**State of Maine**  
**RFP / Proposal Master Score Sheet**

**Instructions:** Complete the Master Score Sheet below providing all of the requested information for each bidder that submitted a proposal in response to the RFP. This document is to be included in the Selection Package submitted to the Division of Procurement Services for review/approval.

### SCORERSHEET FOR RFP# 202001021 – Radio Support Services

<table>
<thead>
<tr>
<th>PROPOSAL SUBMITTED BY:</th>
<th>Northern Pride</th>
<th>RCM</th>
<th>Tilson Tech.</th>
<th>Yankee Comm.</th>
</tr>
</thead>
<tbody>
<tr>
<td>COST:</td>
<td>Cost: $528,400</td>
<td>Cost: $396,100</td>
<td>Cost: $339,050</td>
<td>Cost: $247,000 (did not bid all services)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EVALUATION ITEM</th>
<th>POINTS AVAIL.</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Section I: Organization Qualifications and Experience</td>
<td>(40)</td>
<td>30</td>
<td>38</td>
<td>35</td>
</tr>
<tr>
<td>Section II: Proposed Services</td>
<td>(30)</td>
<td>15</td>
<td>27</td>
<td>25</td>
</tr>
<tr>
<td>Section III: Cost Proposal</td>
<td>(30)</td>
<td>19.25</td>
<td>25.68</td>
<td>30</td>
</tr>
</tbody>
</table>

**TOTAL**  
|  | 64.25 | 90.68 | 90 | 60 |

**Note:**  
Yankee Comm., as allowed by RFP, bid only Radio Mechanic and parts. They also had multiplication errors in their cost response. After correction of math errors, Yankee pricing for these services was the best so they are awarded 30 points.

Tilson Tech. had the best pricing for all services so they were also awarded max. points. For points purposes, RCM and Northern Pride pricing computed versus Tilson Tech.
I. Summary
The Department is responsible for the oversight and day-to-day maintenance of the State of Maine’s two-way radio infrastructure currently serving 8 agencies within Maine State Government.

This infrastructure is a network of towers, shelters, and facilities which are dispersed throughout the entire state of Maine. The facilities/structures contain Radio Frequencies (RF) base stations, repeaters, generators, solar equipment, antennae, cabling, interconnect equipment, mobile radios, portable radios and other related components. The Department also works on 200+ public safety vehicles annually, installing, maintaining and removing radio and emergency equipment.

As a result of limited state resources and the geographical distribution of assets, the Department is seeking firms to provide highly qualified personnel to augment state staff for ongoing radio operations.

II. Evaluation Process
A team of three State radio support personnel (Director, Manager, Technician) evaluated the 4 responses, using the standard note-taking and consensus approach, assisted by a moderator acting as note keeper.

RFP terms allow contract awards to multiple firms.

III. Qualifications & Experience
Northern Pride - They are a reputable company with a lot of experience. For tower and site work they would be a good asset. Their focus on safety training is a plus. The travel billing and warranties are a concern.
RCM – They are presently the sub-contractor to Harris for the system maintenance as well as a contractor to the State for services. Staff very qualified.
Tilson - Extensive experience and Qualifications with multiple examples. Also, our current provider for tower services. Vast experience and qualifications listed.
Yankee – Outlined organization, no chart but personnel listed.

IV. Proposed Services
Northern Pride They are a very qualified company and would be a good asset. The concerns are around the billing for everything, including travel both ways. Also, no warrantee on parts is bothersome
RCM – They can provide all services requested. They provide a full spectrum of support.
Tilson – They can provide services listed. NOC with dispatch software, can augment staff and describe response readiness.
Yankee – Experienced company only bid shop personnel augmentation. Bid personnel for vehicle install/fit services. Did not bid radio technician or tower services.

