p>
1.5 Implementation	350 Points	325.00	<p>Reasonable time frame for implementation. Identified adequate implementation team members and also called out needs from State to meet deliverables</p>
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	190	<p>Many years of experience with wide variety of clients and a high retention rate. Huge employee and client list and provided recent examples of similar projects.</p>

2.4 Resumes	25 Points	19.00	Broad overviews of three executive leaders but no others. No qualifications for who Sate of Montana rep would be
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	2,138.00	
Step 2: Oral Presentation / Interview	795 Points Possible		

Offerors Presentation

795 Points

765.00

1) 770, They had a very great presentation that flowed well with the agenda and was easy to follow. They covered all the topics and did a thorough job evaluating the time for implementation for the launch that was functional. Liked all the program offerings and did a job meeting the requirements. The brand awareness is a big value to the platform.

2) 770, Liked the cobranding and in-house design of material samples, the ability to work with us, and the communication can be targeted to certain segments. The customer service is excellent and the team will learn about other employee benefits available to the State of Montana and hand-off for EAP needs. The platform allows biometric data, which could be integrated through the HAS, with thorough details. Appreciate the take on the wellness challenge and daily habits tracker. The demonstration site was cobranding with the State of Montana logo.

3) 763. They have lots of government experience, concerned; this is such a big company, and at first, it seemed like it might be hard to have things run how the State needs them, but they seem flexible. They can incorporate Health Risk Assessment questions. They mentioned they have client counsels and are coming up with yearly roads and portals.

4) 755, They have 25 years of experience, with long-term behavioral changes, and liked the marketing team and brand awareness.

Offeror (Company) Name:		Total Points Awarded:	
MediKeeper		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	338.00	<p>Had ability to white label product and customize solutions. Included cobranding and robust security response and fitness tracker compatibility. Could steer based on HRA response. Has option for custom URL. Partnerships they mention weren't clear if they were included or if they are additional add on service. Excellent at creating data feeds and had Single Sign on. Response shows they excel at connecting with hub of best in class experts vs starting from scratch. Platform includes social circles and personalized with custom content. Customer Service includes a telephone line. Content is outsourced which may make deeper customization difficult. App and web portal look different. Additional cost to connect with business solver.</p> <p>Has international renounced health educator on staff that would be additional fee but helps develop content. Also offers access to reporting and enterprise messaging system. Not sure how much assistance comes from offeror or third party. Been in business for a long time with many clients and branding is always client based.</p>

1.3.2 Online Health Risk Assessment (HRA)	275 Points	255.00	Provides certified HRA. Available for reporting to State Comprehensive and NCQ certified. Does not currently include productivity question but could add. Risks are broken down into 3 severity categories. Members are then provided that plan based on risk. Can show historic results and progress. Called app by two different names so it was confusing. Includes administrator tool for reporting. Didn't call out what level of support would be provided
1.3.3 Wellness Incentive Tracking	465 Points	425.00	Appeared that medikeeper had reviewed our current incentives and confirmed their program can continue to track those. All a points based tracking program. Highly configurable and can meet variety of incentive designs. Administrative portal is available to HCBD but didn't specify how that would integrate Flexible rewards program
1.3.4 Wellness Challenges	330 Points	303.00	Provides 50 plus challenges as a base that would be available with unlimited challenges or multiple simultaneously, but didn't identify. Several types of challenge team groups and different health areas. All elements are configurable. Can sync 300 plus types of devices and apps with challenges. Didn't provide the list of existing challenges, just described samples. Concern over what lift the State would have to implement Vs what assistance they provide.
1.3.5 Marketing/Communication/Reporting	150 Points	142.00	Extensive communication plan for getting members engaged and interactive reporting is available to Admin dashboard. Has step by step guide and webinars but didn't include sample communications.

1.4 Account Management	225 Points	200.00	Felt like an abbreviated response without a lot of good information. Doesn't offshore development or support is plus. Did include requested information but only an overview with not a lot of details. Didn't include privacy policies. Indicated they would line up with our business objectives and formulated a plan that would have short medium and long term goals. Identified day to day contact and would attend meetings at whatever frequency State needed. Provided Performance Guarantee information.
1.5 Implementation	350 Points	285.00	Schedule States they can implement quickly and calls out administrative testing. Shows dedicated team during and after implementation but more of the effort would be on State side once platform is up. Based on schedule they provided their dates wouldn't align with RFP process.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	185	US based wellbeing technology provider that outlines smaller company with majority of employees being engineers and integration experts. Fewer number of direct clients of mostly TPA's.
2.4 Resumes	25 Points	23.00	Resumes provided info on how experience specifically relates to RFP and employee experience. Customer Success Manager resume wasn't provided because staff position isn't filled but requirements weren't listed.
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	2156.00	
Step 2: Oral Presentation / Interview	795 Points Possible		

