

**State of Maine**  
**Master Score Sheet**

RFP# 202307153					
<b><u>Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal</u></b>					
Bidder Name:		FutureFit AI	Futures Inc.	Geographic Solutions	Karp Strategies
Proposed Cost:		\$1,060,000	\$714,000	\$1,769,755	\$921,950
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Section II: Organization Qualifications and Experience	20	6	14	19	5
Section III: Proposed Services	50	28	25	42	20
Section IV: Cost Proposal	30	20.21	30	12.1	23.23
<b>TOTAL</b>	<b><u>100</u></b>	<b><u>54.21</u></b>	<b><u>69</u></b>	<b><u>73.1</u></b>	<b><u>48.23</u></b>
Bidder Name:		Lightcast	PAIRIN	Portland Webworks	Resultant
Proposed Cost:		\$2,696,230	\$1,993,000	\$1,454,240	\$1,979,649
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Section II: Organization Qualifications and Experience	20	8	5	16	13
Section III: Proposed Services	50	17	20	45	25
Section IV: Cost Proposal	30	7.94	10.75	14.73	10.82
<b>TOTAL</b>	<b><u>100</u></b>	<b><u>32.94</u></b>	<b><u>35.75</u></b>	<b><u>75.73</u></b>	<b><u>48.82</u></b>

## Award Justification Statement

### RFP# 202307153 – Connecting Maine’s Workforce System – MyWorkSourceMaine.org Portal

#### I. Summary

The State Workforce Board (SWB) is seeking proposals to build and integrate a multi-agency education, training, and career planning system, by consolidating existing tools, resources, and templates to help Maine workers and employers know the workforce resources and training opportunities available to them and how to access them.

##### Component of Work

There are two distinct components of this scope: 1) Development of an organized, user-centered designed online career portal (MyWorkSourceMaine.org) and 2) Development of a statewide training aggregator (currently named “Training For ME”).

#### II. Evaluation Process

The evaluation team, composed of qualified reviewers, judged the merits of the proposals received in accordance with the criteria defined in the RFP. The evaluation team consisted of the following:

- Christopher Quint – Director, State Workforce Board, MDOL
  - RFP Coordinator
- Karen Fraser – Bureau Director, Bureau of Rehabilitation Services, MDOL
  - Subject Matter Expert – Accessibility and Workforce Services
- Julia Trujillo Luengo – Economic Development Plan Implementation Director, DECD
  - Subject Matter Expert – Economic Development
- Joy Gould – Manager of Healthcare Workforce, DHHS
  - Subject Matter Expert – Healthcare Workforce Services
- Kim Smith – Deputy Commissioner, MDOL
  - Financial Expert
- Alysha Soule – Programmer Analyst, DAFS
  - IT Expert

##### Scoring Weights and Process

- Scoring Weights: The score was based on a 100-point scale and measured the degree to which each proposal meets the following criteria.
  - Section I - Preliminary Information (No Points – Eligibility Requirements). Includes all elements addressed in Part IV, Section I of the RFP.
  - Section II - Organization Qualifications and Experience (20 points). Includes all elements addressed in Part IV, Section II of the RFP.
  - Section III - Proposed Services (50 points). Includes all elements addressed in Part IV, Section III of the RFP.
  - Section IV - Cost Proposal (30 points). Includes all elements addressed in Part IV, Section IV of the RFP.
    - Scoring the Cost Proposal: The total cost proposed for conducting all the functions specified in the RFP will be assigned a score according to a mathematical formula. The lowest bid was awarded 30 points. Proposals with higher bids values were awarded proportionately fewer points calculated in comparison with the lowest bid. The scoring formula – (Lowest submitted cost proposal / Cost of proposal being scored) x 30 = pro-rated score

### **III. Qualifications & Experience**

- Portland Webworks has experience working to create integrated workforce and economic development systems with the Minnesota Department of Employment and Economic Development, Idaho Department of Health and Welfare, and the Minnesota Office of Higher Education.
- The subcontract Portland Webworks proposed to use has extensive experience with the State Workforce Board

### **IV. Proposed Services**

- Portland Webworks provided a customized API solution for aggregating training solutions.
- Portland Webworks provided three levels of navigation with various degrees of customization and opportunities to have user and guest access.
- Portland Webworks implementation plan was very detailed, providing confidence they can meet the deadline for launch of site.

### **V. Cost Proposal**

- Total Development, Implementation, and Training - \$905,000
- Total Support Services Cost - \$549,240
- Total Proposal Cost - \$1,454,240

### **VI. Conclusion**

Portland Webworks proposal met all the functional aspects we are looking for with MyWorkSourceMaine.org. Their experience developing similar systems stood out to the evaluation team and instilled confidence they will be able to meet our timeline for the development and deployment of MyWorkSourceMaine.org.



**STATE OF MAINE  
DEPARTMENT OF LABOR**

**Janet T. Mills  
Governor**

**Laura A. Fortman  
Commissioner**

February 26, 2024

Portland Webworks, Inc.  
5 Milk Street  
Portland, ME 04101

**SUBJECT:** Notice of Conditional Contract Award under RFP# 202307153,  
Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

Dear Tom Lovering:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Labor for Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- **Portland Webworks, Inc.**

The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

Christopher Quint, Director  
State Workforce Board



**STATE OF MAINE  
DEPARTMENT OF LABOR**

**Janet T. Mills  
Governor**

**Laura A. Fortman  
Commissioner**

February 26, 2024

FutureFit AI  
115 W 18<sup>th</sup> Street, 2<sup>nd</sup> Floor  
New York, NY 10011

**SUBJECT:** Notice of Conditional Contract Award under RFP# 202307153,  
Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

Dear Taylor Stockton:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Labor for Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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Sincerely,

Christopher Quint, Director  
State Workforce Board



**STATE OF MAINE  
DEPARTMENT OF LABOR**

**Janet T. Mills  
Governor**

**Laura A. Fortman  
Commissioner**

February 26, 2024

Futures Inc.  
300 S. Main Street, Suite 212  
Holly Springs, NC 27540

**SUBJECT:** Notice of Conditional Contract Award under RFP# 202307153,  
Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

Dear Amber Smith:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Labor for Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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Thank you for your interest in doing business with the State of Maine.

Sincerely,

Christopher Quint, Director  
State Workforce Board



**STATE OF MAINE  
DEPARTMENT OF LABOR**

**Janet T. Mills  
Governor**

**Laura A. Fortman  
Commissioner**

February 26, 2024

Geographic Solutions, Inc.  
2570 Coral Landings Blvd.  
Palm Harbor, FL 34683

**SUBJECT:** Notice of Conditional Contract Award under RFP# 202307153,  
Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

Dear Paul Toomey:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Labor for Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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Thank you for your interest in doing business with the State of Maine.

Sincerely,

Christopher Quint, Director  
State Workforce Board



**STATE OF MAINE  
DEPARTMENT OF LABOR**

**Janet T. Mills  
Governor**

**Laura A. Fortman  
Commissioner**

February 26, 2024

Karp Strategies, LLC  
26 Broadway, 3<sup>rd</sup> Floor  
New York, NY 10004

**SUBJECT:** Notice of Conditional Contract Award under RFP# 202307153,  
Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

Dear Ian Straughter:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Labor for Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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Thank you for your interest in doing business with the State of Maine.

Sincerely,

Christopher Quint, Director  
State Workforce Board





**STATE OF MAINE  
DEPARTMENT OF LABOR**

**Janet T. Mills  
Governor**

**Laura A. Fortman  
Commissioner**

February 26, 2024

Lightcast  
232 N Almon St.  
Moscow, ID 83843

**SUBJECT:** Notice of Conditional Contract Award under RFP# 202307153,  
Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

Dear Dr. Christopher Laney:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Labor for Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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Thank you for your interest in doing business with the State of Maine.

Sincerely,

Christopher Quint, Director  
State Workforce Board



**STATE OF MAINE  
DEPARTMENT OF LABOR**

**Janet T. Mills  
Governor**

**Laura A. Fortman  
Commissioner**

February 26, 2024

PAIRIN, Inc.  
3000 Lawrence St. #116  
Denver, CO 80022

**SUBJECT:** Notice of Conditional Contract Award under RFP# 202307153,  
Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

Dear Allison Phillips:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Labor for Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

Christopher Quint, Director  
State Workforce Board

**STATE OF MAINE  
DEPARTMENT OF LABOR**



**Janet T. Mills  
Governor**

**Laura A. Fortman  
Commissioner**

February 26, 2024

Resultant LLC  
111 Monument Cir, Suite 202  
Indianapolis, IN 46204

**SUBJECT:** Notice of Conditional Contract Award under RFP# 202307153,  
Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

Dear Michael Schmierer:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Labor for Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "C Quint".

Christopher Quint, Director  
State Workforce Board

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** FutureFit AI

**DATE:** November 14, 2023

**SUMMARY PAGE**

**Department Name:** Labor

**Name of RFP Coordinator:** Christopher Quint

**Names of Evaluators:** Christopher Quint, Karen Fraser, Joy Gould, Kim Smith, Alysha Soule, Julia Trujillo Luengo, Andrea Wilson (Technical Advisor)

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<b><u>Pass/Fail Criteria</u></b>	<b><u>Pass</u></b>	<b><u>Fail</u></b>
Section I. Preliminary Information (Eligibility)	<b>Pass</b>	
• Proposal Cover Page	<b>N/A</b>	
• Debarment, Performance, and Non-Collusion Certification	<b>N/A</b>	
• Eligibility Requirements	<b>N/A</b>	
<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>6</b>
Section III. Proposed Services	<b>50</b>	<b>28</b>
Section IV. Cost Proposal	<b>30</b>	<b>20.21</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>54.21</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** FutureFit AI

**DATE:** November 14, 2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- I. Preliminary Information*
  - A. Proposal Cover Page*
  - B. Debarment, Performance and Non-Collusion Certification*
  - C. Eligibility Requirements*

This submission meets minimum qualifications.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** FutureFit AI

**DATE:** November 14, 2023

**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>6</b>

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**Evaluation Team Comments:**

*I. Organization Qualifications and Experience*

*A. Overview of Organization*

- Has not been an organization for very long.
- It is unclear how long they have been in business.
- The contact for Arkansas has a gmail account, which may be the result of the individual leaving.
- Career ConneCT platform seems similar to what Maine is trying to do.
  - Pathways sent to Florida for jobs not in healthcare.
- Red flags through the overview of organization. Roles and people identified may not match with final need.
- Staff within Connecticut appear to like it from experience connecting with them.
- Contract in Michigan just started in 2023 so it is difficult to gauge impact of this project.

*B. Subcontractors*

- Rare that there are no subcontracts involved.
- There would likely need to be additional capacity based on previous experience.

*C. Organizational Chart*

- Included

*D. Litigation*

- No litigation listed.

*E. Financial Viability*

- Operated at a loss for the last two years.
- What they have submitted was audited by internal organization.

*F. Certificate of Insurance.*

- Included

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** FutureFit AI

**DATE:** November 14, 2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>50</b>	<b>28</b>

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**Evaluation Team Comments:**

*I. Proposed Services*

*A. Services to be Provided*

- Tool being proposed would be one integrated system serving the various purposes.
- Proposal would be able to create individual accounts or as a guest.
- Unclear how the system may interact with the virtual AJC and its capabilities.
- Liked the opportunity for the user to create an account and then save work for later if necessary.
- Creating a specific persona to review opportunities and explore account.
- If accounts are created, will need to see how management will take place.
- No discussion about security or accessibility. Has not been fully implemented into application.
- Still working on adequate IT safety and security guidelines for project implementation.
- AI pathways powered by global labor market data. How does actual, vetted data from CWRI get incorporated?
- Liked the discussion about some of the system architecture but it was unclear how it would be implemented.

