

Attachment D

Technical Proposal Instructions and Evaluation Criteria

The Respondent shall prepare and submit its Technical Proposal according to the instructions and criteria provided in this attachment and Attachment M, Technical Proposal Response.

A. Technical Proposal Instructions

1. The Respondent shall use Attachment M, Technical Proposal Response, as provided to submit its Technical Proposal. Attachment M shall be converted to a PDF document before submitting. Do not insert hyperlinks in the Technical Proposal PDF document. If hyperlinks are included, they will not be evaluated, and the Department reserves the right to remove them. See section 3.2, Special Instructions, 4. Terms and Conditions, of the RFP document.

The Respondent shall not exceed 10,000 characters in its description of experience within Prompt 1.

The Respondent shall not exceed 20,000 characters in its description of proposed solutions within Prompt 2.

Respondents should input text only into Prompt 1 and Prompt 2.

Respondents shall not submit cover pages, cover letters, or table of contents. Any additional files, tables, links, graphics or other information provided outside the character limits are not permitted and will not be considered for evaluation and will not be submitted to evaluators.

2. The PDF document shall be labeled:
RespondentName_TechnicalProposal_AttachmentM.
3. The Respondent is required to demonstrate experience and capabilities in providing Telematic Asset Tracking Services and Related Equipment, as detailed in Attachment A, Scope of Work.
4. For the Experience portion of the Technical Proposal, the Respondent shall provide a detailed description of its experience delivering Telematic Asset Tracking Services and Related Equipment to include but not limited to: number of years of experience, background and knowledge of GPS telematics, and capacity to deliver services statewide.
5. For the Proposed Solution portion of the Technical Proposal, the Respondent shall provide a detailed description of its Proposed Solution for delivering the Telematic Asset Tracking Services and Related Equipment, including the capacity to deliver services statewide and offer services that must include, at a minimum, real-time automated tracking, monitoring, and reporting of vehicle usage, maintenance, location, and fuel consumption.

The Respondent may submit a redacted copy of its Technical Proposal pursuant to section 3.2, Special Instructions, 19. Public Record, of the RFP.

B. Technical Proposal Evaluation Criteria

Technical Proposal	Available Points
1. Experience	30
2. Proposed Solution	30
Total Available Points for Technical Proposal	60

1. Experience – 30 Available Points

Respondent should provide within the submitted Attachment M, Technical Proposal Response a narrative of the Respondent's and staff's relevant experience, including the number of years of experience, and its diverse knowledge and skillsets (preferably with demonstrated experience in providing services and related equipment relevant to governmental entities). The Respondent may demonstrate experience by providing relevant information including but not limited to: identifying clients, describing past projects, and describing staff experience. Résumés are not required to be included in the response.

Evaluators will use the following when scoring the Experience section:

How much relevant experience in providing Telematic Asset Tracking Services and Related Equipment did the Respondent demonstrate via the Proposal?

Evaluation Criteria	Points
Respondent does not demonstrate that it has quality, depth, or relevance in experience in providing Telematic Asset Tracking Services and Related Equipment.	0
Respondent demonstrates a minimal level of quality, depth, or relevance in experience in providing Telematic Asset Tracking Services and Related Equipment.	10
Respondent demonstrates a good level of quality, depth, or relevance in experience in providing Telematic Asset Tracking Services and Related Equipment.	20
Respondent demonstrates an extensive level of quality, depth, or relevance in experience in providing Telematic Asset Tracking Services and Related Equipment.	30

2. Proposed Solution – 30 Available Points

Respondent should provide within the submitted Attachment M, Technical Proposal Response a full description of the proposed solution for delivering Telematic Asset Tracking Services and Related Equipment, including its ability to provide the services statewide and to utilize its diverse knowledge and skillsets. Respondent may demonstrate its proposed solution by providing relevant information to include, but not limited to: describing the general approach to how the proposed solution will be provided, describe organizational staffing, describe the statewide delivery model, describe the technical and operational capabilities, and the overall ability to perform the required services detailed in Attachment A, Scope of Work. Additionally, if applicable to the proposed solution, the Respondent shall provide a list of its OEM partners as detailed in section 3.2.2 Hardware and Related Equipment in Attachment A, Scope of Work.

Evaluators will use the following when scoring the Proposed Solution section:

Does the Respondent's proposed solution demonstrate its ability to deliver Telematic Asset Tracking Services and Related Equipment?

Evaluation Criteria	Points
Respondent's proposal does not demonstrate the Respondent's ability to provide the services and related equipment statewide and to offer diverse knowledge and skillsets.	0
Respondent's proposal demonstrates that the Respondent has <u>minimal</u> ability to provide the services and related equipment statewide and to offer diverse knowledge and skillsets	10
Respondent's proposal demonstrates that the Respondent has a <u>good</u> ability to provide the services and related equipment statewide and to offer diverse knowledge and skillsets.	20
Respondent's proposal demonstrates that the Respondent has <u>exceptional</u> ability to provide the services and related equipment statewide and to offer diverse knowledge and skillsets.	30