Offerors Presentation

795 Points

770.00

1) 771, They did a great job on their presentation and showed everything that was asked for in the prompt. The platform was simple and innovative, allowing for customizations, the social aspect of the platform, and challenges. The big wellness challenges and profile seem to be missing some maps. Liked that someone could use pal-pal challenges at the same time as team challenges. The biometrics and Health Risk Assessments were integrated within the platform, including muscular-skeletal training with videos, the customer service platform has telephone, chat, and emails.

2) 771, They were able to explain a lot before we had to ask the questions, they make changes if we wanted. They include separate message groups, member message boards, log-in with Single Sign-On opportunities. The Health Risk Assessment portal seemed to be well-thought and easy customer service access for retirees.

3) 770, They did a great job presenting and following the agenda, there were a couple of things that got addressed in the questions, they discussed each prompt detail. The comprehensive system seems to meet the needs, concerned about the amount of work the administrator would need to do on the State, but after discuss it was manageable.

4) 765, Will receive clarification on integration for the health accounts which was seamless and easy to navigate between the platforms, the users could as an individual member sync all of their devices.

Offeror (Company) Name:		Total Points Awarded:	
Healthbreak		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	255.00	Didn't identify team assigned or staff listed. Mentioned parent company. Challenges looked like they may be extra experience. No telephone customer service available. Only, been in business for a few years. mobile app and desktop is available. All customer service is done via chat. Didn't provide security policies. Seemed like everything was subcontracted and didn't describe details on capabilities. Had ability to customize and cobrand. SSO is additional fee.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	190.00	Qualifications are discussed but never made clear what is provided to plan member or what customizations are available. Very new HRA system that is homegrown and not certified. Notes that their partner is widely distributed but just started in 2023. Sample provided was generic and didn't utilize any biometric data. Historical data is accessible.
1.3.3 Wellness Incentive Tracking	465 Points	340.00	Provided good example with State of Colorado that shows experience with State government incentive structures and tracking with mobile app. Didn't describe a lot of detail on changes, customization, or how often incentive methods could be modified.

1.3.4 Wellness Challenges	330 Points	265.00	Provided variety of challenges and outlined desktop or mobile app. Provided communication plan and cobranding options. Addressed communication such as ability to offer webinars that tie in challenges and notifications received. Several device integrations identified. Didn't go into detail on if they are personal, team based, group based or in social connectivity.
1.3.5 Marketing/Communication/Reporting	150 Points	120.00	Communication specialist is in addition to account manager and uses satisfaction surveys with good examples. Has reporting dashboard that would include ad hoc report data and has FAQ Section. Didn't describe communication specialist was for State or how it would be used.
1.4 Account Management	225 Points	169.00	Identified regular meetings with goal setting but didn't identify team individuals or credentials of that team. Team org chart didn't line up with Org chart. Mentioned Performance Guarantees but didn't go into specifics.
1.5 Implementation	350 Points	265.00	Mostly overview of implementation and process but dates weren't accurate. Didn't have the level of detail or consideration expected from an implementations. Timeline provided was vague.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	160	US Based and works with other State Governments but fewer employees and clients but good retention of similar client size. New company and new system.
2.4 Resumes	25 Points	24.00	Resumes were provided. Met requirements
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	1788.00	

Offeror (Company) Name:		Total Points Awarded:	
WellRight		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	290.00	Has large quantity of clients and in depth learning of the State incentive programs and defined what engagement should look like. Suggested courses and health activities. Can utilize text messages even for self report texting for incentive progress tracking in resources tab. Health coaching is an additional fee. Tracking is limited to steps and calories, but they can sync devices. Challenges are client or member created and social interaction is limited. Referred to healthcare workers throughout response so didn't understand the State employees. Customer service is available across many mediums but didn't provide location of call center. Didn't include privacy security detail. Can customize and cobrand materials. Implementation plan wasn't clear about timeframe or details. Telephone line can be set up but currently doesn't have one. Chronic conditions included in reporting.

