

	Blackbaud, Inc.	Dulles Technology Partners, Inc.	Fluxx Labs, Inc.	InfoReady Corporation	Vertiba, Inc.	Wizehive, Inc.
Round 2- Experience and Risk Mitigation (40 pts)	40	38	27	20	35	15
Round 2 - Project Approach and Process (60 pts)	45	55	50	30	50	25
Round 3 - Demonstration (100 pts)	75	95	NA	NA	90	NA
Round 4 - Cost (100 pts)	NA	100	NA	NA	15.14	NA
Total	160	288	77	50	190.14	40

Solicitation Title & Number		RFP Cost Points
RFQ# 994666 - Cloud Based Grant Management System		100
Offeror's Name	Total Bid Amount	RFP Cost Points
Dulles Technology Partners, Inc.	\$49,200.00	100.00
Vertiba, Inc.	\$324,920.76	15.14

Blackbaud, Inc.

Strengths – 35 years of experience with multiple products. Provided in detail man power and financial ability to perform the scope of work. Completed work of similar size, scope, and complexity. Explained risk mitigation workflow. Stated that they will go above and beyond the industry standard. Demonstrated a large functionality ability. Serving as a leader in non-profit conversations. Demonstrated how to engage the community. Guidestar simplify initiative. Over 200 standard reports. 1 Gigabyte of attachment space. All data in system is searchable and reportable. 90% satisfactory rating. 70% NPS score. Communication system within the platform. 20,000 total users.

Weaknesses – Review interface was not user-friendly. Causes duplicate apps. Budgeting capabilities were weak.

Dulles Technology Partners, Inc.

Strengths – Detailed proposal. Demonstrated a large amount of experience with government entities and the standards that they company meets. Demonstrated in detail risk associated with the project and their risk mitigation plan. Sixteen years of experience with this product. Has experience with projects of similar size, scope, and complexity. A user can be associated with more than one organization. The data fields have numerous options. Dashboard modules allow staff to project manage. Stated that everything can be scanned, signed, and stored in the system. Stated response time during normal working hours is immediate and that staff can be reached after hours via cell phones for a 1-2 hour response.

Weaknesses – Did not list any projects with arts. Data and reporting did not seem as robust as other proposals. Did not mention a help desk. Lacked detail in customer satisfaction.

Fluxx Labs, Inc.

Strengths – Data visualization and backend procedures are very innovative. Integration with verification tools and Guidestar. Demonstrated the system community forum.

Weaknesses – Company lacks experience. Proposal lacked detail. Risk mitigation appears to fall back on the customer/client. Lacked knowledge as it relates to the scope. Software appears to help the administrator and not the applicants. Lacked detail on the security feature. Training of administrators lacked detail.

Info Ready Corporation

Strengths – Demonstrated a large client base.

Weaknesses – Proposal lacked detail. Used the term “turn key support” to answer multiple questions in the evaluation criteria without elaborating on the term for each. Client base lacked detail. Company lacks experience compared to the other proposals. Failed to list any risk associated with the scope of work or security features.

Vertiba, Inc.

Strengths – Detailed proposal. Demonstrated the manpower to perform the work. Explained in detail firm’s experience. Sales Force Solution has been assisting in this solution for six years. Listed projects of similar size and scope. Has experience in the public sector. Detailed risk mitigation plan and the risk associated with the scope of work. Company appears to have a very high standards & expectations of work. Impressive security features. Ability to do block-grants. Stated that there would be 24/7 customer support. Demonstrates a clear understanding of the grant process and management system.

Weaknesses – Stated that someone would also need to be trained in Sales Force.

Wizehive, Inc.

Strengths – Stated they would attempt to make solutions at an affordable cost. Track record shows that they meet or exceed the go-live dates. Have a community forum.

Weaknesses – Proposal lacked detail. Proposal did not follow the format requested in the RFQ. Failed to explain where the solution is being used for grants management. Failed to list projects of similar size, scope, and complexity. Lacked detail in risk mitigation. Failed to describe their product in detail.