V. Cost Proposal
See Master Score Sheet.

VI. Conclusion
Radio services is time sensitive and service implementation or restoration can immediately impact public safety. To provide the breadth of services, have statewide coverage, and the availability of a backup company if one is over-booked or not available, multiple awards (as specified in the RFP) are required. The team concluded that 4 awards, to each bidder, should be made.
Northern Pride Communications, Inc.
20 Center Park Road
Topsham, ME  04086

SUBJECT:  Notice of Conditional Contract Award(s) under RFP # 202001021

Radio Support Services

Dear Mr. Crouse:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of State of Maine Department Administrative and Financial Services for Radio Support Services. 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(s) to the following bidder(s):

- Northern Pride Communications, Inc.
- Radio Communications Management, Inc.
- Tilson Technology Management, Inc.
- Yankee CT. Inc. Yankee Communications

The bidder(s) listed above received the evaluation team’s highest ranking(s). The Department will be contacting the aforementioned bidder(s) 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,

John E. Richards
State of Maine
Office of Information Technology
Radio Services
Director, Radio Operations
STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).
Radio Communications Management, Inc.
158 Rand Rd.
Portland, ME  04102

SUBJECT:  Notice of Conditional Contract Award(s) under RFP # 202001021
Radio Support Services

Dear Mr. Rivard:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of State of Maine Department Administrative and Financial Services for Radio Support Services. 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(s) to the following bidder(s):

- Radio Communications Management, Inc.
- Tilson Technology Management, Inc.
- Yankee CT. Inc. Yankee Communications
- Northern Pride Communications, Inc.

The bidder(s) listed above received the evaluation team’s highest ranking(s). The Department will be contacting the aforementioned bidder(s) 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.

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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,

John E. Richards  
State of Maine  
Office of Information Technology  
Radio Services  
Director, Radio Operations
STATEMENT OF APPEAL RIGHTS

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(Insert date when award notification letter is emailed)

Tilson Technology Management, Inc.  
16 Middle Street, 4th Floor.  
Portland, ME 04101

SUBJECT: Notice of Conditional Contract Award(s) under RFP # 202001021  
Radio Support Services

Dear Mr. Broder:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of State of Maine Department Administrative and Financial Services for Radio Support Services. 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(s) to the following bidder(s):

- Tilson Technology Management, Inc.  
- Yankee CT. Inc. Yankee Communications  
- Northern Pride Communications, Inc.  
- Radio Communications Management, Inc.

The bidder(s) listed above received the evaluation team’s highest ranking(s). The Department will be contacting the aforementioned bidder(s) 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.

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

Sincerely,

John E. Richards
State of Maine
Office of Information Technology
Radio Services
Director, Radio Operations
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Yankee CT. Inc. Yankee Communications  
263 Neck Road  
Benton, ME 04901

SUBJECT: Notice of Conditional Contract Award(s) under RFP # 202001021 
Radio Support Services

Dear Mr. Bell:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of State of Maine Department Administrative and Financial Services for Radio Support Services. 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(s) to the following bidder(s):

- Yankee CT. Inc. Yankee Communications
- Northern Pride Communications, Inc.
- Radio Communications Management, Inc.
- Tilson Technology Management, Inc.

The bidder(s) listed above received the evaluation team’s highest ranking(s). The Department will be contacting the aforementioned bidder(s) 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,

John E. Richards  
State of Maine  
Office of Information Technology  
Radio Services  
Director, Radio Operations
STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).
**STATE OF MAINE**  
**TEAM CONSENSUS EVALUATION NOTES**  

RFP #: 202001021  
RFP TITLE: Radio Support Services  
BIDDER: Northern Pride  
DATE: 5-12-2020

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**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team’s consensus evaluations, and this form is not meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: DAFS - OIT  
NAME OF RFP COORDINATOR: T. Howker  
NAMES OF EVALUATORS: J. Richards, T. Firnkes, R. Devries

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**SUMMARY PAGE**

<table>
<thead>
<tr>
<th>Pass/Fail Criteria</th>
<th>Pass:</th>
<th>Fail:</th>
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**Numerical Score:**

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<th>Section</th>
<th>Description</th>
<th>Max Points</th>
<th>Score</th>
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<tbody>
<tr>
<td>Section I</td>
<td>Organization Qualifications and Experience</td>
<td>40</td>
<td>30</td>
</tr>
<tr>
<td>Section II</td>
<td>Proposed Services</td>
<td>30</td>
<td>15</td>
</tr>
<tr>
<td>Section III</td>
<td>Cost Proposal</td>
<td>30</td>
<td>19.25</td>
</tr>
</tbody>
</table>

**TOTAL POINTS**  
(Max: 100 Points)  
64.25

-----------------------------------

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

Total Points Available: 40  
Score: 30

**Evaluation Team Comments:**

Organization Qualifications and Experience: Extensive experience and Qualifications with multiple examples and certifications.