1.3.2 Online Health Risk Assessment (HRA)	275 Points	169.00	Did not provide copy of HRA and stated it was proprietary meaning it is home developed and is not certified. Members are given tips based on questionnaire. Participants can view health profile and health score. Automatic reminders can be set up and historic info can be viewed. Indicate they can customize but not as much explanation. Does provide administrative reporting. No phone number for members. No samples provided or target benchmark of
1.3.3 Wellness Incentive Tracking	465 Points	330.00	Customizable structure with multiple award types. Multiple integrations and devices supported. Text tracking and notifications is a nice feature. Didn't give a lot of information or examples. Inconsistent about if phone number for support is available or not. Response seemed disorganized and mixed up incentive language with challenge language so offerings seemed inconsistent.
1.3.4 Wellness Challenges	330 Points	248.00	Text message system was innovative solution for member self reporting. Offers individual, peer to peer, and team based challenges that the State would set up. Didn't include any specific examples of challenges just categories. Not clear in response if they can support team challenges and tracking is very limited to just steps and calories. Lots of responsibility on the State to develop challenges.
1.3.5 Marketing/Communication/Reporting	150 Points	115.00	Cobrand capabilities and would mirror State of Montana platform design for continuity. Satisfaction surveys once per year and Administrator dashboard is good tool. No phone line number means an entire demographic would have less access. Good utilization reports but doesn't address how ad hoc reports would be run or how flexible the report structure can be.

1.4 Account Management	225 Points	180.00	Outlined good approach and heavy involvement with State. Yearly plan evaluations for sustaining and growing membership. Client success manager can attend meeting with state and dedicated team has a detailed chain of other departments but didn't describe other department. Provided good performance guarantees and adequate staffing plan. No samples provided
1.5 Implementation	350 Points	282.00	Provided narrative implementation plan as opposed to date range timeline but described regular check-ins and benchmarks. identified specific team members and roles but not a lot of details as to State needs or specific examples to important details.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	185	Established years in business and big book of business with large number of existing clients with good retention.
2.4 Resumes	25 Points	16.00	Key personnel had good experience and information only two resumes provided and not a lot of detail.
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	1815.00	

Offeror (Company) Name:		Total Points Awarded:	
Visibility-Propel		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	320.00	Gave detailed foundational vision. Portal contains evidence based content with a wide variety of tools and resources. Robust tracking and device integration. Health coaching is additional price. Customer service team seems focused only on technical support for portal. Didn't provide security information. Content on URL is very impressive including educational features, meditation and fitness videos, etc. Well established business and implementation can be done quickly. Doesn't include preventative exam but can be added. Spouses and dependents are included in program. Design team available at no extra cost.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	206.00	Used benchmarking for question process and includes health score. Didn't provide any historical trends but can incorporate biometric data. Customization wasn't detailed. Didn't seem user friendly for members. Seemed disorganized and hard to follow. Did not provide copy of HRA and didn't follow RFP requirements. Discuss different modules that can be integrated but not specific enough considering there was no example. Didn't describe what reporting capability.
1.3.3 Wellness Incentive Tracking	465 Points	400.00	Has a lot of depth in their platform for tracking different methods. Has flexibility to change and customize depending on member needs. Integrate with devices for data that can be uploaded including a user fillable form. Member progress is shown in real time. Customer service can assist with member questions

1.3.4 Wellness Challenges	330 Points	280.00	They have unlimited number of team and group trackable data based on a wide variety of information that can be synched. Individual members can initiate their own challenges for users. Administrative function can track reporting with custom dashboard. Includes variety of devices. Didn't call out social engagement opportunities.
1.3.5 Marketing/Communication/Reporting	150 Points	130.00	Design and cobranding is customizable with in house market surveys. Reporting dashboard that is detailed and complete. No specification on what format reports are delivered and custom reports may be for a fee. Didn't describe what standard report list might be.
1.4 Account Management	225 Points	207.00	Regular weekly meetings and full account team was provided with description of staff roles and single point of contact was identified. Did provide PG's
1.5 Implementation	350 Points	210.00	Sample implementation plan was included but font was so small it couldn't be read. Implementation process sounds very aggressive but didn't provide the details to support the capability.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	185	Many years of experience in industry and good client retention. Serves many public entities and provided sample. No executive turnover in last 3 years
2.4 Resumes	25 Points	18.00	Overview provided for executive leadership but was very brief
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	1956.00	

Offeror (Company) Name:		Total Points Awarded:	
Virgin-Personify		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	325.00	Used predictive modeling with AI support. 10 step journey program for health coaching. Content library was ample. Did have social networking and cobrand in platform and included mobile app. Customer service is telephonic and chat support can address both technical support and member support questions. SSO is integrated and telephone number for assistance. Spouses can share incentive information. Limit on communication assistance of 100 hours. Recently had a company merger. How to access or download reports was not specified.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	260.00	Concerns with Have to use their designed program and can't be changed. It is a certified HRA but not customizable. Can't benchmark for individual members, only entire population. Health check guides members through domains to identify areas for improvement. Members can update HRA anytime of year. Members receive a health summary and at a risk glance. Report also provided positive reinforcement for things that are going well. Ties to current tobacco use incentive guidelines. Customize adding questions to options for HRA but can't remove questions.