*B. Implementation – Work Plan*

- Work plan laid out project phases, however specificity is lacking.
- No information about post-deployment plans.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** FutureFit AI

**DATE:** November 14, 2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$714,000</b>	/	<b>\$1,060,000</b>	<b>x</b>	<b>30 points</b>	<b>=</b>	<b>20.21</b>

**Evaluation Team Comments:**

Some of the fees were waived on the cost proposal.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Futures Inc.

**DATE:** November 14, 2023

**SUMMARY PAGE**

**Department Name:** Labor

**Name of RFP Coordinator:** Christopher Quint

**Names of Evaluators:** Christopher Quint, Karen Fraser, Joy Gould, Kim Smith, Alysha Soule, Julia Trujillo Luengo, Andrea Wilson (Technical Advisor)

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<b><u>Pass/Fail Criteria</u></b>	<b><u>Pass</u></b>	<b><u>Fail</u></b>
Section I. Preliminary Information (Eligibility)	<b>Pass</b>	
• Proposal Cover Page	<b>N/A</b>	
• Debarment, Performance, and Non-Collusion Certification	<b>N/A</b>	
• Eligibility Requirements	<b>N/A</b>	
<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>14</b>
Section III. Proposed Services	<b>50</b>	<b>25</b>
Section IV. Cost Proposal	<b>30</b>	<b>30</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>69</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Futures Inc.

**DATE:** November 14, 2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- II. Preliminary Information*
  - A. Proposal Cover Page*
  - B. Debarment, Performance and Non-Collusion Certification*
  - C. Eligibility Requirements*

This proposal meets minimum qualifications.

Failure to follow instructions regarding submission documentation.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Futures Inc.

**DATE:** November 14, 2023

**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>14</b>

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**Evaluation Team Comments:**

*II. Organization Qualifications and Experience*

*A. Overview of Organization*

- Their experience primarily in K-12 setting. Exposure to careers prior to post-secondary education. Experience with transitions from military background.

*B. Subcontractors*

- No subcontractors listed.

*C. Organizational Chart*

- High-level team
- Did not see many team members listed who had coding experience.

*D. Litigation*

- Settlement reached with previous board member.

*E. Financial Viability*

- Last two years operating at a loss.
- Third party accountant reviewed but gave no opinion (unaudited)

*F. Certificate of Insurance.*

- Included entire insurance policy.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Futures Inc.

**DATE:** November 14, 2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>50</b>	<b>25</b>

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**Evaluation Team Comments:**

*II. Proposed Services*

*A. Services to be Provided*

- Discussed integration of workforce supports into what is created.
- Liked the pipeline and how the career pathway tool connects to ONET.
- Requires individual account.
- No discussion about creating a training calendar (doesn't specifically answer RFP).
  1. Acknowledged they will provide.
- Discovery phase is noted to cover what is not included in the proposal.
- States they would "prioritize" safety and accessibility.
- Auto-translation may have quality concerns.
- Stated they reviewed security policies.
- Accessibility discussion related to broadband.
- Data storage response was concerning that it could only be done if it was required.
- Proposal contingent upon the discovery phase.
  1. Difficult to evaluate product being delivered.

*B. Implementation – Work Plan*

- Not as detailed and is vague, rather they said it would be "customizable."

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Futures Inc.

**DATE:** November 14, 2023

**EVALUATION OF SECTION IV  
Cost Proposal**

---

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$714,000</b>	/	<b>\$714,000</b>	<b>x</b>	<b>30 points</b>	<b>=</b>	<b>30</b>

**Evaluation Team Comments:**

Licensing did not include maintenance or patching, unclear what their intent is.  
Costs would be finalized after discovery.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Geographic Solutions

**DATE:** November 14, 2023

**SUMMARY PAGE**

**Department Name:** Labor

**Name of RFP Coordinator:** Christopher Quint

**Names of Evaluators:** Christopher Quint, Karen Fraser, Joy Gould, Kim Smith, Alysha Soule, Julia Trujillo Luengo, Andrea Wilson (Technical Advisor)

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<b><u>Pass/Fail Criteria</u></b>	<b><u>Pass</u></b>	<b><u>Fail</u></b>
Section I. Preliminary Information (Eligibility)	<b>Pass</b>	
• Proposal Cover Page	<b>N/A</b>	
• Debarment, Performance, and Non-Collusion Certification	<b>N/A</b>	
• Eligibility Requirements	<b>N/A</b>	
<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>19</b>
Section III. Proposed Services	<b>50</b>	<b>42</b>
Section IV. Cost Proposal	<b>30</b>	<b>12.1</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>73.1</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Geographic Solutions

**DATE:** November 14, 2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- III. Preliminary Information
  - A. Proposal Cover Page
  - B. Debarment, Performance and Non-Collusion Certification
  - C. Eligibility Requirements

This submission meets minimum qualifications.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Geographic Solutions

**DATE:** November 14, 2023

**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>19</b>

---

**Evaluation Team Comments:**

*III. Organization Qualifications and Experience*

*A. Overview of Organization*

- Impressed with qualification.
  - Length of financial viability.
  - Experience with One-Stop Systems
- In-depth knowledge of workforce development system and connected programs
- Level of experience is well articulated across systems. Strong foothold in a variety of systems, including benefits.
- Took time to reflect experience back to needs in Maine.

*B. Subcontractors*

- List subcontractors they have access to.
  - Metrix Learning
    - a. Clear role and successful track record.

*C. Organizational Chart*

- They deploy a lot of personnel to work on projects.
- Specific team for security and compliance with good experience.

*D. Litigation*

- Not involved in litigation.

*E. Financial Viability*

- Three years of detailed and audited financial statements.
- Long history of service delivery.

*F. Certificate of Insurance.*

- Included

References were checked. Only one response was received and validated what was reviewed in the proposal.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Geographic Solutions

**DATE:** November 14, 2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>50</b>	<b>42</b>

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**Evaluation Team Comments:**

*III. Proposed Services*

*A. Services to be Provided*

- Proposed services are over and above what was requested.
  1. Incorporates and creates a more integrated system.
- Would the project be dependent upon information from users?
- Would offer guest access in addition to individual accounts.
- Liked the dashboard being included for guests to utilize. Opportunity to incorporate with CWRI data and opportunity to review from the staff side.
- Clearly outlined their plans based on RFP requirements.
- Would it be able to integrate with the Virtual AJC?
- When looking at base of what was asked for, the training aggregator model seemed extremely workable.
  1. Iowa Works, able to map pathway without inputting a single piece of PII. This was a positive.
- All security and accessibility standards will be met.
- Does not appear as shiny and draw you in. Appears as more of a case management system, which could impact customer engagement.

*B. Implementation – Work Plan*

- Very detailed.
- Confidence they would be able to meet deadline.
- Like that they had five sprints between start and implementation deadline.
- Post maintenance deployment plan included.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Geographic Solutions

**DATE:** November 14, 2023

**EVALUATION OF SECTION IV  
Cost Proposal**

---

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$714,000</b>	/	<b>\$1,769,755</b>	x	<b>30 points</b>	=	<b>12.1</b>

**Evaluation Team Comments:**

Costs not calculated correctly for total proposal cost. Only used first year of period of performance.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Karp Strategies

**DATE:** November 14, 2023

**SUMMARY PAGE**

**Department Name:** Labor

**Name of RFP Coordinator:** Christopher Quint

**Names of Evaluators:** Christopher Quint, Karen Fraser, Joy Gould, Kim Smith, Alysha Soule, Julia Trujillo Luengo, Andrea Wilson (Technical Advisor)

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<b><u>Pass/Fail Criteria</u></b>	<b><u>Pass</u></b>	<b><u>Fail</u></b>
Section I. Preliminary Information (Eligibility)	<b>Pass</b>	
• Proposal Cover Page	<b>N/A</b>	
• Debarment, Performance, and Non-Collusion Certification	<b>N/A</b>	
• Eligibility Requirements	<b>N/A</b>	
<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>5</b>
Section III. Proposed Services	<b>50</b>	<b>20</b>
Section IV. Cost Proposal	<b>30</b>	<b>23.23</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>48.23</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Karp Strategies

**DATE:** November 14, 2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- IV. Preliminary Information*
- A. Proposal Cover Page*
  - B. Debarment, Performance and Non-Collusion Certification*
  - C. Eligibility Requirements*

Proposal meets minimum qualification.

Failure to follow instructions regarding submission documentation.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Karp Strategies

**DATE:** November 14, 2023

**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>5</b>

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**Evaluation Team Comments:**

*IV. Organization Qualifications and Experience*

*A. Overview of Organization*

- Offshore wind strategy work seems relevant to what is being done in Maine.
- Other work experience provided did not seem to be in line with what RFP is asking.
- Did not share experience with dynamic sites.
- Urban planners with experience on careers in energy.

*B. Subcontractors*

- Like the synergy between Karp Strategies and Next Solutions

*C. Organizational Chart*

- Small team.
- Organization chart was included.

*D. Litigation*

- No litigation noted.

*E. Financial Viability*

- Letter on financial viability is concerning.
- Unable to assess ongoing viability.

*F. Certificate of Insurance.*

- Included

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Karp Strategies

**DATE:** November 14, 2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>50</b>	<b>20</b>

---

**Evaluation Team Comments:**

*IV. Proposed Services*

*A. Services to be Provided*

- Vendor said they “Cannot guarantee someone will pick up the phone.”
  - Lack of support available.
- Third party translation services. Only provide translations up to three languages.
  1. Standard is typically five.
- Willing to create API solution, does not have pre-existing solution to share.
- Don't specify work related to safety and security.

*B. Implementation – Work Plan*

- Thorough for what is being delivered.
- Specificity of actions for each.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Karp Strategies

**DATE:** November 14, 2023

**EVALUATION OF SECTION IV  
Cost Proposal**

---

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$714,000</b>	/	<b>\$921,950</b>	x	<b>30 points</b>	=	<b>23.23</b>

**Evaluation Team Comments:**

Development cost seems very low for lack of experience.

Lack of alignment between cost and project scope.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Lightcast

**DATE:** November 14, 2023

**SUMMARY PAGE**

**Department Name:** Labor

**Name of RFP Coordinator:** Christopher Quint

**Names of Evaluators:** Christopher Quint, Karen Fraser, Joy Gould, Kim Smith, Alysha Soule, Julia Trujillo Luengo, Andrea Wilson (Technical Advisor)

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<b><u>Pass/Fail Criteria</u></b>	<b><u>Pass</u></b>	<b><u>Fail</u></b>
Section I. Preliminary Information (Eligibility)	<b>Pass</b>	
• Proposal Cover Page	<b>N/A</b>	
• Debarment, Performance, and Non-Collusion Certification	<b>N/A</b>	
• Eligibility Requirements	<b>N/A</b>	
<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>8</b>
Section III. Proposed Services	<b>50</b>	<b>17</b>
Section IV. Cost Proposal	<b>30</b>	<b>7.94</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>32.94</u></b>



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Lightcast

**DATE:** November 14, 2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- V. *Preliminary Information*
  - A. *Proposal Cover Page*
  - B. *Debarment, Performance and Non-Collusion Certification*
  - C. *Eligibility Requirements*

Proposal meets minimum qualifications.

Failure to follow instructions regarding submission documentation.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Lightcast

**DATE:** November 14, 2023

**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>8</b>

---

**Evaluation Team Comments:**

- V. *Organization Qualifications and Experience*
- A. *Overview of Organization*
- Formerly EmsiBurning Glass
  - Did not provide information on existing clients and their relevant experience.
  - References and relevant experience incorrectly listed in section 3.
- B. *Subcontractors*
- Listed Superhumane as their subcontract focused on web development
- C. *Organizational Chart*
- Included leadership org chart and project org chart.
- D. *Litigation*
- Not outlined in file.
- E. *Financial Viability*
- Losses in 2021 and 2022.
    - Losses due to acquisitions.
  - RFP requested three years of information, only provided two.
- F. *Certificate of Insurance.*
- Included.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Lightcast

**DATE:** November 14, 2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>50</b>	<b>17</b>

---

**Evaluation Team Comments:**

*V. Proposed Services*

*A. Services to be Provided*

- Did not provide information on policies, safety, or accessibility.
- Typos identified through proposal.
- Generic proposal.
- Liked dynamic website that does not store user data.
- User journey with customization as they answer question.
- Target priority populations.

