RFQ#964682 - Oracle Application Hosting Services
Evaluation Team Score Sheet

Offeror	CherryRoad Technologies	Denovo Ventures, LLC	Mercury Technology Group	Oracle America, Inc.	Secure-24
Team Qualifications and Experience (30 Points)	10.00	5.00	5.00	28.00	7.00
Business Plan (35 Points)	10.00	7.00	3.00	35.00	15.00
Cost Schedule (35 Points)	16.73	12.41	13.87	18.73	28.00
Total Evaluation Scores	**36.73**	**24.41**	**21.87**	**81.73**	**50.00**

Evaluation Comments

CherryRoad Technologies

Strengths

Team Qualifications and Experience: Of the 9 team members proposed as key individuals, 8 had public sector experience; 3 references provided that were all public sector hosting with a combination of EBS, PeopleSoft, and Hyperion.

Business Plan: Private cloud for Metro (public sector) that is secure and scalable. Communication plan with Metro.

Weaknesses

Team Qualifications and Experience: No Hyperion experience with key individuals listed; insufficient information provided on their ability, skill, financial strength, and number of years's experience in providing the required services; company appears to be doing too many services and not enough focus on hosting.

Business Plan: Overall generic Business Plan; no detailed plan of approach provided; no timeline provided; services provided included application support and development, which was not in the scope; did not mention incorporating migration of Hyperion and PeopleSoft; data centers were subcontracted to different organizations; no listing of proper milestones.

Denovo Ventures, LLC

Strengths

Team Qualifications and Experience:

Business Plan: Disaster recovery options and procedures appear to be thoroughly documented.

Weaknesses

Team Qualifications and Experience: Company has gone through a number of mergers and acquisitions; failed to provide customer references; no or very little information on qualifications to hosting Oracle applications; 6 key resources, 2 of which were management, and none of which had public sector hosting experience; hosting services were only added to their line of business in 2007.

Business Plan: Business Plan was generic; did not distinguish how they would deliver hosting; plan is limited in details of how they would migrate and setup Hyperion, PeopleSoft, and EBS; plan does not reflect any experience with hosting Hyperion and PeopleSoft; risks were generic and not specific to this RFP.

Mercury Technology Group

Strengths

Team Qualifications and Experience: Been in operation for 23 years, specializing in Oracle hosting services.

Business Plan:

Weaknesses

Team Qualifications and Experience: Did not complete reference questionnaires; no resumes provided, just a total number of years' experience; limited information regarding their financial strengths and services; key individuals were primarily admin and management, and only 5 named with none tied to Metro's Oracle applications.

Business Plan: Many of the requested elements were omitted entirely or only generically included; timeline provided but the steps were not clearly identified; no real explanation of the scope; data center managed by a subcontractor.

Oracle America, Inc.

Strengths

Team Qualifications and Experience: Experience with Metro; OMCS is a managed service provider and dedicated line of business; experience with hosting all applications listed within the RFP; all 3 references were for public sector hosting, with at least 1 or more of the Oracle applications tied to this scope of work.

Business Plan: Clearly documented thorough understanding of the scope; plan of approach is thorough and tailored to Metro's applications and services; migration plan included thorough and complete information; implementation plan environment phases takes into account all of Metro's requirements; @Oracle Model in separate public cloud as it relates to security and growth needs; disaster recovery options and procedures to cover all aspects of the scope.

Weaknesses

Team Qualifications and Experience: Key managers were not specific.

Business Plan:

Secure-24

Strengths

Team Qualifications and Experience: Founded in 2001 in providing managed hosting services; title and function of resources listed cover all Oracle applications.

Business Plan: Core business is managing application hosting and data center operations; critical factors listed appear to cover all key items; detailed architecture of all 3 Oracle applications and distinguished the scope between all 3; location of data centers and data centers were custom built.

Weaknesses

Team Qualifications and Experience: Did not provide customer references; key personnel states "Oracle Application Engineer" without being specific to which Oracle application; unclear if any public sector experience provided; limited information as it relates to financial stability; no listing of Hyperion experience.

Business Plan: Detailed migration plan was a sample with old dates and generic; key aspects and deliverables not defined; quality assurance plan was very limited; disaster recovery options were generic; risk factors and mitigation were generic.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Oracle Application Hosting Services, RFQ #964682			28	7	35

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Secure-24	$3,841,464.21	$0.00	28.00	0.00	28.00
Oracle America, Inc.	$5,741,673.00	$0.00	18.73	0.00	18.73
CherryRoad Technologies Inc.	$6,430,440.00	$0.00	16.73	0.00	16.73
Mercury Technology Group	$7,755,373.00	$0.00	13.87	0.00	13.87
Denovo Ventures, LLC	$8,669,100.00	$0.00	12.41	0.00	12.41