1.3.3 Wellness Incentive Tracking	465 Points	430.00	Administrative tracking of rewards. The structure and activities that earn rewards are highly configurable, allowing you to deliver a program that aligns with our goals and our budget. They had flexible game mechanics and rewards logic to make it easy to modify state schools. Different incentives can be run for different demographics. Full mobile app use and integration. Members can consent to share information with spouse. Wasn't sure how to access or downloading reports outside of the dashboard.
1.3.4 Wellness Challenges	330 Points	285.00	Members can complete personalized challenges or team, group, etc. Easy to use client admin tool for creating challenges. Access to many devices and apps to track challenge progress. App access in addition to desktop and participation can be against team members or organizations. Very low social network tools.
1.3.5 Marketing/Communication/Reporting	150 Points	132.00	State of Montan branding used. Good amount of communications already available. Easily organized and easy to read. Accessing reports or formatting was not clear. Quarterly satisfaction survey and use with eligibility files
1.4 Account Management	225 Points	210.00	Good job describing expertise in field and communication and attending meetings. Good organization structure and outlined PG's and consequences. Launch and implementation stage will have project manager. Mentioned delivery specialist but didn't explain how that worked.
1.5 Implementation	350 Points	325.00	explained process of pre implementation team and structure of benchmarks. Detailed implementation plan showed realistic consideration of Contract and deadlines.
Section 2: Offeror Qualifications	225 Possible Points		

2.3 Offeror Profile and Experience	200 Points	190	Seems to cover large base of employees in similar client list with good retention. Long duration in industry pre-merger. Need more information about that very recent merger and how that's affected team structure.
2.4 Resumes	25 Points	23.00	Resumes were provided and listed full team members and experience but brief.
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	2180.00	
Step 2: Oral Presentation / Interview	795 Points Possible		

Offerors Presentation

795 Points

765.00

1) 763, They had a very good and comprehensive platform demonstration, that has access to 20 languages. The company has been in business for a long time they have a good team with a good knowledge base. The video library had a lot of physical activity exercises, there was an example of the digital health coaching platform. They talk about a variety of different member and administrator resources to make it easy to access the information needed, whether that is Health Risk Assessments or historical data. This platform is capable of integrating with Single Sign-On and can transfer data. They had an annual communication calendar, which isn't to be confused with the events calendar to help members keep track of events. They have custom campaigns that are already set up and have a 'MyCare' checklist to schedule preventative appointments. The personalized experience and recommendations were nice, and they stated eagerness to bring experts to the table when making decisions. The wellness challenges and maps that integrate into the challenges were nice, and they focus on bringing new and relevant information to members. The chat function is available to speak with your challenge team can be customized and includes device integration. They called out their experience with 150 public sectors that have good client engagement rates.

2) 771, Liked the reminders and member prompts to complete a Health Risk Assessment, daily tips that are reused, members can opt-in or out of notifications, and a member event calendar.

3) 780, They did a good job with the presentation, the system seems to meet or exceed the needs of the State. Liked they had ideas already put together for simplification and more user engagement. They called out increasing the member visits to almost 19x a month, showing the users found value in the information. The implementation section was thorough and included a good timeline for the launch. Liked the addition of friends and family, and that 98% of devices and apps are able to be synced, the calendar of events, and the thoughtfulness of communication.

4) 754, They can meet our needs, the challenges did meet the needs but the outline felt basic, but some concerns: didn't feel quite as user-friendly and smooth as it could have been, and the flow of the different options. Would it drive more engagement? The challenges did meet the needs but the outline felt basic.

Offeror (Company) Name:		Total Points Awarded:	
Castlight-Apree		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	315.00	Demonstration of platform and how it drives behavior change. Focus on membership health and involvement. Member portal can be customized per member based on healthcare needs. Internal and external resources can be customized based on user needs. Description of integrating claims data and care identifiers. Telephonic life coach is extra fee. Outsourced many services. Didn't answer several questions we required
1.3.2 Online Health Risk Assessment (HRA)	275 Points	245.00	Integration with claims and certified HRA. Can add custom question and personalized recommendations based on member response. Immediately presented with next steps and navigation. Does not use benchmarking but does provide aggregate reporting. Didn't provide average participation stats but did provide overview. Provides user feedback on recommended changes.
1.3.3 Wellness Incentive Tracking	465 Points	420.00	Incentive type is based on milestones or points when set up activities are fixed goals. Administrative tracking tools are in line with States needs. Reward center is very diverse. Mobile focused as opposed to web based. Real time access for Admin is not available but reporting can be customized to adjust. Reports can't do quarterly frequency for incentive and not having reporting tool is a set back from current functionality.