*B. Implementation – Work Plan*

- Vague timeline included, difficult to assess viability.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Lightcast

**DATE:** November 14, 2023

**EVALUATION OF SECTION IV  
Cost Proposal**

---

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$714,000</b>	/	<b>\$2,696,230</b>	<b>x</b>	<b>30 points</b>	<b>=</b>	<b>7.94</b>

**Evaluation Team Comments:**

Lacks additional context.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** PAIRIN

**DATE:** November 14, 2023

**SUMMARY PAGE**

**Department Name:** Labor

**Name of RFP Coordinator:** Christopher Quint

**Names of Evaluators:** Christopher Quint, Karen Fraser, Joy Gould, Kim Smith, Alysha Soule, Julia Trujillo Luengo, Andrea Wilson (Technical Advisor)

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<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	<b>Pass</b>	
• Proposal Cover Page	<b>N/A</b>	
• Debarment, Performance, and Non-Collusion Certification	<b>N/A</b>	
• Eligibility Requirements	<b>N/A</b>	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>5</b>
Section III. Proposed Services	<b>50</b>	<b>20</b>
Section IV. Cost Proposal	<b>30</b>	<b>10.75</b>
<u><b>Total Points</b></u>	<u><b>100</b></u>	<u><b>35.75</b></u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** PAIRIN

**DATE:** November 14, 2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- VI. *Preliminary Information*
  - A. *Proposal Cover Page*
  - B. *Debarment, Performance and Non-Collusion Certification*
  - C. *Eligibility Requirements*

Meet minimum qualifications.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** PAIRIN

**DATE:** November 14, 2023

**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>5</b>

---

**Evaluation Team Comments:**

*VI. Organization Qualifications and Experience*

*A. Overview of Organization*

- Relevant experience lines up through their work with Colorado and Virginia.

*B. Subcontractors*

- No subcontracts listed.

*C. Organizational Chart*

- Included

*D. Litigation*

- None identified.

*E. Financial Viability*

- Management has stated there is considerable doubt about their ability to stay in business.
- Maintains ongoing losses.
- Doubt about ability to finish contract.
- Combined 2021 and 2022 information.

*F. Certificate of Insurance.*

- Included.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** PAIRIN

**DATE:** November 14, 2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>50</b>	<b>20</b>

---

**Evaluation Team Comments:**

*VI. Proposed Services*

*A. Services to be Provided*

- MyCareer platform is good and workable.
  1. Matched what is being looked at.
- Products are fine, may be some duplication to what the state already has.
  1. How would this interact with Virtual AJC
- Requires maintenance of User account.
- Would need to partner with Department to create guest access.
- My Path – training list may not be properly curated.
- Accessibility and security are not mentioned.
- Would Peterson's be an unlisted subcontractor?
- On business requirements, answered yes but did not provide context. (OIT guidelines)
- What would be considered proprietary and how would the end of work impact the State's ability to continue use of product.
- Doesn't specify maintenance or training of staff.

*B. Implementation – Work Plan*

- Implementation did not include a timeline or deliverables.
- No work plan included.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** PAIRIN

**DATE:** November 14, 2023

**EVALUATION OF SECTION IV  
Cost Proposal**

---

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$714,000</b>	/	<b>\$1,993,000</b>	<b>x</b>	<b>30 points</b>	<b>=</b>	<b>10.75</b>

**Evaluation Team Comments:**

What and how are implementation included?

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Portland Webworks

**DATE:** November 14, 2023

**SUMMARY PAGE**

**Department Name:** Labor

**Name of RFP Coordinator:** Christopher Quint

**Names of Evaluators:** Christopher Quint, Karen Fraser, Joy Gould, Kim Smith, Alysha Soule, Julia Trujillo Luengo, Andrea Wilson (Technical Advisor)

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<b><u>Pass/Fail Criteria</u></b>	<b><u>Pass</u></b>	<b><u>Fail</u></b>
Section I. Preliminary Information (Eligibility)	<b>Pass</b>	
• Proposal Cover Page	<b>N/A</b>	
• Debarment, Performance, and Non-Collusion Certification	<b>N/A</b>	
• Eligibility Requirements	<b>N/A</b>	
<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>16</b>
Section III. Proposed Services	<b>50</b>	<b>45</b>
Section IV. Cost Proposal	<b>30</b>	<b>14.73</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>75.73</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Portland Webworks

**DATE:** November 14, 2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- VII. Preliminary Information*
- A. Proposal Cover Page*
  - B. Debarment, Performance and Non-Collusion Certification*
  - C. Eligibility Requirements*

Meets minimum qualifications

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Portland Webworks

**DATE:** November 14, 2023

**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>16</b>

---

**Evaluation Team Comments:**

*VII. Organization Qualifications and Experience*

*A. Overview of Organization*

- Detailed and thorough information.
- Experience was relevant.
  - Projects in Minnesota are relevant to work being done in Maine.

*B. Subcontractors*

- Blaze partners is the subcontractor and has previous experience with the State Workforce Board.
  - Only four to five percent of budget.

*C. Organizational Chart*

- Limited chart with no names. Highlights connection to state staff.
- Job descriptions were included, unclear if these are positions that need to be hired pending any award.
- List Blaze Partners staff but did not include their own project staff list.
- Staffing plans may be unclear at this point.

*D. Litigation*

- None listed.

*E. Financial Viability*

- Three years of unaudited financials.
  - Includes Dunn and Bradstreet rating.

*F. Certificate of Insurance.*

- Included.

References were checked. Two responses were received and validated what was reviewed in the proposal.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Portland Webworks

**DATE:** November 14, 2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>50</b>	<b>45</b>

---

**Evaluation Team Comments:**

*VII. Proposed Services*

*A. Services to be Provided*

- Liked having three levels of navigation with various degrees of customization.
- Opportunities to have user and guest access.
- Detailed about state requirements and plans to be compliant between start of project and go-live date if necessary for safety and accessibility.
- Custom API solution for aggregating training solutions.
- Testing throughout full process.
- Able to build stand-alone product and could also have opportunities for integration with existing systems.
- Took all sections and provided a great level of detail.
  1. What success would be and how it would be measured.

*B. Implementation – Work Plan*

- Very detailed.
- 5-6 months for implementation.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Portland Webworks

**DATE:** November 14, 2023

**EVALUATION OF SECTION IV  
Cost Proposal**

---

Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$714,000</b>	/	<b>\$1,454,240</b>	<b>x</b>	<b>30 points</b>	<b>=</b>	<b>14.73</b>

**Evaluation Team Comments:**

Proposal reflective of development costs.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Resultant

**DATE:** November 14, 2023

**SUMMARY PAGE**

**Department Name:** Labor

**Name of RFP Coordinator:** Christopher Quint

**Names of Evaluators:** Christopher Quint, Karen Fraser, Joy Gould, Kim Smith, Alysha Soule, Julia Trujillo Luengo, Andrea Wilson (Technical Advisor)

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<b><u>Pass/Fail Criteria</u></b>	<b><u>Pass</u></b>	<b><u>Fail</u></b>
Section I. Preliminary Information (Eligibility)	<b>Pass</b>	
• Proposal Cover Page	<b>N/A</b>	
• Debarment, Performance, and Non-Collusion Certification	<b>N/A</b>	
• Eligibility Requirements	<b>N/A</b>	
<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>13</b>
Section III. Proposed Services	<b>50</b>	<b>25</b>
Section IV. Cost Proposal	<b>30</b>	<b>10.82</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>48.82</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Resultant

**DATE:** November 14, 2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- VIII. Preliminary Information*
- A. Proposal Cover Page*
  - B. Debarment, Performance and Non-Collusion Certification*
  - C. Eligibility Requirements*

Meets minimum qualifications.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Resultant

**DATE:** November 14, 2023

**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>20</b>	<b>13</b>

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**Evaluation Team Comments:**

*VIII. Organization Qualifications and Experience*

*A. Overview of Organization*

- Experiences were relevant.
  - Education, workforce, and chambers have been clients.
  - Good mix that fed back to similar theme.
- Indiana product geared towards unemployment claimants.

*B. Subcontractors*

- Tuitive works as a user interface and user experience consultant.

*C. Organizational Chart*

- Team description was very detailed.
- Chart included.
  - Details roles and responsibilities even though there are names listed.
- Resource allocation would not

*D. Litigation*

- None listed.

*E. Financial Viability*

- Not included. Vendor stated a NDA needs to be requested and signed.
- Cannot make assessment on viability.

*F. Certificate of Insurance.*

- Included.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Resultant

**DATE:** November 14, 2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>50</b>	<b>25</b>

---

**Evaluation Team Comments:**

*VIII. Proposed Services*

*A. Services to be Provided*

- Ensure requirements are met related to security and accessibility.
- Testing throughout the process.
- Scope feels like a template rather than customized to Maine.
- Unable to provide translation services but will accept what the state is using.
- Source code ownership shared 100% between both Resultant and MDOL.
- Unclear what is being built.
- A lot of focus on the discovery phase.

*B. Implementation – Work Plan*

- Very detailed project plan and timeline.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER:** Resultant

**DATE:** November 14, 2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	/	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$714,000</b>	/	<b>\$1,979,649</b>	<b>x</b>	<b>30 points</b>	<b>=</b>	<b>10.82</b>

**Evaluation Team Comments:**

Cost provided, however there could be added fees based on what is developed.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES – FutureFit AI**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** FutureFit AI

**DATE:** 11/9/2023

**EVALUATOR NAME:** Karen Fraser

**EVALUATOR DEPARTMENT:** Labor

**Individual Evaluator Comments:**

- IX. Preliminary Information
  - A. Proposal Cover Page
    - Complete
  - B. Debarment, Performance and Non-Collusion Certification
    - Complete
  - C. Eligibility Requirements
    - Submitted as met – not clear from Section II comparison
- X. Organization Qualifications and Experience
  - A. Overview of Organization
    - Appendix D completed
    - Incorporated in Ontario; deployments in Delaware; US and UK
    - WIOA experience on national (NAWB); State (Michigan) and local (“dozens of states”)
    - Projects – CareerConnectCT; You Can in Michigan; Arkansas
  - B. Subcontractors
    - None identified for this project
  - C. Organizational Chart
    - Met requirement
    - Project team based in NYC
    - High level staffing plan and related competencies/credentials satisfactory to proposal
  - D. Litigation
    - None identified
  - E. Financial Viability
    - Statements included for Corporation; US and UK
    - Operating at a loss last two years?
  - F. Certificate of Insurance.
    - Included
- XI. Proposed Services
  - A. Services to be Provided
    - Pathways Platform; AI powered
    - Low code no code; scalable localization; multi-tenant; multi-modal architecture
    - Two portals: Job Seeker; Administrator// helpful screenshots included
    - One unified hub; Provider “agnostic” training catalog
    - Metrics identified
    - Training, support and maintenance as part of SLA
  - B. Implementation – Work Plan
    - Laid out clearly from Discovery (Jan Feb 2023) to Design (Feb – April) to Prep/Training (June) to Deploy/Promote (July 2024) but lacked specificity.

