

Evaluation Criteria	AT&T	BerryDunn	Eler & Associates	Experis	InfoSec	Presidio	Public	Sayers40	SeNet	Securance	Vaco
Contract/ISA Acceptance	Significant Exceptions	Exceptions to ISA	Accepted Contract	Exceptions	Accepted Contract	Accepted Contract	Accepted Contract	Accepted Contract	Accepted Contract	Accepted Contract	Accepted Contract
Corporate Experience & Capacity – 10 Points	7	10	5	4	1	6	5	7	7	6	5
Business Plan – 40 Points	25	40	24	18	22	27	33	34	32	26	20
References – 20 Points	5	18	6	8	13	10	5	10	7	15	6
ISA	Attached	Attached	Attached	Attached	Attached	Attached	Attached	Attached	Attached	Attached	Attached
Subtotal	37	68	35	30	36	43	43	51	46	47	31
Cost – 24 Points	1.69	4.70	11.91	1.79	13.31	10.01	9.48	1.12	24	12.90	7.73
SBE – 6 Points	0	0	0	0	0	0	0	0	0	0	0
Total	38.69	72.70	46.91	31.79	49.31	53.01	52.48	52.12	70	59.90	38.73

*Hamilton Ryker deemed non-responsive

Strengths and Weaknesses

AT&T

Strengths – AT&T has acquired VeriSign.

Weaknesses – Significant exceptions taken to the contract. In the Evaluation Committee’s sole assessment of the impact of the exceptions, it will prove difficult, if not impossible, to enter in to a contract with Offeror for the services as requested in this solicitation. Corporate Experience and Capacity did not contain Metro specific details but rather focused on AT&T’s broad book of telecom experience and footprint. The Corporate Experience and Capacity section did not address policy or process portions of the scope. The references were not of similar size, scope and complexity.

BerryDunn

Strengths – References included good relevant experience. The proposed team is experienced and knowledgeable on the provision of the services. Because the firm is an accounting firm as well, they are independent and do not offer any products for sale or endorse any specific products. The offer includes role based training for Metro employees.

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The proposal included Metro specific detail with well laid out methodology for completing the objectives and the continuation of services for the full contract engagement. Offeror would assist with and provide training to Metro employees including suggested materials and training sessions.

Weaknesses – References did not include dollar amounts.

Elert

Strengths – Offeror appears to have previous experience in the public sector. The business plan clearly outlined the objectives and how they would be met.

Weaknesses – The qualifications provided for Corporate Experience were irrelevant and did not tie back to the scope. The references were dated and not of similar size, scope and complexity. Offeror is more focused on evaluating technology controls rather than information security policies and procedures. The security awareness relies on the helpdesk. There is no specific mention of remediation around lack of policies. While the business plan clearly outlined the objectives, the deliverables identified did not seem to reflect what Metro was seeking in the scope.

Experis

Strengths – The references provided were current and of similar scope.

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Weaknesses – It is unclear if the Corporate Experience is for Experis or its subcontractor. The Business Plan is not very detailed and the methodology for handling objective one seems more focused on evaluating the controls in place and not policy development. It was unclear from the proposal how the objectives would be met. The Business Plan did not specify the team, addressing specific roles for completing the work.

InfoSec

Strengths – The timeline proposed for completing the work was realistic.

Weaknesses – Corporate Experience and Capacity was not clearly addressed. The plan did not clearly identify how the Offeror would deliver the objectives. The business plan lacked sufficient detail.

Presidio

Strengths – The proposed team has significant experience with a broad scope of knowledge. The references show experience in the areas related to this solicitation.

Weaknesses – The Corporate Experience section lacked details about policies and procedures. The Business Plan included sales pitches for goods and services outside the scope of the solicitation. The references lacked specific detail, dollar values, and all were not of similar size, scope and complexity.

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Public Consulting Group

Strengths – Offeror addressed the policy piece clearly in the corporate experience and capacity. Corporate experience clearly outlined the deliverables and the staff that would be responsible throughout the engagement.

Weaknesses – The primary focus as a company is geared more toward project management. While Offeror has experience with public facing projects, their experience was not of similar size, scope and complexity and focused less on security but more on project management and applications. Several of the proposed staff have been with the company for less than one year. Offeror relies on professional affiliations for the security expertise. References were not of similar size, scope, and complexity and all references were for applications rather than security consulting.

Sayers40

Strengths – Offeror has a strong technical skill set. The Business Plan took a unique approach to accomplishing the scope of work through a methodical, phased approach.

Weaknesses – Offeror lacks significant experience with security policies. The Business Plan was geared toward the technical components. References were geared more toward technical experience.

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SeNet

Strengths – The technical approach mentioned policy writing and included involvement in the procurement process. Offeror has significant public sector experience.

Weaknesses – The offered services did not mention security consulting and policy experience. The Corporate Experience and Capacity section did not address Offeror’s financial capacity to perform. The section did not address current workload versus current staffing so it is unclear whether Offeror has the capacity to perform immediately if awarded the contract. The deliverables were presented as bullet points and it was unclear how the work would be accomplished. The timeline for completing the work seems unrealistic. A business plan was not specifically identified. References were based on vulnerability assessments. Much of the services would be done remotely with little to no onsite presence.

Securance

Strengths – Offeror has related experience and strong letters of reference. The approach to meeting the objectives was strong and clearly laid out with sample reports provided as examples.

Weaknesses – The business plan included boilerplate language and was not Metro specific information. The timeline for completing the work seems unrealistic. The organizational chart was unclear with two team members having the exact same tasks. Offeror did not clearly demonstrate its capacity to perform the work from a staffing standpoint. Offeror will only suggest training types but did not commit to assisting with training.

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Vaco

Strengths – The proposed team is well qualified to perform the work. The proposed methodology was clear.

Weaknesses – The experience was focused on PCI. It appears there is significant work load with limited staff. All of the references were focused on PCI. While the provided resumes were excellent, there was no indication that those staff members would be assigned to Metro. While the methodology was clear, the process for meeting all objections was not clearly expressed.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ 780211 - Information Security Management			24	6	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
AT&T	\$ 887,500.00	\$0.00	1.69	0.00	1.69
BerryDunn	\$ 318,628.00	\$0.00	4.70	0.00	4.70
Elert & Associates	\$ 125,875.00	\$0.00	11.91	0.00	11.91
Experis	\$ 835,963.00	\$0.00	1.79	0.00	1.79
InfoSec	\$112,610	\$0.00	13.31	0.00	13.31
Presidio	\$149,735	\$0.00	10.01	0.00	10.01
Public Consulting	\$158,100	\$0.00	9.48	0.00	9.48
Sayers 40	\$1,338,000	\$0.00	1.12	0.00	1.12
Securance	\$116,160	\$0.00	12.90	0.00	12.90
SeNet	\$62,448	\$0.00	24.00	0.00	24.00
Vaco	\$193,960	\$0.00	7.73	0.00	7.73