1.3.4 Wellness Challenges	330 Points	302.00	Good detail on engagement strategies on social interaction. Good member support and communication. Has option to widely customize challenges. Not clear on limitations with challenges or customizations. Wasn't a very detailed description.
1.3.5 Marketing/Communication/Reporting	150 Points	135.00	They'll work with communication team to develop a customized marketing launch strategy. They will provide us with self-service communication. Utilizes satisfaction surveys and will offer support from start to end. Didn't deeply describe communication capabilities or marketing materials provided. Very overview response.
1.4 Account Management	225 Points	190.00	Collaborative approach to discovery and alignment of strategic plans and road mapping working with our branding and staff. Didn't provide a detailed PG list.
1.5 Implementation	350 Points	255.00	Plan is overview and implies 5 months to implement. A great deal of navigation for claims system and puts a bigger burden on State. Timeline was excessively long for what they're implementing
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	152	Experience in industry has detailed history but all project discussed are from parent company, not new company. Similar client size, did not clearly list their main demographic or competitors. Proposal indicates they may be more focused on navigation that employee wellness.
2.4 Resumes	25 Points	18.00	Resumes were provided as requested but not updated based on our proposal requirements. Very basic and only gave three short resumes. Remainder of staff were to be determined.

STOP HERE: Part 1

Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	2032.00	
Step 2: Oral Presentation / Interview	795 Points Possible		
Offerors Presentation	795 Points		
STOP HERE: Part 2			
Section 3 Cost Proposal	795 Points Possible		

Fixed Bid Price

795 Points

755.00

1) 780, Liked the care support navigation page to help steer users to portals within the app and to other State of Montana vendors. They have a good account management team, and a library resource center will be provided for users. They will participate in wellness events both virtually and in person. They included a detailed implementation plan and liked that the member experience is personalized by the acquired data from both the Health Risk Assessment and the biometrics. If chosen, they could claim data integration which will allow them to provide a historic look-back. Appreciate the integration with multiple vendors already implemented and have a process to integrate into the portal. The customer service is USA-based and offers extended hours outside of the 8-5. They will do warm handoffs, to other vendors, they have a relationship with OKTA which will allow Single-Sign-On availability. They included a cobranded demonstration, with the ability to sync trackers as well as manually input. They post to the social feed weekly to help push content and drive engagement into the portal, and the social feed will be based on specific topics. They have the ability to use Health Risk Assessments which are certified and include customized questions. Within the wellness challenges, each activity earns gems which includes activities that don't result in lots of steps. The users can chat with members within teams during challenges. The administrative portal was comprehensive included ADA-compliant challenges in-app and included a mobile and desktop pairing function.

2) 755, The community looks like other social media platforms and accommodates Single-Sign-On or direct registration ability. The Health Risk Assessments seemed pretty good but were plain. The wellness challenges although did have good function are still limited and don't have as much depth of content. The whole concept of the site is interesting and can be connected to the plan but on the back end how much work will it take to integrate?

3) 755, This was a well-rounded program, and customer service will be open from 6 am – 7 pm for live help.

4) 720, Great system and liked how the navigation approach can connect all the players but is more complex than putting everything together. There are concerns about the ecosystem and being able to plug and play with different vendors, which isn't doable for the State.

Offeror (Company) Name:		Total Points Awarded:	
Medical Care Development, Inc.		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	235.00	Fairly small membership base. Doesn't focus on behavioral change. Many tools we currently use would not be included. Seemed like many features need to be built rather than simply implemented. Trackers and devices don't synchronize with platform so data needs to be manual entered. Social networking is absent from plan.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	200.00	Could customize and integrate data for reporting. No mobile APP, no benchmarking or feedback to members. No tracking ability for member progress. Not certified and no real integration with rest of plan.
1.3.3 Wellness Incentive Tracking	465 Points	279.00	Self described as utilitarian, functional but not configurable. No tracking and no logs. Solution would require custom building for all tracking and feedback. Hesitation on timeframe on deliverables if anything needed to change. Doesn't have query tool or on demand reporting.
1.3.4 Wellness Challenges	330 Points	197.00	Doesn't currently offer Challenges, but they could be built.
1.3.5 Marketing/Communication/Reporting	150 Points	110.00	Offeror will work closely to develop materials and provide updates. Does have cobranding but platform doesn't have communication or messaging tools in system. Limited design time for creating custom materials.