- Appendix E completed; indicated compliance with IT policies in “standard response”
- Completing SOC 2 audit now; will “explore” achieving NIST 800-53 rev5

XII. Cost Proposal

- Appendix F completed: Total for 5 years = \$1,060,000
- \$265,000 for development with implementation and training “waived.”
- \$795,000 for support (\$265,000 billed in 2, 3 and 4 renewal period)

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** FutureFit AI

**DATE:** 11/13/2023

**EVALUATOR NAME:** Kimberly Smith

**EVALUATOR DEPARTMENT:** Labor

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    -
  2. Debarment, Performance and Non-Collusion Certification
    -
  3. Eligibility Requirements
    -
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Partnership with NAWB on state workforce boards – familiarity with WIOA
    - Experience with Connecticut & Michigan workforce systems
    - Projects seem similar to Maine, including Arkansas
    - Unclear how long has been in business
  2. Subcontractors
    - None
  3. Organizational Chart
    - Provided leads in org chart-like format, along with brief bios
  4. Litigation
    - None disclosed
  5. Financial Viability
    - Small company
    - Operated at a loss last two fiscal years
  6. Certificate of Insurance.
- III. Proposed Services
  1. Services to be Provided
    - Requires registration – RFP specifically says no information retention
  2. Implementation – Work Plan
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** FutureFit AI

**DATE:** 10/09/2023

**EVALUATOR NAME:** Julia Trujillo Luengo

**EVALUATOR DEPARTMENT:** DECD

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Evidence of strong experience, with MI
  
- III. Proposed Services
  1. AI + alignment of training elements: job seekers, career planning, employers etc
  2. Mobile friendly
  3. Aggregator per region
  4. Training aggregator tool
  5. Noted customer service and technical assistance support with "Customer Service Teams"
  6. KPI's listed mimic other KPI's in other workforce development system. Helpful to streamline
  7. Unclear what happens after 3 years in terms of maintenance and training/post deployment plan?
  8. Lack of documentation to substantiate security features
  
- IV. Cost Proposal
  1. Scope of work and overall budget do not align

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** FutureFit AI

**DATE:** 11/13/2023

**EVALUATOR NAME:** Alysha Soule

**EVALUATOR DEPARTMENT:** DAFS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
    - Yes
  3. Eligibility Requirements
    - Yes
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - One Stop Shop
    - Very Adaptable and customer driven.
    - Gmail for business
  2. Subcontractors
    - None
  3. Organizational Chart
    - Support Team
  4. Litigation
    - None
  5. Financial Viability
    - Yes
    - Operating at Loss Last 2 years
  6. Certificate of Insurance.
    - Yes
- III. Proposed Services
  1. Services to be Provided
    - Accessibility/security testing or will it be run by state
  2. Implementation – Work Plan
    - They mention Security but not accessibility or how it will be developed in the application
    - Project phases but not super detailed
    - No support plan
- IV. Cost Proposal
  1. \$1,060,000 - What is annual cost of ongoing support?
  2. Wavied costs?



**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** FutureFit AI

**DATE:** 11/12/2023

**EVALUATOR NAME:** Joy Gould

**EVALUATOR DEPARTMENT:** DHHS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Meets
  2. Debarment, Performance and Non-Collusion Certification
    - Meets
  3. Eligibility Requirements
    - Meets
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - AI powered
    - Experience includes Connecticut: CareerConneCT  
NOTE: when I test drove CareerConneCT healthcare pathway it took me to jobs in Florida and they were NOT healthcare jobs. Can we ask CT if they are happy with this service? Seems like a major design flaw. Also, website is .com vs .gov. Is this a workforce contract or just a sample? Partners on that website are based in Florida. Contact's phone number is a NJ area code. Check references.
    - Michigan contract just got started in 2023.
    - 3<sup>rd</sup> reference is a Gmail account. We need to vet this company closely.
    - Can't find ETIworks on any government sites
  2. Subcontractors
    - NA
  3. Organizational Chart
    - Many key staff listed on proposal have been with company less than one year or are not currently there.
  4. Litigation
    - NA
  5. Financial Viability
    - Does this pass?
    - How long has this company been in existence?
    - Operating at a loss for past 2 years
  6. Certificate of Insurance.
    - Included
- III. Proposed Services
  1. Services to be Provided
    - AI Pathways Program powered by global labor market data. (How is this data vetted? How does MDOL data get incorporated?)
    - Michigan example isn't tied into a career center. Just generic jobs. Follow up with Michigan Economic Development. Who owns the data they collect on the job match platform?
    - They claim to be the "market-leading provider" - what does this mean?

## 2. Implementation – Work Plan

- Launch date of July 24
- Plan seems reasonable

## IV. Cost Proposal

1. Cost proposal does not provide much detail. Many fees are waived. Is the expectation that the jobseeker data is mined for their purposes? How is job seeker data protected?

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** FutureFit AI

**DATE:** 11/12/2023

**EVALUATOR NAME:** Christopher Quint

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
    - Included
  3. Eligibility Requirements
    - Meets
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Career platform tools seem like they could be tailored to Maine needs
    - Career platform can be created to allow different user journeys
    - Has experience in other states and an understanding of WIOA
  2. Subcontractors
    - None
  3. Organizational Chart
    - Provided
  4. Litigation
    - None
  5. Financial Viability
    - Yes
  6. Certificate of Insurance.
    - Yes
- III. Proposed Services
  1. Services to be Provided
    - No-code, low-code configurations for user journeys
    - Training opportunities include full ETPL
    - Personalized job posting matches
    - Strong admin portal
  2. Implementation – Work Plan
    - Included but not very detailed
- IV. Cost Proposal
  1. Came in under total provide and can provide out year support

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES – Futures Inc.**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Futures Inc.

**DATE:** 11/9/2023

**EVALUATOR NAME:** Karen Fraser

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Completed
  2. Debarment, Performance and Non-Collusion Certification
    - Completed
  3. Eligibility Requirements
    - Complete
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Started as nonprofit 2 decades ago; career tech bought by Xello in 2007; Expansion into military workforce arena through 2017 and then broadened 2018 on
    - Identified 2 projects: Pipeline, AZ and Indiana Career Explorer; each had subcomponents
  2. Subcontractors
    - Not planning to engage subcontractors
  3. Organizational Chart
    - Included
    - Positions identified hit key areas needed for project but a high level.
  4. Litigation
    - One reported with former board member that was resolved.
  5. Financial Viability
    - Provided statements; recommend review by financial analyst about viability. Last 2 years at a loss?
    - Appear unaudited.
  6. Certificate of Insurance.
    - Included with entire policy
- III. Proposed Services
  1. Services to be Provided
    - Appendix E Business requirements completed
    - Indicated that they could meet requirement to not store user info in site but response seemed to push back against that
    - 508 WCAG 2.1 compliance - Noted that they provide "auto translation" of 200+ languages, no external resource – how is quality assured?
    - Off the shelf/adaptive approach

- Centralized hub; six core modules – identified Career Exploration and Multi-Organizational Management (MOM) as the ones best aligned to Maine's RFP.
- Career Exploration module described as "out of the box" and includes user dashboard, interest assessment, education/training search, 700+ career path pages (ONet mentioned), job feed and user registration.
- MOM includes intake, dynamic org mapping, user centric favoriting and connections through URL, e-mail, etc. (Examples were to support services like transportation, childcare)
- "White label" of pipeline platform to match Maine branding; integration with Maine virtual AJC
- Customer configurations
- Details of training plan not evident.
- Really difficult to evaluate products would be delivered as strong reliance on discovery phase to determine many components.

## 2. Implementation – Work Plan

- This was included but I couldn't get the zip file to open to look at details.
- Basic project management and specific phases/deliverables were identified in other attachments.

## IV. Cost Proposal

1. Completed Appendix F – Development, Implementation and Training = \$318,000, Support (Initial and 4 renewals) = \$396,000, Total = **\$714,000**
2. License itself is \$72,000 annually; spreadsheet provided breakouts including #FTE's assigned each month (Jan = 2.75; Feb = 4; March =4.5; April and May = 3.75; and June = 3.25)

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Futures Inc.

**DATE:** 11/13/2023

**EVALUATOR NAME:** Kimberly Smith

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - ~20 years,
    - focus on military transition to civilian jobs
  2. Subcontractors
    - Couldn't find information
  3. Organizational Chart
    - provided
  4. Litigation
    - Case with board member settled Sept 2023
    - No others
  5. Financial Viability
    - 2021 and 2022 operated at a loss
    - 3<sup>rd</sup> party compilation, no opinion given on the financial statements for all three years
  6. Certificate of Insurance
    - ACORD and policy provided
  
- III. Proposed Services
  1. Services to be Provided
    - Centralized communications hub – Pipeline
    - Career exploration module builds on ONet
    - Multi Organization Management – seems to require user account
    - No description of training connections – included as category in graphic but not discussed in proposal
  2. Implementation – Work Plan
    - Solid approach
    - Dec 2023-July 2024 implementation
  
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Futures Inc.

**DATE:** 10/9/2023

**EVALUATOR NAME:** Julia Trujillo Luengo

**EVALUATOR DEPARTMENT:** DECD

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Extremely relevant experience in AZ and Indiana.
    - Additional experience delivering for large volume of job seekers and case managers (Department of Defense)
    - Very top-heavy organization.
    - Demonstrated results and ability to shift and adapt according to the unique needs of each project
  
- III. Proposed Services
  1. Understands the “constellation model”
  
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Futures Inc.

**DATE:** 11/13/2023

**EVALUATOR NAME:** Alysha Soule

**EVALUATOR DEPARTMENT:** DAFS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Futures Inc
  2. Debarment, Performance and Non-Collusion Certification
    - Yes
  3. Eligibility Requirements
    - Yes
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Education Driven
    - Military to civilian life
  2. Subcontractors
    - No Subs
  3. Organizational Chart
    - Has a team but seems like a high-level team not a lot of in the code team or test team.
  4. Litigation
    - The only litigation Futures has participated in, was a dispute with a former board member. We initiated the suit, and he settled by memorializing the terms the two parties had initially agreed upon. This was settled in September 2023.
  5. Financial Viability
    - Yes - Operating at a Loss
    - Third Party Account
  6. Certificate of Insurance.
    - Yes
- II. Proposed Services
  1. Services to be Provided
    - Accessibility/security testing or will it be run by state
    - Customizable
  2. Implementation – Work Plan
    - Not as detailed as I would like
    - They mention security at the highest standards, but they don't define what that standard is.
- III. Cost Proposal
  1. 714,000
  2. License is defined in \$72,000 cost, but no amount for maintenance, monitoring, updates patches, etc.



**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Futures Inc.

**DATE:** 11/13/2023

**EVALUATOR NAME:** Joy Gould

**EVALUATOR DEPARTMENT:** DHHS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Meets
  2. Debarment, Performance and Non-Collusion Certification
    - Meets
  3. Eligibility Requirements
    - Meets
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - “Recognized as Best in Breed by Congress.” What does that mean? Recognized by EdTech “Career Exploration of the Year Award’
    - Built “Hero 2 Hired” (Confirm with DVA)
    - Started as non-profit
    - 22-year-old company
  2. Subcontractors
    - NA
  3. Organizational Chart
    - Many key staff listed on proposal have been with company long term
  4. Litigation
    - NA
    - Dispute with former board member, settled 2023
  5. Financial Viability
    - Does this pass? Is there enough detail?
  6. Certificate of Insurance.
    - Meets
- III. Proposed Services
  1. Services to be Provided
    - Experience with state workforce systems. Multi-Organizational Management
    - Intake Surveys, able to match users with services and resources.
    - Proposal was vague, “off the shelf solution”, but past projects are aligned with RFP needs
    - Proposal doesn't explain product - references “Discovery Phase” to get detailed information on Career Pathway mapping – “We believe it's prudent to await the completion of the discovery phase to provide a more comprehensive and tailored solution” Does not answer RFP specifically.
    - Can they curate a training calendar and pull various training programs into the system?
  2. Implementation – Work Plan
    - Plan seems reasonable although vague
    - Launch June 24

#### IV. Cost Proposal

1. Cost proposal does not provide much detail, but budget appears reasonable. HOWEVER narrative mentions costs will be finalized after the “discovery phase.” I have concerns about what true costs will be.

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Futures Inc.