Rev. 1/3/2020
Overview of Organization: well described, lists many strengths with site work, project management, and very strong on Tower items. Tower work is a strong suit, but also adept in project management and site work. Northern Pride presents detailed experience and qualifications. Well documented in many areas with an emphasis on Tower Work.

Subcontractors: None listed, however it does say that NPC does 90% of its own work so there must be some. They do the majority of the work themselves.

Organizational Chart: not provided

Litigation: none listed or known

Licensure/certification: Multiple listed all relevant to the work we need and exceeds safety requirements. Multiple listed, all pertinent to the work that would be required along with the safety requirements for tower work

Insurance (accord form): provided

References: provided and Good
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: Northern Pride
DATE: 5-12-2020

******************************************************************************
EVALUATION OF SECTION II
Proposed Services

Total Points Available: 30     Score: __15___

******************************************************************************

Evaluation Team Comments:

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: THEY CAN PROVIDE THE SITE AND TOWER SERVICES NEEDED
THEY HAVE THE EXPERIENCE TO COMPLETE THE SITE AND TOWER SERVICE

A.2 PARTS / MATERIALS: 8% MARKUP AND ABLE TO PROVIDE WHAT IS NEEDED FOR TOWER JOBS.

A.3 RESPONSE TIME: THEY DO NOT AGREE TO THE RESPONSE TIMES. HOWEVER, THEIR ANSWER IS CORRECT
FOR TOWER CLIMBING SAFETY.
NPC’S RESPONSE TO THE REQUIREMENT IS IN LINE. DUE TO SAFETY CONCERNS DURING MOST OUTAGE EVENTS.

A.4 TRAVEL: THEY STATE THEY WILL NEED TO BILL RETURN TRAVEL AND LABOR AND CAN DO A PROPOSAL FOR
EACH INSTANCE. ALSO, NO PART WARRANTEE. IF THEY REPLACE A LIGHT BULB AND IT GOES OUT TWO DAY LATER,
THEY WOULD BILL THE RETURN TRIP TO FIX.
THEY LIST BILLING THE RETURN TRIP AND LABOR AND WILL PROVIDE A PROPOSAL FOR SUCH.
THEY WILL BILL FOR TRAVEL EVEN ON WARRANTEE ISSUES

A.5 REPORTING: NOT REALLY ADDRESSED

A.6 INVOICING: NO REAL DETAIL GIVEN OTHER THAN IT APPEARS THEY ARE GOING TO BILL FOR EVERYTHING.

A.7 SECURITY: THEY PASS ALL CRITERIA OR WOULD BEFORE WORK STARTED
WOULD NEED TO GO THROUGH STATES BACKGROUND CHECKS PRIOR TO WORKING

A.8 CONFIDENTIALITY: NOT ADDRESSED.

B.1 STAFF: VERY QUALIFIED
RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: Northern Pride
DATE: 5-12-2020

EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid

<table>
<thead>
<tr>
<th>Lowest submitted Cost Proposal</th>
<th>+</th>
<th>Cost Proposal being scored</th>
<th>x</th>
<th>Score Weight</th>
<th>=</th>
<th>Score</th>
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<tbody>
<tr>
<td>339,050</td>
<td>+</td>
<td>528,400</td>
<td>x</td>
<td>30 points</td>
<td>=</td>
<td>19.25</td>
</tr>
</tbody>
</table>

(COST MATH CORRECT)

Evaluation Team Comments:

Northern Pride:

They are a very qualified company and would be a good asset. The concerns are around the billing for everything, including travel both ways. Also, no warrantee on parts is bothersome.