1.4 Account Management	225 Points	168.00	Provides some strategic planning with staff available for meetings as needed. Didn't provide details on Performance Guarantees. Response gave impression that video conference is only communication method and service team hasn't been hired yet. Sounded like we would be part of the hiring process for the Contract Administrator?
1.5 Implementation	350 Points	250.00	Response did outline a plan for implementation that included dates but did not go into detail on hiring process or if that time was accounted for.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	147	Non profit, not government, public health organization. Primary source of business is Federal and State Grants. Does outline experience building programs to meet requirements but only one is a wellness platform.
2.4 Resumes	25 Points	15.00	Provided overall summaries and job descriptions. Couldn't find some information and wasn't organized.
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	1601.00	

Offeror (Company) Name:		Total Points Awarded:	
Workpartners		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	280.00	Offer SSO and additional multifactor identification for extra security. Home page can be customized by member and can integrate with 3rd party vendors. Offer live or virtual health coaching with mobile app and web platform with separate admin access. Necessary information was not well organized or described in detail. Response was difficult to read. Focus seemed on Health Coaching and wellness platform is an afterthought. Response didn't express what was included in their platform vs what is a separate service.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	206.00	Provided top 3 areas for members to strengthen. Solutions seems to focus on 10% of members with health care needs vs engaging all members. No mobile app but does except integration with other devices. Has member dashboard with configurable tools. Wasn't sure what worklist was for integration to wellness program. Samples included seemed difficult to understand and not user friendly. Wasn't organized and difficult to track required information.
1.3.3 Wellness Incentive Tracking	465 Points	340.00	Integrating with third party vendors outlined but not explained how those integrations work or if it's still a seamless experience for the user. Incentive tracking is outcome driven and can be customized. Points based system that can be used for prizes or drawings. Doesn't describe member tracking in real time but administrators can have separate access to track participation.

1.3.4 Wellness Challenges	330 Points	215.00	Suite of customizable challenges for physical and mental wellbeing. Individual and team and by department challenges. Didn't provide list of existing challenges but describes toolkit that can be used for the State to develop their own. Information was poorly organized and difficult to follow. Unclear how challenges are tracked or which tool to implement. Manual entry for data or synchronizing with devices.
1.3.5 Marketing/Communication/Reporting	150 Points	140.00	In house marketing team and can customize materials for communication. Established library of materials already in use and various methods for communication, notices, and reporting. Uses dashboards and satisfaction surveys. Strongest area of response.
1.4 Account Management	225 Points	180.00	Identified areas that hiring would need to take place. Meeting attendance as request and ability to collaborate to meet State objectives. Senior account manager would be dedicated. Account manager is supported by executive team.
1.5 Implementation	350 Points	265.00	Very basic level response with implementation goal outlined. Identified implementation team approach but didn't give details.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	175	Parent company has been in business 20 years. Large profile of public and private clients. Good retention of clients and executive leadership
2.4 Resumes	25 Points	20.00	Provided resumes for support team and demonstrated experience.
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	1821.00	

Offeror (Company) Name:		Total Points Awarded:	
Sonic Boom		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	340.00	Detailed response, outlined experience working with Montana. Innovative and scientifically validated wellbeing actives. All items can be tracked or reported on including wide range of data. Includes social networking and dashboard tracking challenges. Advanced suite of materials for communications and reporting. Described ability to SSO and established customer service as well as integration that it already complete. Didn't describe how health coaching is integrated between third party. Doesn't provide security policies or procedures.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	205.00	Response indicate that the HRA enables plan members to drive their personal behavioral change journey and helps organize and organize enhance the overall population well-being, including questions about health conditions, and wellness behaviors. No sample HRA provided. Cannot add custom questions. Reports are provided quarterly. Didn't describe difference between HRA and Health Risk Intervention described. Didn't provide historical trend analysis tool. Questions are customizable but custom questions cannot be added.