**DATE:** 11/12/2023

**EVALUATOR NAME:** Christopher Quint

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Experience provided seems very generic – no personalization to Maine
    - Case studies focused on K-12 career/education planning
    - No experience with career pathways or training calendars?
  2. Subcontractors
    - No subcontractors will be used – everything in-house
  3. Organizational Chart
    - Provided – very high level
  4. Litigation
    - None
  5. Financial Viability
  6. Certificate of Insurance
    - Provided
- III. Proposed Services
  1. Services to be Provided
    - Seem to be trying to fit a square peg (our RFP) into a round hole (their solutions) – overall scope of services is very vanilla
    - Highlight services not requested in RFP, i.e., career coach/case manager
    - No mention of curating a training calendar
    - Ability to integrate workforce supports
  2. Implementation – Work Plan
- IV. Cost Proposal
  1. Detailed cost proposal
  2. Total cost seems to low to accomplish objectives in RFP

**STATE OF MAINE**  
**INDIVIDUAL EVALUATION NOTES – Geographic Solutions**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Geographic Solutions

**DATE:** 11/9/2023

**EVALUATOR NAME:** Karen Fraser

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Complete
  2. Debarment, Performance and Non-Collusion Certification
    - Provided
  3. Eligibility Requirements
    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - In business since 1992; Florida base and west coast
    - 450+ FTE's; no outsourcing
    - COTS employment software for state/local government and educ. For 30+ years
    - Workforce Dev System (31 states); LMI (21 states); UI (11 states)
    - In NH/RI, not Maine
    - Virtual CC – components from virtual One Stop Software
    - Provided Texas and Florida examples; also detailed description of project development – VOS Sapphire – working on VOS Sapphire AI
    - Projects shared were Iowa (2 yrs. to launch 2017-2019); Maryland (contract renewals since 2010); and New Mexico (Career development tool launched in 6 months Jan – June 2016 and now ongoing development.
  2. Subcontractors
    - Metrix Learning, based in NY
    - Learning Management system and Workforce Solution
  3. Organizational Chart
    - Provided with great detail of roles and specific assigned personnel
    - Total project team resources – 261
    - Key roles/functions – Project management; Business Analyst; Operations; Quality Assurance; Security; Development; Client Services; Data Services; and Workforce Development
  4. Litigation
    - None
  5. Financial Viability
    - Financial statements made available through password protection request
    - Indicate zero debt and ownership of all buildings/technical equipment
  6. Certificate of Insurance.
    - Provided
- III. Proposed Services

1. Services to be Provided

- VOS Connect – configurable without code changes
- Extensive list of workforce programs and number where they are (Title IV = 8)
- Spoke to human-centered design; plain language; hybrid approach
- Creation of data hub and public facing portal; data sharing across systems; storage of participant data but can opt for guest access
- Individual and staff dashboards – provided screenshots and many details – includes benefit enrollments, assessments, personal profiles, document management, staff reports, caseload and participant tracking
- Self-service common intake
- Proposal goes far beyond what RFP identified
- Appendix E – indicated that each requirement could be met and provided detailed description for a majority.
- API aggregated training program database
- Web based, hosted solution; scalable

2. Implementation – Work Plan

- Extremely detailed timeline and workplan provided with 7/2/24 Go Live. Includes 5 sprints between Feb. and April; Transfer of legacy data; UAT; etc.

IV. Cost Proposal

1. Completed Appendix F – Development, Implementation and Training = \$484,255, Support costs for Initial and 4 renewals = \$1,285,500, Form Total = \$726,391 (but this is Year 1 only), **Total for all periods = \$1,729,755**
2. Annual support after deployment \$249k+

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Geographic Solutions

**DATE:** 11/13/2023

**EVALUATOR NAME:** Kimberly Smith

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Stable – in existence since 1994
    - Strong knowledge of workforce development, LMI, UI
    - Virtual career center offering
    - 2016 career exploration tool launched in NM
    - 2017 Texas internship module
  2. Subcontractors
    - Metrix Learning – 20 years delivering tech to SWBs and states
    - SkillUp Career Pathways tool
    - Includes tracking registrations – we are not doing this
  3. Organizational Chart
    - Provided, with role descriptions
    - Large number of assigned managers and leads, says all will work on Maine's project
  4. Litigation
    - None identified
  5. Financial Viability
    - Password?
  6. Certificate of Insurance
    - Provided
  
- III. Proposed Services
  1. Services to be Provided
    - 1.1 VOS Connect: "Implementing VOS Connect will result in streamlined processes and the creation of a common intake form to minimize duplicative data entry from both individuals and workforce-related programs."
    - 1.2.1 VOS Connect includes a shared customer portal that will provide a centralized location where individuals in Maine can access information about services available from all MSWB and workforce partners.
    - 1.2.3 VOS Connect system, a user is presented with a customized and configurable dashboard
    - Seems like great system, much more involved than we were requesting. How does it duplicate MJL? Would require additional IT review for security.
    - 1.2.5.2 VOS Connect provides a user-friendly interface for counselors, case managers, and other supervisory staff members to create, track, share, and report participant information for multiple programs across agencies.

- Appendix E – all requirements met
- 2. Implementation – Work Plan
  - Training good
  - Work plan detailed
  - Jan 2024 – June 2024 implementation

#### IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Geographic Solutions

**DATE:** 10/9/2023

**EVALUATOR NAME:** Julia Trujillo Luengo

**EVALUATOR DEPARTMENT:** DECD

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - .Mentions lots of publicly funded workforce programs from TANF to Paid Family Leave
    - Recognizes the “system” by acknowledging additional agencies/partners
  2. Subcontractors
    - Proposing to use Metrix Learning
  3. Organizational Chart
    - Clear outline of the Project Steering Committee
    - Large team for development of product – will everyone listed play a role in the development?
  4. Litigation
    - None
  5. Financial Viability
    - Vendor required a password to see company's financial statements
  6. Certificate of Insurance
    - Provided
  
- III. Proposed Services
  1. Services to be Provided
    - VOS will integrate and consolidate
    - Creation of common intake form
    - No wrong door for entry
    - Workforce connection hub
    - Very user heavy – must upload lots of info to ensure connecting all systems
    - Very case management designed system
    - Not agile/dynamic
  2. Implementation – Work Plan
    - Detailed work plan - meets RFP's development and implementation dates
  
- IV. Cost Proposal



**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Geographic Solutions

**DATE:** 11/13/2023

**EVALUATOR NAME:** Alysha Soule

**EVALUATOR DEPARTMENT:** DAFS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - GEOGRAPHIC SOLUTIONS
  2. Debarment, Performance and Non-Collusion Certification
    - Yes
  3. Eligibility Requirements
    - Yes
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Very Qualified.
  2. Subcontractors
    - Yes, they use subcontractors
    - Good relationship
  3. Organizational Chart
    - Has a Senior Team
    - Metric learning impressive
  4. Litigation
    - None
  5. Financial Viability
    - Must reach out to vendor not documented to be viewed
  6. Certificate of Insurance.
    - Yes
- III. Proposed Services
  1. Services to be Provided
    - Very detailed plan
    - There are so many things that can be used, but is this more than we need?
  2. Implementation – Work Plan
    - They mention Security but not accessibility and how it will be development in the application.
- IV. Cost Proposal
  1. 726,391
  2. On going support changes in out years; increase

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Geographic Solutions

**DATE:** 11/13/2023

**EVALUATOR NAME:** Joy Gould

**EVALUATOR DEPARTMENT:** DHHS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Meets
  2. Debarment, Performance and Non-Collusion Certification
    - Meets
  3. Eligibility Requirements
    - Meets
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Established 1992
    - Official state workforce system in 31 states and territories
    - VOS Connect Virtual One Stop
    - Partnered with NM to develop online career exploration tool
    - Launched VOS Sapphire 22 in June 2023
    - Experienced with IowaWorks, Maryland Work Exchange
  2. Subcontractors
  3. Organizational Chart
    - Many key staff listed on proposal have been with company long term
    - Org chart was detailed and comprehensive
    - Included security and compliance team
    - Full time staff committed to training aggregator
  4. Litigation
    - NA
  5. Financial Viability
    - Dun & Bradstreet credit rating supplied
    - Meets
  6. Certificate of Insurance.
    - Meets
- III. Proposed Services
  1. Services to be Provided
    - Extensive experience with WIOA, TANF, SNAP E&T,
    - Can consolidate core partners into one system. No wrong door approach
    - Common data set
    - Can incorporate benefits planning (WIOA, TANF and SNAP, VR, Adult Ed)
    - Document management
    - ROBUST CASE MANAGEMENT system
    - Self Service Common Intake to Multiple programs VOS connect
    - Journey Mapping - 10 career pathways, industry recognized credentials
    - Virtual Career Center

- Multiple language accessibility!
- 2. Implementation – Work Plan
  - Comprehensive and detailed
  - Launch July 24

#### IV. Cost Proposal

1. Comprehensive.
2. Included clear Development, Implementation and Training, plus renewal expenses.
3. Costs appear reasonable based on scope of proposed services.

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Geographic Solutions

**DATE:** 11/12/2023

**EVALUATOR NAME:** Christopher Quint

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Strong experience working with multiple systems
    - Strong knowledge with workforce development and data
  2. Subcontractors
    - References a relationship with a subcontractor
  3. Organizational Chart
    - Strong qualification – level of experience is well articulated
    - Provided security team
  4. Litigation
    - None
  5. Financial Viability
    - Supplied – Dun & Bradstreet
  6. Certificate of Insurance
    - Provided
  
- III. Proposed Services
  1. Services to be Provided
    - Ability to have one system that connects multiple systems
    - Experience with workforce supports (TANF, SNAP E&T, etc.)
    - Human centered design
    - Clear and detailed dashboards
  2. Implementation – Work Plan
    - Detailed
    - Meets July launch goal
  
- IV. Cost Proposal

**STATE OF MAINE**  
**INDIVIDUAL EVALUATION NOTES – Karp Strategies**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Karp Strategies

**DATE:** 11/9/2023

**EVALUATOR NAME:** Karen Fraser

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Complete
  2. Debarment, Performance and Non-Collusion Certification
    - Provided
  3. Eligibility Requirements
    - Completed
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Urban planning advisory and strategy consulting firm; NYC Worked in NYC, Mid-Atlantic, New England.
    - In Maine- City of South Portland and Economic Dev Committee; also Gov's Energy Office
  2. Subcontractors
    - Next! Strategies – Seattle; "boutique" digital products
  3. Organizational Chart
    - Identified 5 key staff between 2 companies on this project, which seems like a small team.
    - Workforce development experience not clearly evident.
    - Provided org chart and then detailed resume/experience
    - Three projects – NYC Offshore Wind Workforce Development Website (March 2022 – Dec 2022); Florida Apartment Association Website (Q4 2022); and Mesa by Google dashboard product (2019 – 2021)
  4. Litigation
    - None identified
  5. Financial Viability
    - Submitted a letter in lieu of Financial Statements
  6. Certificate of Insurance.
    - Provided
- III. Proposed Services
  1. Services to be Provided
    - Clear connection to Maine in presentation – visioning, mapping, research to identify content and then validate with stakeholders
    - Deliverables are: Technical and content assessment; Workforce development dashboard; Outreach Plan; and Development of API solution for training aggregation.
    - Noted need for training provider "cooperation"

- Specifically talked about accessibility for people with disabilities, 508 compliance and listed some related features, like color contrast.
2. Implementation – Work Plan
    - Provided timeline of activities but found difficult to read on computer even with enlargement
    - Completed Appendix E as required but was also helpful to see which entity was responsible to meet which business requirement. Karp Solutions will do overall project management while Next! Strategies will be delivering actual products with related training and support.