They are a reputable company with a lot of experience. For tower and site work they would be a good asset. Their focus on safety training is a plus. The travel billing and warranties are a concern.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: RCM
DATE: 5-12-2020

Instructions: The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team’s consensus evaluations, and this form is not meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: DAFS - OIT
NAME OF RFP COORDINATOR: T. Howker
NAMES OF EVALUATORS: J. Richards, T. Firnkes, R. Devries

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<tr>
<th>Numerical Score:</th>
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<tbody>
<tr>
<td>Section I. Organization Qualifications and Experience (Max: 40 Points)</td>
<td>38</td>
</tr>
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<td>25.68</td>
</tr>
</tbody>
</table>

| TOTAL POINTS (Max: 100 Points) | 90.68 |

EVALUATION OF SECTION I
Organization Qualifications and Experience

Total Points Available: 40
Score: ___38___

Evaluation Team Comments:

Organization Qualifications and Experience: Extensive experience and Qualifications with all the technologies that we use.

Rev. 1/3/2020
Overview of Organization: well defined and very deep in abilities in all our areas of need and then some. RCM meets all required layers needed to support our environment. Yes, RCM provided a company overview along with detailed reference remarks. Yes, extensive in communications work.

Subcontractors: Are listed and acceptable to the State. Several listed provided with listing of personnel and roles.

Organizational Chart: Provided and good detail.

Litigation: none noted

Licensure/certification: Multiple listed and relevant to include an extensive list and copies of actual certification.

Insurance (accord form): provided

References: Provided multiple
Yes, multiple ones provide, all reputable
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: RCM
DATE: 5-12-2020

******************************************************************************

EVALUATION OF SECTION II
Proposed Services

Total Points Available: 30  Score: __27___

******************************************************************************

Evaluation Team Comments:

II. PROPOSED SERVICES (BEGINNING RFP Pg. 8)

A.1 SERVICE DELIVERY: THEY CAN PROVIDE ALL SERVICES REQUESTED

A.2 PARTS / MATERIALS: 15% markup and able to provide all parts required. THEY DO ALSO NOTE SOME CONFIDENTIAL PRICING AND OFFER % OFF LIST INSTEAD FOR THOSE VENDORS. DISCOUNTS OFFERED ON SOME VENDORS

A.3 RESPONSE TIME: THEY DO NOT DECENT OR LIST ANY NEGATIVE RESPONSE.
THEY LISTED 24/7 SUPPORT, BUT I DIDN’T SEE ANYTHING AROUND RESPONSE TIMES.
DIDN’T SEE TIME SPECIFICALLY LISTED, BUT OFFER 24/7 RESPONSE ON EMERGENCY SERVICE FROM 3 DIFFERENT LOCATIONS IN THE STATE.
THEY HAVE BEEN PROVIDING AND PERFORMING THIS UNDER THE CURRENT CONTRACT.

A.4 TRAVEL: NO OBJECTION TO THE STATE PROCESS LISTED
I DIDN’T SEE ANYTHING DETAILED AROUND TRAVEL
DIDN’T SEE IT SPECIFICALLY ADDRESSED IN THE DOCS PROVIDED TO REVIEW, BUT THEY HAVE 3 LOCATIONS IN THE STATE TO PROVIDE SERVICE AND SUPPORT FROM

A.5 REPORTING: IN DEPTH SYSTEM LISTED INCLUDING 24 HR. NOC WITH DISPATCH SOFTWARE FOR TRACKING.

A.6 INVOICING: METHODOLOGY LISTED.

A.7 SECURITY: THEY HOLD CURRENT CJIS AND OTHER STATE OF MAINE SECURITY CREDENTIALS.

A.8 CONFIDENTIALITY: COMPLETELY CONFIDENTIAL.

B.1 STAFF: VERY QUALIFIED; DOCUMENT SHOWS THEY ARE QUALIFIED.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: RCM
DATE: 5-12-2020

******************************************************************************

EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid

Total Points Available: 30
Score: 25.68

******************************************************************************

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(COST MATH CORRECT)

Evaluation Team Comments:

RCM: They are currently our biggest partner in providing the full spectrum of support.

Radio Communication Management = They are presently the sub-contractor to Harris for the system maintenance as well as a contractor to the State for services.
Instructions: The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team’s consensus evaluations, and this form is not meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: DAFS - OIT
NAME OF RFP COORDINATOR: T. Howker
NAMES OF EVALUATORS: J. Richards, T. Firnkes, R. Devries

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</tr>
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</table>

TOTAL POINTS (Max: 100 Points) 60

EVALUATION OF SECTION I
Organization Qualifications and Experience

Total Points Available: 40  Score: __20__

Evaluation Team Comments:

Organization Qualifications and Experience: Experience company only bidding shop or personnel augmentation by the looks.
Overview of Organization: defined and basic org layout
+ defined in section 1
Experienced Radio Shop but just bidding on shop and personnel. Org. structure defined.