1.3.3 Wellness Incentive Tracking	465 Points	430.00	Tracking and fulfillment is customizable and designed to accept wide variety of data. Accepts upload data from members, third parties, and smart devices. Real time admin portal can generate user reports at any time. Flexibility in incentive and can accommodate external validation and programs. Good customer service and reporting. Only one incentive at a time for core program. Some answers were hard to follow. Limited details on outcome based incentive capabilities.
1.3.4 Wellness Challenges	330 Points	249.00	Web based platform with mobile app. Team based contests can be manually entered or automatically invited. Mentions pro service level and core program so response materials are not clear which level of service is being provided/quoted/described in the solicitation.
1.3.5 Marketing/Communication/Reporting	150 Points	125.00	Response indicated they have a good amount of communication tools available. Identified they can print materials as well as email and notifications for plan members. Materials are fully customized. Reports are available anytime that we need them in real time, including contest reports, device users, how many users picked up emails that are sent, the activities that were completed, etc Didn't provide sample reporting.
1.4 Account Management	225 Points	169.00	Well-being prioritization and strategy assessment tool to gain an understanding of the well-being. Vision and organizational culture which allows Sonic Boom to tailor program design and recommendations. Indicated Performance Guarantees but didn't list. Identified Team Members with organization chart included.

1.5 Implementation	350 Points	250.00	Identified several tools that are not currently offered but didn't describe how to implement those tools. Pointed out they are the current provider so they wouldn't need implementation but didn't go into detail about additional features they mentioned that would still need to be implemented.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	170.00	High number of clients but client retention rate seems low.
2.4 Resumes	25 Points	23.00	Provided description of bios for team members outlined good detail and experience.
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	1961.00	

Offeror (Company) Name:		Total Points Awarded:	
Ramp Health		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	347.00	Described good wellness platform that draws from established wellness models. Can be catered to members needs. Integrates with wearable devices and various data streams and manual entry option. Members have access to wellness coaches and diverse library of eLearning opportunities and webinars. Trackers for specific goals. HRA is first step for the system and everything can be customized and tailored based on the users needs described from the HRA.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	265.00	Comprehensive background questions that personalize and are designed to produce actionable responses. Full integration with mobile app and web based platform. Can integrate with various devices. Reports can be provided quarterly. Customer service can address IT questions as well as Challenges and tracking information.
1.3.3 Wellness Incentive Tracking	465 Points	400.00	Data for incentives can be manually input or synced with fitness tracker or smart device. Benchmarking is provided. Platform creates separate profiles for spouses as well as primary members. Offers real time tracking of incentive progress. Admin dashboard available. Health screen can be uploaded in daily download and is available for export. Didn't really talk about potential for changes in incentives or growth. Could have included more examples for understanding.

1.3.4 Wellness Challenges	330 Points	247.00	Described models for engagement such as peer support and gamification as well as team based or individual challenges. Didn't give examples of challenges that are available and appears State is responsible for setting them up.
1.3.5 Marketing/Communication/Reporting	150 Points	135.00	Monthly and quarterly news letter as well as email campaigns. Cobranded communication plan with multi channel methods. Wide range of promotional materials already available. Ability to create custom reports and utilizes satisfaction survey.
1.4 Account Management	225 Points	180.00	Committed to collaborative approach and will make changes on an annual basis. Single point of contact will be provided and communications are based on deliverables. Provided organization chart and identified Performance Guarantees but didn't identify consequences.
1.5 Implementation	350 Points	325.00	Provided adequate staffing for implementation plan. Outline didn't provide dates but was very detailed.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	180.00	Provided examples of previous clients and justifications for client exits.
2.4 Resumes	25 Points	23.00	Provided Resumes for key members who would support
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	2102.00	
Step 2: Oral Presentation / Interview	795 Points Possible		

Offerors Presentation

795 Points

680.00

1) 739, They had the benefits on their website to look at what's available, and they are focused on the at-risk population. They have a good background and have been doing this work since 2002, they remind everyone at 90 days to check-in. The challenges seemed to be easy to run with the opportunity to do it, they had a good schedule that made it easy to see what the State needed to do compared to them.

2) 675, They didn't follow the agenda, the account management and implementation were at the end of the presentation. Overall, they had a system that could meet our needs and would be useful for members. Liked the wellness challenges that are themed, didn't get a feel for all the challenges. Some concerns were the content creation and making sure the things we need are included in the Scope of Services and pricing.

3) 595, They provide client examples backups for themes, they have an established relationship with Premise and will use AI for the platform Health Risk Assessments and can connect fitness trackers. The concerns were unclear about what would happen if a dependent didn't have an email address and would have liked to see more reporting examples. They did cover a lot of points on the agenda but felt general and not personalized. They were unclear on meeting the requirements, including content build and timelines.

4) 747, They did answer the majority of the questions and provided the information that was being asked in the prompt. Weakness, they didn't have ad-hoc reporting, and the challenges seemed new and couldn't provide a good depth at this time. The social aspect was separate from the challenges at this time.