#### IV. Cost Proposal

1. Appendix F completed.
2. Development, Implementation & Training = \$374,350, Support (Initial and 4 renewal periods) = \$516,200, **Total = \$912,950**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Karp Strategies

**DATE:** 11/13/2023

**EVALUATOR NAME:** Kimberly Smith

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Regionally focused in the NE; work with other Maine municipalities and GEO
    - NY project also energy-related – career exploration for energy
    - FL project related to home and apartment supply
    - Founded in 2015
  2. Subcontractors
    - Next Studios – founded in 2013
    - UX and software dev
  3. Organizational Chart
    - Names of leads given
    - Org chart generalized
    - Bios provided of principles
  4. Litigation
    - None noted
  5. Financial Viability
    - Not provided
    - Experts advised not worth spending their time and money on due to high growth
    - Unable to assess viability, high growth can be volatile too
  6. Certificate of Insurance - provided
- III. Proposed Services
  1. Services to be Provided
    - Development of web portal, not presenting canned system
    - Will create a custom API solution designed to pull, consolidate, and update training opportunities from diverse training provider websites
  2. Implementation – Work Plan
    - Thorough project planning
    - Jan-June 2024
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Karp Strategies

**DATE:** 10/9/2023

**EVALUATOR NAME:** Julia Trujillo Luengo

**EVALUATOR DEPARTMENT:** DECD

**Individual Evaluator Comments:**

- I. Preliminary Information
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Owner and operator as the web design lead?
    - Vendor seems very lean to be able to execute the full scope of this project
    - Samples provided are front facing informational platforms, with lots of data visualization but with minimal (if none) dynamic integration of other systems
  2. Subcontractors
    - One sub-contractor
  3. Organization Chart
  4. Litigation
  5. Financial viability
    - Financial viability absent?
  6. Certificate of Insurance
- III. Proposed Services
  1. Services to be Provided
    - In their section: Understanding of the Project, their first statement is inaccurate: Maine's Comprehensive Workforce and Talent Strategy (2019) reports approximately 100,000 working-age people who are currently unemployed (doesn't understand the difference between not being in the labor force and unemployed)
    - Most of the scope of work associated with a website/landing page design.
    - Translation services limited to three languages and unclear who this 3<sup>rd</sup> party vendor is. Not listed as a subcontractor and a realistic result.
    - Cites AI integration mechanism but they propose to create it. It is not a "proven" product.
    - Also mentions industry news and events... not the intent of this project
    - Differentiated use of "Career Exploration module" from registered
    - Includes white label feature to ensure the user/front facing platform speaks as "one" to the ultimate user
    - Addresses potential challenges, including the integration of external State systems
    - Samples provided are relevant to the complexities and expected solutions of this project
    - Mentions multilingual ability through automation
  2. Implementation – Work Plan
    - Timeline appears to be realistic, although training element seems to be missing
- IV. Cost Proposal
  1. Lack of alignment between proposed costs and scope of project



**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Karp Strategies

**DATE:** 11/13/2023

**EVALUATOR NAME:** Alysha Soule

**EVALUATOR DEPARTMENT:** DAFS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Karp
  2. Debarment, Performance and Non-Collusion Certification
    - Yes
  3. Eligibility Requirements
    - Yes
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Very design driven
  2. Subcontractors
    - yes
  3. Organizational Chart
    - Small Team
  4. Litigation
  5. Financial Viability
    - No. They seem non risk adverse
  6. Certificate of Insurance.
    - Yes
- III. Proposed Services
  1. Services to be Provided
    - No proven product
  2. Implementation – Work Plan
    - Very detailed
- IV. Cost Proposal
  1. 921,950
  2. The costs are low for development.

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Karp Strategies

**DATE:** 11/13/2023

**EVALUATOR NAME:** Joy Gould

**EVALUATOR DEPARTMENT:** DHHS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Meets
  2. Debarment, Performance and Non-Collusion Certification
    - Meets
  3. Eligibility Requirements
    - Meets
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Very small team with subcontractors
  2. Subcontractors
    - Next Solutions
  3. Organizational Chart
    - Unclear if staff has capacity to provide support during business hours
  4. Litigation
    - NA
  5. Financial Viability?
    - Does this pass? "in lieu of audited financial records" they sent a "financial viability letter"?
    - We are unable to assess the financial viability. Requested information was not provided.
  6. Certificate of Insurance.
    - Meets
- III. Proposed Services
  1. Services to be Provided
    - Limited experience with state workforce systems.
    - Proposal was vague.
    - Proposal doesn't explain product,
    - Can they curate a training calendar and pull various training programs into the system?
  2. Implementation – Work Plan
    - Plan seems reasonable
- IV. Cost Proposal
  1. Cost proposal does not provide much detail, but budget appears reasonable.

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Karp Strategies

**DATE:** 11/12/2023

**EVALUATOR NAME:** Christopher Quint

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
  2. Subcontractors
    - Utilizes subcontractors
  3. Organizational Chart
    - Small team – Will capacity be an issue?
  4. Litigation
  5. Financial Viability
    - Not provided
  6. Certificate of Insurance
    - Provided
  
- III. Proposed Services
  1. Services to be Provided
    - Only provides language translation services for up to 3 languages
    - Did not outline a specific product or service – stated they will “develop” if selected
  2. Implementation – Work Plan
    - Thorough and detailed
  
- IV. Cost Proposal
  1. Development cost seems low considering they have never built a product like this

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES – Lightcast**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Lightcast

**DATE:** 11/9/2023

**EVALUATOR NAME:** Karen Fraser

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Submitted documents in one file, not the 3 identified, and some information was found in the wrong section. Overall proposal was incomplete.
  2. Debarment, Performance and Non-Collusion Certification
    - Submitted
  3. Eligibility Requirements
    - Submitted as met
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Formerly knowns as Emsi Burning Glass
    - Description inconsistent (in 30 countries or 20?)
    - Amazon, Google, Walmart, NY DOL among many countries presented that “use Lightcast data”
    - Completed Appendix D but included in Section 3 – recent launch of Career Pathways mobile app for Texas Workforce Commission. Other two projects identified were ComTIA (tool for occupations in cybersecurity) and Idaho Workforce Development Council (Lighthouse data “powers” Idaho Launch). Mentioned many large and small states, and educational training entities broadly (CTE, post-secondary, economic development, workforce investment system).
  2. Subcontractors
    - Will be subcontracting with SuperHumane as web development partner
  3. Organizational Chart
    - Provided but no details on individual expertise or specific project functions
  4. Litigation
    - May have missed but did not see in documents provided
  5. Financial Viability
    - Included 2 years of financial information, not 3 requested, and showing loss?
  6. Certificate of Insurance.
    - Provided
- III. Proposed Services
  1. Services to be Provided
    - Took functional requirements and spoke to their experience and how they would be met at a very high level.
    - Have an API for aggregator to leverage web scraping
    - Overall proposal lacked specificity.
    - No Appendix E Business Requirements Form provided

2. Implementation – Work Plan

- Provided timeline with key phases of Discovery/Design (6 weeks); Development/Research (4.5 months); Testing/Implementation (1 month); and Launch/Support (June 30<sup>th</sup> onward)

IV. Cost Proposal

1. Development, Implementation and Training = \$1,328,000, Support (initial + 4 renewal periods) = \$1,368,230, **Total = \$2,696,230**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Lightcast

**DATE:** 11/13/2023

**EVALUATOR NAME:** Kimberly Smith

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Global entity, large businesses as customers
    - Lightcast is the global leader in labor market information and consulting. At Lightcast, we lead projects for organizations looking to collect, organize and understand labor market information and training programs
  2. Subcontractors
    - SuperHumane – web development
  3. Organizational Chart
    - Leadership org chart provided
    - Project org chart provided
  4. Litigation
    - No response
  5. Financial Viability
    - Provided 2021 and 2022 only
    - Losses in both years
    - E&Y auditors' statement unqualified opinion
  6. Certificate of Insurance
    - provided
- III. Proposed Services
  1. Services to be Provided
    - Functional requirements are all met
    - Specifically, state will use cookies but will not store user data
    - Lightcast will build a dynamic website that provides users with the ability to learn, discover, explore, and connect to careers and training opportunities throughout the state of Maine. Throughout the user journey, users will be prompted along the way to better define their pathway and connect them to services. With our design partners, we will work with the department to ensure the user journey is easy to navigate and connects to the right resources that lead to results.
    - Lightcast is a leader in understanding how targeted populations are affected in the labor market. We've worked on projects related to formally incarcerated, individuals with disabilities, opportunity youth, immigration, veterans, dislocated workers, and more. The initial DISCOVERY process will identify target populations, but Lightcast recognizes that new needs and priorities will likely emerge
  2. Implementation – Work Plan
    - Jan-June 2024
    - High level plan, difficult to assess viability
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Lightcast

**DATE:** 10/9/2023

**EVALUATOR NAME:** Julia Trujillo Luengo

**EVALUATOR DEPARTMENT:** DECD

**Individual Evaluator Comments:**

- I. Preliminary Information
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Very lean organization to be able to execute the full scope of this project
  2. Subcontractors
  3. Organizational Chart
  4. Litigation
  5. Financial Viability
  6. Certificate of Insurance
- III. Proposed Services
  1. Services to be Provided
    - Samples provided (such as Tx Workforce Commission) do not incorporate the complex integration elements required of this RFP. They exemplify information repositories and navigation websites but do not execute a dynamic continuous integration of other systems
  2. Implementation – Work Plan
- IV. Cost Proposal
  1. Challenging to ascertain ample budget with scope of work delineated in prior sections.

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Lightcast

**DATE:** 11/13/2023

**EVALUATOR NAME:** Alysha Soule

**EVALUATOR DEPARTMENT:** DAFS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Karp
  2. Debarment, Performance and Non-Collusion Certification
    - Yes
  3. Eligibility Requirements
    - Yes
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Files weren't submitted as instructed.
  2. Subcontractors
    - yes
  3. Organizational Chart
    - Yes, they have a team and as well as contractor relationship
  4. Litigation
    - Not determined if they have or haven't had litigation
  5. Financial Viability
    - Yes, but due to acquisitions they have been operating at a loss.
  6. Certificate of Insurance.
    - Yes
- III. Proposed Services
  1. Services to be Provided
    - Doesn't provide information on state of maine policy's or the Accessibility/Security.
  2. Implementation – Work Plan
    - Not as defined as I would like
    - Very vague
- IV. Cost Proposal
  1. \$2,696,230



**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Lightcast.

**DATE:** 11/13/2023

**EVALUATOR NAME:** Joy Gould

**EVALUATOR DEPARTMENT:** DHHS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Meets
  2. Debarment, Performance and Non-Collusion Certification
    - Meets
  3. Eligibility Requirements
    - Meets, however proposal did not follow submission format
- II. Organization Qualifications and Experience
  1. Overview of Organization
  2. Subcontractors
    - SuperHumane
  3. Organizational Chart
    - Robust
  4. Litigation
    - NA
  5. Financial Viability
    - Only provided 2 years. Loss documented
  6. Certificate of Insurance.
    - Meets
- III. Proposed Services
  1. Services to be Provided
    - Limited details on what the actual product and strategy will be with a heavy reliance on "Discovery Phase." Proposal narrative does not suggest recommended solution
    - Proposal was vague.
    - Proposal doesn't explain product,
    - Can they curate a training calendar and pull various training programs into the system that meets the scope of the RFP?
  2. Implementation – Work Plan
    - Plan seems unclear on what they are going to deliver beyond meeting with stakeholders
- IV. Cost Proposal
  1. Cost proposal does not provide much detail.