Subcontractors: none listed

Organizational Chart: none provide but personnel listed
+ primary personnel listed

Litigation: none noted

Licensure/certification: none listed

Insurance (accord form): provided

References: Provided and acceptable, good
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: Yankee Comm.
DATE: 5-7-2020

***************************************************************************************************************************
EVALUATION OF SECTION II
Proposed Services

Total Points Available: 30  Score: __10___

***************************************************************************************************************************

Evaluation Team Comments:

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: THEY CAN PROVIDE THE SERVICES QUOTED; PROVIDED INFO. SHOWS CAN MEET STATE ASK

A.2 PARTS / MATERIALS: 18% MARKUP

A.3 RESPONSE TIME: NONE LISTED LABOR ONLY

A.4 TRAVEL: NO OBJECTION TO THE STATE PROCESS LISTED

A.5 REPORTING: SYSTEM IN PLACE IS WHAT THEY PROPOSE USING

A.6 INVOICING: METHODOLOGY CURRENTLY BEING USED, CURRENT METHOD

A.7 SECURITY: IN PLACE, YES OK

A.8 CONFIDENTIALITY: COMPLETELY CONFIDENTIAL.

B.1 STAFF: QUALIFIED
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: Yankee Comm.
DATE: 5-7-2020

*******************************************************************************
EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid

Total Points Available: 30  Score: __20___

*******************************************************************************

<table>
<thead>
<tr>
<th>Lowest submitted Cost Proposal</th>
<th>÷</th>
<th>Cost Proposal being scored</th>
<th>x</th>
<th>Score Weight</th>
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<tbody>
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<td>$247,000</td>
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<td>$247,000</td>
<td></td>
<td>30 points</td>
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DID NOT BID ALL SERVICES, EXCLUDED RADIO TECH AND TOWER WORK.

COST ERRORS:
  • L1 = 3000 x 55 = 165,000
  • L2 = 200 x 95 = 19,000
  • PARTS = 350,000 x 0.18 = 63,000
    o TOTAL $247,000
    o TILSON TECH (LOW OVERALL BID $265.5 SAME CATEGORIES, AWARD 30 TO YANKEE).
    o RCM BID $296.5 SAME CATEGORIES
    o NORTHERN PRIDE BID $432 SAME CATEGORIES

Evaluation Team Comments:
Bid personnel for vehicle install/fit services. Did not bid radio technician or tower services.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: Northern Pride
DATE: 5-7-2020

Instructions: The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team’s consensus evaluations, and this form is not meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: DAFS - OIT
NAME OF RFP COORDINATOR: T. Howker
NAMES OF EVALUATORS: J. Richards, T. Firnkes, R. Devries

SUMMARY PAGE

<table>
<thead>
<tr>
<th>Pass/Fail Criteria</th>
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<th>Fail:</th>
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<table>
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<tr>
<th>Numerical Score:</th>
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| Section I. Organization Qualifications and Experience (Max: 40 Points) | 35 |
| Section II. Proposed Services (Max: 30 Points) | 25 |
| Section III: Cost Proposal (Max: 30 Points) | 30 |

TOTAL POINTS (Max: 100 Points) 90

EVALUATION OF SECTION I
Organization Qualifications and Experience

Total Points Available: 40

Score: __35__

Evaluation Team Comments:
Organization Qualifications and Experience: Extensive experience and Qualifications with multiple examples. Also, our current provider for tower services. Vast experience and qualifications listed. Currently performing work for us on tower sites.

Overview of Organization: well defined and very deep in abilities nationwide. Detailed information leading to experience and Qualifications. Detailed overview of organization provided

Subcontractors: States none will be used

Organizational Chart: Provided

Litigation: Two cases listed in Utah. Both explain and disclosed. (does not worry me). Two cases listed with acceptable closure.