Offeror (Company) Name:		Total Points Awarded:	
Marquee		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	325.00	Offer comprehensive approach to health and wellness including health coaching, gamification, and integration with various devices. Uses evidence based approach to health with additional resources such as social connection and community engagement. Reporting tool might not be available for incentives in progress. Did not provide privacy and security policies. Unclear on tracker types and synchronization capability. No news feed and extra fee for SSO.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	207.00	Option to customize external integrations with established reporting process. Unclear on chronic condition evaluation. Doesn't provide benchmarking for member health. Branching logic wasn't clearly explained and historical trends not identified if they could be tracked. HRA can include medical claims data. Wasn't identified if it was certified HRA or not. Sample was fairly plain and focused more on lifestyle vs chronic conditions. Didn't indicate if they integrate specific vendor data.
1.3.3 Wellness Incentive Tracking	465 Points	390.00	Platform is well established with intuitive user interface. Tracking is point based program. Reporting does not seem to be capable during incentive period. Didn't take opportunity to describe how tool would work for members incentive programs or rewards

1.3.4 Wellness Challenges	330 Points	313.00	Members can participate in team or individual challenges that are more than just step based. Custom Challenges are available at no additional cost. Data can sync with various personal fitness trackers or be manually entered. Member interaction is smooth. Health coaching can be included in incentive goals. Wasn't clear on how team participation works for some challenges or social features.
1.3.5 Marketing/Communication/Reporting	150 Points	113.00	Very basic response but did provide report and marketing samples. Met requirement and seems adequate but not much expansion on response. Didn't describe communication philosophy or communication plan.
1.4 Account Management	225 Points	160.00	Steps in place for annual program evaluation and identified how changes could be made. Identified senior account manager. Support hours are offered as needed. Didn't include organizational chart or staffing plan or Performance Guarantees. Didn't indicate knowledge and skills the team would bring to the table to meet State objectives.
1.5 Implementation	350 Points	280.00	Detailed implementation plan with timelines included. Only listed 5 staff members at executive level but didn't really indicate who would be conducting the implementation.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	189	Ten years experience in industry for both public and private industries with good retention and no turnover
2.4 Resumes	25 Points	19.00	Basic overview of executive leaders experience but not support staff who would be involved.
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	1996.00	

Offeror (Company) Name:		Total Points Awarded:	
Advanta		xxxxxx	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Evaluated RFP Section	Point Values		
Step 1: Technical Proposal	2385 Total		
Section 1: Wellness Platform	1585 Possible Points		
1.3.1 Wellness Platform	365 Points	300.00	Evidence based positive behavior reinforcement and engagement. Data synchronizes with multiple devices and has validated models for member engagement as well as personalized journeys customization. Response overall was broad level and no detail, examples, or explanations. Customer Service implied that the State would be the ones to field calls. Response left a lot of unanswered questions.
1.3.2 Online Health Risk Assessment (HRA)	275 Points	165.00	Very difficult to follow response and was either missing information or couldn't find at all. Didn't explain what their HRA was, didn't provide a sample, Some information was mentioned in other sections.
1.3.3 Wellness Incentive Tracking	465 Points	150.00	Mentioned personal devices could synchronize data and that tracking was customizable but didn't explain how or from what. Almost the entire section was missed.
1.3.4 Wellness Challenges	330 Points	198.00	Some topics mentioned throughout other sections but nothing containing any detail. Simply mentioned that they offer challenges and members can invite other members. Described notifications and tracking data updates but not how or what method.
1.3.5 Marketing/Communication/Reporting	150 Points	112.00	Cobranding of materials and provided reporting examples as well as outline of marketing approach. Adds can be opted in or out on member dashboard.

1.4 Account Management	225 Points	135.00	Provided overall outline on approach to cooperation with State. Response implied that the State would be doing majority of lifting for implementation.
1.5 Implementation	350 Points	210.00	Timeline provided was aggressive considering very little outline was provided. Did provide and organization chart.
Section 2: Offeror Qualifications	225 Possible Points		
2.3 Offeror Profile and Experience	200 Points	130	Identified they have been in busyness several years an with similar clients. Information throughout proposal was difficult to find and poorly organized so does not leave confidence for future capabilities.
2.4 Resumes	25 Points	19.00	Bios provided for executive and account team.
STOP HERE: Part 1			
Offerors must achieve a Technical Score of at least 2027 (85% of 2385) in order to move on to Step 2: Presentation	Offeror Technical Score Total:	1419.00	