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Lightcast

**DATE:** 11/12/2023

**EVALUATOR NAME:** Christopher Quint

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
  2. Subcontractors
    - One subcontractor - SuperHumane
  3. Organizational Chart
    - Very detailed
    - Can bring lots of resources to project
  4. Litigation
    - None
  5. Financial Viability
    - Provided only 2 years of financials
    - Documented losses
  6. Certificate of Insurance
    - Provided
  
- III. Proposed Services
  1. Services to be Provided
    - Did not provide a solution to meet needs outlined in RFP
    - Relying on discovery phase
  2. Implementation – Work Plan
  
- IV. Cost Proposal

**STATE OF MAINE**  
**INDIVIDUAL EVALUATION NOTES – Pairin**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Pairin

**DATE:** 11/9/2023

**EVALUATOR NAME:** Karen Fraser

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Complete
  2. Debarment, Performance and Non-Collusion Certification
    - Provided
  3. Eligibility Requirements
    - Submitted as met
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Appendix D completed but did not provide organizational overview/history in first section; Instead described Florida DOE work.
    - Other projects provided – My Colorado Journey; Virginia CareerWorks; and VAVoyager – very relevant to this RFP.
  2. Subcontractors
    - Not absolutely clear but seems like personnel assigned to project all work for PAIRIN
  3. Organizational Chart
    - Provided with brief descriptions of key personnel who will lead the project
  4. Litigation
    - None identified or included
  5. Financial Viability
    - Financial Statements included; Of great concern are auditor notes that include statement of doubt about them continuing as a going concern, net operational losses and significant negative cash flow.
  6. Certificate of Insurance.
    - Provided
- III. Proposed Services
  1. Services to be Provided
    - Would meet RFP through My Journey; My Career; and My Job Center
    - Included screenshots that were helpful as to what end user would see
    - Appeared to have some good tools for assessment, resume building, etc.. (Note – are proprietary).
    - Completed Appendix E Business Requirements and able to meet a majority; There were a few that were P and would need to work with us to figure out. One “no” – they aren't able to configure the system at a individual level to allow staff to turn off career mapping feature.
  2. Implementation – Work Plan

- Did not see in Section III documents.
- Cost proposal did identify Discovery, Design, Configuration, and Data Integration but not timelines.

#### IV. Cost Proposal

1. Development, Implementation and Training = \$958,000 (noted that \$518,00 for data integration may be lower because they were unable to scope with info provided),  
Support (initial & 4 renewal periods) = \$1,035,000, **Total = \$1,993,000**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Pairin

**DATE:** 11/13/2023

**EVALUATOR NAME:** Kimberly Smith

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Florida & Virginia DOE, Colorado workforce (MyColorado)
    - Founded in 2012
  2. Subcontractors
    - None identified
  3. Organizational Chart
    - Provided with bios for project members
  4. Litigation
    - None identified
  5. Financial Viability
    - From auditor's letter, Pairin management "...has stated that substantial doubt exists about the Company's ability to continue as a going concern."
  6. Certificate of Insurance
    - Provided
- III. Proposed Services
  1. Services to be Provided
    - My Career
    - My Matches – looks like pulls from O'Net
    - My Path
    - My Resume
    - My Job Center
    - Does require maintaining user account
    - Duplicative of other DOL systems
    - Excel document states do not have a guest option – would work with MDOL to develop
  2. Implementation – Work Plan
    - Did not see a timeline or deliverables
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Pairin

**DATE:** 10/9/2023

**EVALUATOR NAME:** Julia Trujillo Luengo

**EVALUATOR DEPARTMENT:** DECD

**Individual Evaluator Comments:**

- I. Preliminary Information
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Strong and relevant experience with other states executing similar projects
    - Severe concerns related to the financial statements with the lack of confidence of the auditors.
  2. Subcontractors
  3. Organizational Chart
- III. Proposed Services
  1. Services to be Provided
    - Workplan does not align with the experience they claim in their proposal.
    - Lots of existing products but very limited evidence of a customization for Maine
  2. Implementation – Work Plan
    - No concrete timeline or a project timeline.
- IV. Cost Proposal
  1. Elevated costs for the lack of work plan explained in prior section

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Parin

**DATE:** 11/13/2023

**EVALUATOR NAME:** Alysha Soule

**EVALUATOR DEPARTMENT:** DAFS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Parin
  2. Debarment, Performance and Non-Collusion Certification
    - Yes
  3. Eligibility Requirements
    - Yes
- II. Organization Qualifications and Experience
  1. Overview of Organization
  2. Subcontractors
    - no
  3. Organizational Chart
    - Small Team
  4. Litigation
    - None Identify
  5. Financial Viability
    - Based on the notes from the auditor Viability is unclear
  6. Certificate of Insurance.
    - Yes
- III. Proposed Services
  1. Services to be Provided
    - Nothing Outline Accessibility or Security
    - The Requirements outline in proposal were not outlined in the RFP
  2. Implementation – Work Plan
    - PII information
- IV. Cost Proposal
  1. \$1,993,000

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Pairin

**DATE:** 11/13/2023

**EVALUATOR NAME:** Joy Gould

**EVALUATOR DEPARTMENT:** DHHS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Meets
  2. Debarment, Performance and Non-Collusion Certification
    - Meets
  3. Eligibility Requirements
    - Meets
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Relevant experience with Colorado and Virginia
  2. Subcontractors
    - NA
  3. Organizational Chart
    - Robust
  4. Litigation
    - NA
  5. Financial Viability?
    - Only provided 2 years. Loss documented. Auditor referenced concerns about financial viability. Should we proceed?
  6. Certificate of Insurance.
    - Meets
- III. Proposed Services
  1. Services to be Provided
    - Limited details on what the actual product and strategy.
    - Proposal was vague. Timeline was missing.
    - Proposal doesn't explain product for curating and aggregation training programs other than referencing "Petersons" which is not curated or specific to Maine approved training programs.
    - Can they curate a training calendar and pull vetted and approved training programs into the system that meets the scope of the RFP?
  2. Implementation – Work Plan
    - Unclear
    - Can not administer the product as outlined in the RFP
- IV. Cost Proposal
  1. Cost proposal does not provide much detail. They were "not able to properly scope" per their response.



**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Pairin

**DATE:** 11/12/2023

**EVALUATOR NAME:** Christopher Quint

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Overview of Organization
  - Outlined experience with Florida DOE instead of an overview of company
  - My Colorado Journey & Virginia CareerWorks relevant to RFP
  2. Subcontractors
    - None provided
  3. Organizational Chart
    - Provided – clear descriptions of staff
  4. Litigation
    - None
  5. Financial Viability
    - Provided
    - Auditor notes include statement of doubt about company continuing operations
    - Net operational losses
  6. Certificate of Insurance.
    - Provided
  
- III. Proposed Services
  1. Services to be Provided
    - Unclear as to the services being proposed
  2. Implementation – Work Plan
    - Implementation provided does not provide confidence company can meet deadlines in RFP
  
- IV. Cost Proposal

**STATE OF MAINE**  
**INDIVIDUAL EVALUATION NOTES – Portland Webworks**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Portland Webworks

**DATE:** 11/9/2023

**EVALUATOR NAME:** Karen Fraser

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Provided
  2. Debarment, Performance and Non-Collusion Certification
    - Submitted
  3. Eligibility Requirements
    - Indicated met
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - In business of software and web development since 1999
    - Was just selected by MDOL for virtual AJC
    - Number of projects described indicate extensive relevant experience.
    - Minnesota – Higher Ed and Economic Development “CareerForce”
    - Idaho – Workforce counseling and career paths; Health and Welfare programs and services search. Over 8 years many projects – examples with screenshots Idalink; Live Better Idaho; and ETS platform
  2. Subcontractors
    - Blaze Partners (they did Worksource Maine branding) and are being brought on for branding and community input gathering. (4-5% of budget)
  3. Organizational Chart
    - High level provided
  4. Litigation
    - Attested to none.
  5. Financial Viability
    - Provided financial statements as requested. Financial analyst review needed but looked viable to me.
  6. Certificate of Insurance.
    - Provided.
- III. Proposed Services
  1. Services to be Provided
    - Would be based on their “Civiserv” product and described Worksource Maine as an additional, side-by-side complement to the Virtual One Stop AJC that they are currently developing for MDOL.
    - Completed Appendix E Business Requirements and referred to Work Plan for how specifically would be met.
    - Product would offer various triage/journeys – Light = guided and mostly anonymous; Full = robust and personalized.

- Could bring in 3<sup>rd</sup> party translation services at additional cost.
  - Provided considerable detail in response to digital accessibility and usability.
  - Testing throughout project
2. Implementation – Work Plan
- Work Plan was highly detailed on all aspects.
  - Will use virtual AJC robust technical platform but both the AJC and SWB product will have own identify, complementary “front door.”
  - They are recommending a single system approach for efficiencies but pricing proposal is for stand alone.
  - Timeline is clear and seems realistic: Kick off/Strategic Planning/Finalizing Emergent Intelligence (month 1); Design, Engineering and Grooming (Month 2); Development and Execution with agile approach (Months 2 – 5); Training (months 5 – 6); Provider Launch (months 6 – 8); Public Launch (Month 8); and Post Launch sustainment (30+ weeks)
  - Would assign F-T project manager; including information on how they recruit, hire, train, as well as full job descriptions/competencies of key positions.
  - Sections of Security & Compliance and Maintenance/Support very comprehensive.
  - Clear articulation of success indicators/metrics.

#### IV. Cost Proposal

1. Development, Implementation, Training = \$905,000, Support (initial + 4 renewals) = \$549,240, **Total = \$1,454,240**
2. Bidder notes that “significant” savings could occur if take single approach with the virtual AJC project.

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Portland Webworks

**DATE:** 11/13/2023

**EVALUATOR NAME:** Kimberly Smith

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Established 1999
    - Civiserv product – Minnesota DEED – aggregates provider info, provides career research/info, LMI reporting. Includes other functionality that may require account creation – personalized assessment, itinerary/task development, training registration.
    - Minnesota Higher Ed – search in-state training and career advancement info
    - Maine Office of Tourism – not a reference
    - Accessibility addressed
    - Agile project approach
  2. Subcontractors
    - Blaze – SWB branding project
    - Established 2015
  3. Organizational Chart
    - Generic, no names
  4. Litigation
    - None noted
  5. Financial Viability
    - Provided D&B rating
    - Provided unaudited financial statements for 2020, 2021, 2022
  6. Certificate of Insurance
    - provided
- III. Proposed Services
  1. Services to be Provided
    - Navigation – offers three varying degrees of engagement – the most in-depth would require account creation
    - Recognizes integration with source data will vary and expresses ability to flexible and trying to maintain simplicity for all parties
    - Automated translation – manual not included in proposal – how LingoTek or other option factor in? says minimal effort
  2. Implementation – Work Plan
    - Detailed work plan with weeks numbered rather than assigned dates
    - 30+ week implementation
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Portland Webworks

**DATE:** 10/9/2023

**EVALUATOR NAME:** Julia Trujillo Luengo

**EVALUATOR DEPARTMENT:** DECD

**Individual Evaluator Comments:**

I. Preliminary Information

II. Organization Qualifications and Experience

1. Overview of Organization

- Very pertinent experience in Idaho and Minnesota
- Idaho Department of Health and Welfare: We created "Live Better Idaho," a portal that provides citizens with inter-departmental access to available programs and services in one consolidated location; the solution enabled search of programs and providers by name, location, specialty, capacity, and related public benefit program.
- Washington Department of Social and Health Services: We developed a central website/portal, which provided citizens with need-based browsing of available statewide HHS programs.
- Missouri Department of Conservation: We created a website/portal application that allowed users to accomplish sophisticated search and filtering of outdoors sites and attractions; the solution enabled search based on geography, activity types, and a broad scope of dynamic facets that were unique to the respective types of offerings.
- Maine Department of Tourism: We created a website/portal application that served as a statewide catalog of upcoming events, activities, sites and attractions; The solution enabled map-based browsing and filtration of offerings based on calendar date range, activity type and interest.
- Maine 211: We fully modernized the interface of the State's public-facing 211 application, which provided access to statewide programs and resources.
- New Hampshire "Doorway": We implemented a central statewide portal allowing for discovery of programs and resources that would support individuals facing substance abuse challenges; the portal enabled role-based browsing and filtration of available offerings based on situational factors.
- Vermont Judiciary: We developed a new website/portal for the judiciary, which provided a central platform for public communication; it also introduced important functionality that enabled users to search discover nearest operational locations, programs, critical administrative forms and other relevant resources.
- FAME Loan Application portal – aims to be an integrated tool

2. Subcontractors

- Sub-contractor is Blaze Partners

3. Organizational Chart

- Did I miss an org chart?

4. Litigation

5. Financial Viability

6. Certificate of Insurance

III. Proposed Services

## 1. Services to be Provided

- Contractual relationships/samples shared demonstrate extensive and deep experience in virtual interfaces integrating data across systems and facilitating a streamlined user experience
- Do they provide examples of this level of integration from systems outside of State gov?
- Demonstrated deployment of the civiserv tool
- All required components were very complete and detailed providing a very solid sense of the execution elements of the project as well as how they will be measuring success.
- Explanation of tool, at times, delves into a case management system, which is not part of the scope
- Idalink (one of the samples) complies with highly regulated security and PII standards.
- Proposes two navigation modes: 1. anonymous/light triag; 2. full triage company
- Tool is very comprehensive and complimentary to the virtual career centers. This includes a career pathway tool utilizing onestopcareer.org

## 2. Implementation – Work Plan

- The implementation delivers functionality for centralized collection/aggregation of provider information (incl. institutional profiles, program/service descriptions, and courses/sessions/events that are open to registration); personalized assessment (employment readiness, skills and interests, needs and concerns, past experience); itinerary generation (intelligent/automated task lists, based on configurable logic); career research (lookup of job credential requirements and general job explanations/background); LMI reporting (localized and State-wide); customized journeys (targeted, interactive, career-specific); resource/offering search and discovery (lists and calendars, displaying filterable results); event/session/training registration; job search; direct resource access (archiving of training videos, other materials); and social sharing/integration

## IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Portland Webworks

**DATE:** 11/13/2023

**EVALUATOR NAME:** Alysha Soule

**EVALUATOR DEPARTMENT:** DAFS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Portland Webworks
  2. Debarment, Performance and Non-Collusion Certification
    - Yes
  3. Eligibility Requirements
    - Yes
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Very detailed
  2. Subcontractors
    - Yes, very detailed and stable relationship
  3. Organizational Chart
    - Will they need additional staff, or do they already have enough?
  4. Litigation
    - none
  5. Financial Viability
    - Yes
  6. Certificate of Insurance.
    - Yes
- III. Proposed Services
  1. Services to be Provided.
    - Very Detailed and explained through.
    - Seems like it would flow well.
    - Will make sure they are secure and Accessible and be able to adhere to the State of Maine Requirements
  2. Implementation – Work Plan
    - Very detailed
- IV. Cost Proposal
  1. \$1,454,240

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Portland Webworks

**DATE:** 11/13/2023

**EVALUATOR NAME:** Joy Gould

**EVALUATOR DEPARTMENT:** DHHS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Meets
  2. Debarment, Performance and Non-Collusion Certification
    - Meets
  3. Eligibility Requirements
    - Meets
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Relevant work with Minnesota
  2. Subcontractors
    - Blaze Partners
  3. Organizational Chart
    - No org chart was given, only job descriptions without specific individuals identified
  4. Litigation
    - NA
  5. Financial Viability
    - Dunn and Bradstreet, did not supply audited docs
  6. Certificate of Insurance.
    - Meets
- III. Proposed Services
  1. Services to be Provided
    - Very extensive detailed response
    - Can customize
  2. Implementation – Work Plan
    - 30-week implementation, detailed
- IV. Cost Proposal
  1. Cost proposal does reference the possibility of cost savings with integration into existing systems.



**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Portland Webworks

**DATE:** 11/12/2023

**EVALUATOR NAME:** Christopher Quint

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- V. Organization Qualifications and Experience
  1. Overview of Organization
    - Minnesota Higher Ed example very relevant to RFP
    - Clear approach to ensuring site is accessible
  2. Subcontractors
    - Blaze Partners – worked with SWB on branding Maine's workforce system in 2021
  3. Organizational Chart
    - Does not provide names of personnel in company or who will be working on project.
  4. Litigation
    - None
  5. Financial Viability
    - Provided
  6. Certificate of Insurance
    - Provided
  
- II. Proposed Services
  1. Services to be Provided
    - Solutions provided were detailed and easy to follow & understand
    - Solutions are customizable
  2. Implementation – Work Plan
    - Detailed
    - Can meet RFP launch date in July
  
- III. Cost Proposal

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES – Resultant**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Resultant

**DATE:** 11/9/2023

**EVALUATOR NAME:** Karen Fraser

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Provided
  2. Debarment, Performance and Non-Collusion Certification
    - Submitted
  3. Eligibility Requirements
    - Indicated met
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Formerly known as KSM Consulting with “decades” of experience in workforce and economic development
    - Based in IN; 400 employees in 31 states with 750 active clients
    - Projects identified were very relevant – Workforce Recommendation Engine for UI claimants; DOE Graduates Succeed; and IN Chamber of Commerce Talent Resource Navigator
    - Has worked with multiple state government offices
    - Google specialization
  2. Subcontractors
    - Jon Arnold, Tuitive, for UI/UX design
  3. Organizational Chart
    - Provided but limited bulleted info on functions
  4. Litigation
    - None indicated
  5. Financial Viability
    - Would not provide without an NDA
  6. Certificate of Insurance.
    - Provided
- III. Proposed Services
  1. Services to be Provided
    - In Section II Assumptions and Risks were clearly articulated, which was very helpful.
    - Detailed technical approach with selection of a technology stack (extensive list); agile methodology(scrum or Kanban) with 2 major sprints; cloud solution, API based;
    - Appendix E completed without specificity
    - Provided lots of information but it was extremely difficult to pin down what they would exactly do for Maine's project. Example: . data storage gave examples

only. Example: Integration phase mentions a “wide range of 3<sup>rd</sup> party tools” but which ones would they use for Maine? Does this lack of specificity set up the potential for added costs/fees?

- Dual purpose IP model – both MDOL and Resultant would “own” 100% of the code.

2. Implementation – Work Plan

- High level outline of project phases

IV. Cost Proposal

1. Development, Implementation and Training = \$1,699,925, Support (initial + 4 renewals) = \$279,724, **Total = \$1,979,931**

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Resultant

**DATE:** 11/13/2023

**EVALUATOR NAME:** Kimberly Smith

**EVALUATOR DEPARTMENT:** DOL

- I. Preliminary Information
- II. Organization Qualifications and Experience
  - 1. Overview of Organization
  - 2. Subcontractors
  - 3. Organizational Chart
  - 4. Litigation
    - None noted
  - 5. Financial Viability
    - Not provided
  - 6. Certificate of Insurance
    - Provided
- III. Proposed Services
  - 1. Services to be Provided
  - 2. Implementation – Work Plan
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Resultant

**DATE:** 10/9/2023

**EVALUATOR NAME:** Julia Trujillo Luengo

**EVALUATOR DEPARTMENT:** DECD

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Very strong and relevant experience in CO, Indiana, WI, U.S. Dept of Defense.
    - Talent Resource Navigator with a Chamber
  2. Subcontractors
  3. Organizational Chart
    - Detailed and strong understanding of their human k with their organizational chart and further descriptions
  4. Litigation
  5. Financial Viability
  6. Certificate of Insurance
  
- III. Proposed Services
  1. Services to be Provided
    - It is VERY template based.
    - A description of their products and abilities but does not provide detail as to the specific project/tool/processes to solve the problem Maine is seeking
  2. Implementation – Work Plan
  
- IV. Cost Proposal

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Resultant

**DATE:** 11/13/2023

**EVALUATOR NAME:** Alysha Soule

**EVALUATOR DEPARTMENT:** DAFS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Resultant
  2. Debarment, Performance and Non-Collusion Certification
    - Yes
  3. Eligibility Requirements
    - Yes
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Well defined
  2. Subcontractors
    - Yes
  3. Organizational Chart
    - The have a well-built team
    - Define how many employees they currently have
  4. Litigation
    - none
  5. Financial Viability
    - Not received must sign a NDA
  6. Certificate of Insurance
    - Yes
- III. Proposed Services
  1. Services to be Provided
    - Will work to ensure they meet all Accessibility and Security Standards
    - Not clear what is provided.
  2. Implementation – Work Plan
    - Very detailed
    - Very impressed with amount of testing and verification going on
- IV. Cost Proposal
  1. \$1,979,649

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Resultant

**DATE:** 11/13/2023

**EVALUATOR NAME:** Joy Gould

**EVALUATOR DEPARTMENT:** DHHS

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
    - Meets
  2. Debarment, Performance and Non-Collusion Certification
    - Meets
  3. Eligibility Requirements
    - Meets
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Relevant work with labor, education, and chamber of commerce
  2. Subcontractors
    - Tuitive for ui/ix designer
  3. Organizational Chart
    - Very robust team
  4. Litigation
    - NA
  5. Financial Viability
    - . Dunn and Bradstreet, did not supply audited docs
  6. Certificate of Insurance.
    - Meets
- III. Proposed Services
  1. Services to be Provided
    - Narrative was more about discovery phase and meeting facilitation vs what the actual product is
    - Tech specifics are robust
  2. Implementation – Work Plan
- IV. Cost Proposal
  1. Challenging to understand the true costs based on the vagueness of the product to be delivered.

**RFP #:** 202307153

**RFP TITLE:** Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal

**BIDDER NAME:** Resultant

**DATE:** 11/12/2023

**EVALUATOR NAME:** Christopher Quint

**EVALUATOR DEPARTMENT:** DOL

**Individual Evaluator Comments:**

- I. Preliminary Information
  1. Proposal Cover Page
  2. Debarment, Performance and Non-Collusion Certification
  3. Eligibility Requirements
  
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Experiences in Colorado, Indiana, & Wisconsin are relevant to RFP
    - Talent Resource Navigator with a Chamber
  2. Subcontractors
    - Lists Tuitive as designer
  3. Organizational Chart
    - Detailed organizational chart
    - Strong resources to pull from in development of project
  4. Litigation
    - None
  5. Financial Viability
    - Did not provide audited financial statements
  6. Certificate of Insurance
    - Provided
  
- III. Proposed Services
  1. Services to be Provided
    - Did not provide a specific solution/product to meet needs in RFP
    - Relies on "discovery phase"
  2. Implementation – Work Plan
  
- IV. Cost Proposal
  1. Unable to determine the true costs of development and implementation





STATE OF MAINE  
DEPARTMENT OF LABOR

Janet T. Mills  
Governor

Laura A. Fortman  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202307153**

**RFP TITLE: Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal**

I, Christopher Quint

\_\_\_\_\_ accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Labor. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

11/11/23

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date



STATE OF MAINE  
DEPARTMENT OF LABOR

Janet T. Mills  
Governor

Laura A. Fortman  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202307153**

**RFP TITLE: Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal**

I, Karen Fraser

\_\_\_\_\_ accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Labor. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Karen Fraser  
Signature

11/9/2023  
Date



STATE OF MAINE  
DEPARTMENT OF LABOR

Janet T. Mills  
Governor

Laura A. Fortman  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202307153**

**RFP TITLE: Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal**

I, Joy Gould

\_\_\_\_\_ accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Labor. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Joy Gould

Signature

11/9/2023

Date



STATE OF MAINE

DEPARTMENT OF LABOR

Janet T. Mills  
Governor

Laura A. Fortman  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202307153**

**RFP TITLE: Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal**

I, Kimberly Smith

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\_\_\_\_\_  
Signature

11/13/2023  
\_\_\_\_\_  
Date



STATE OF MAINE  
DEPARTMENT OF LABOR

Janet T. Mills  
Governor

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Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202307153**

**RFP TITLE: Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal**

I, Julia Trujillo Luengo

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Signature

11/13/23

Date



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**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 202307153**

**RFP TITLE: Connecting Maine's Workforce System – MyWorkSourceMaine.org Portal**

I, Alysha Soule

\_\_\_\_\_ accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Labor. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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Alysha Soule

Signature

11/9/2023

Date