Licensure/certification: Multiple listed and relevant to include electrical and engineering among all the others. Multiple listed including electrical and engineering, all pertinent to the work we need done.

Insurance (accord form): provided

References: Good references provided.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: Northern Pride
DATE: 5-7-2020

*******************************************************************************
** EVALUATION OF SECTION II **
** Proposed Services **

Total Points Available: 30  Score: 25

*******************************************************************************

Evaluation Team Comments:

II. PROPOSED SERVICES (BEGINNING RFP Pg. 8)

A.1 SERVICE DELIVERY: THEY CAN PROVIDE ALL SERVICES REQUESTED

A.2 PARTS / MATERIALS: 10% MARKUP AND ABLE TO PROVIDE ALL PARTS REQUIRED.

A.3 RESPONSE TIME: THEY DO NOT SPECIFICALLY AGREE TO THE RESPONSE TIMES. HOWEVER, THEY INDICATE A METHOD FOR TIMELY RESPONSES. THEY ONLY STATE A TIMELY RESPONSE TIME. THEY HAVE CREWS IN PLACE TO BE ABLE TO RESPOND QUICKLY, BUT I DON’T SEE SPECIFIC RESPONSE TIMES ADDRESSED

A.4 TRAVEL: NO OBJECTION TO THE STATE PROCESS LISTED

A.5 REPORTING: IN DEPTH SYSTEM LISTED INCLUDING 24 HR. NOC WITH DISPATCH SOFTWARE FOR TRACKING. YES, CAN PROVIDE MONTHLY. HAVE SYSTEM IN PLACE

A.6 INVOICING: SOFTWARE AND METHODOLOGY LISTED. THEY WILL PROVIDE THEIR OWN. YES, IN PLACE.

A.7 SECURITY: THEY PASS ALL CRITERIA, PRESENT STATE CONTRACTOR.

A.8 CONFIDENTIALITY: COMPLETELY CONFIDENTIAL.

B.1 STAFF: VERY QUALIFIED AND IN-DEPTH NATIONWIDE. NATIONWIDE STAFFING WITH PROPER TRAINING TO MEET OUR ASK WELL TRAINED AND QUALIFIED.
STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER: Northern Pride
DATE: 5-7-2020

*********************************************************************************
EVALUATION OF SECTION III
Cost Proposal
Price: Comparison with Lowest Bid

Total Points Available: 30  Score: __30__

*********************************************************************************

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<tr>
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<td>+</td>
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<td>x</td>
<td>30 points</td>
<td>=</td>
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</tbody>
</table>

(COST MATH CORRECT)

Evaluation Team Comments:

Tilson Technologies:

Tilson is a very qualified organization with innovative technology and forward thinking vision.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Northern Pride
DATE: 5-11-2020
EVALUATOR NAME: J. Richard
EVALUATOR DEPARTMENT: OIT

*******************************************************************************

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

*******************************************************************************

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Extensive experience and Qualifications with multiple examples and certifications.

Overview of Organization: well described, lists many strengths with site work, project management, and very strong on Tower items.

Subcontractors: None listed, however it does say that NPC does 90% of its own work so there must be some.

Organizational Chart: not provided

Litigation: none listed or known

Licensure/certification: Multiple listed all relevant to the work we need and exceeds safety requirements.

Insurance (accord form): provided

References: provided and Good

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: THEY CAN PROVIDE THE SITE AND TOWER SERVICES NEEDED

A.2 PARTS / MATERIALS: 8% MARKUP AND ABLE TO PROVIDE WHAT IS NEEDED FOR TOWER JOBS.

A.3 RESPONSE TIME: THEY DO NOT AGREE TO THE RESPONSE TIMES. HOWEVER, THEIR ANSWER IS CORRECT FOR TOWER CLIMBING SAFETY.
RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Northern Pride
DATE: 5-11-2020
EVALUATOR NAME: J. Richard
EVALUATOR DEPARTMENT: OIT

A.4 TRAVEL: They state they will need to bill return travel and labor and can do a proposal for each instance. ALSO, no part warrantee. If they replace a light bulb and it goes out two day LATER, they would bill the return trip to fix.

A.5 REPORTING: Not really addressed

A.6 INVOICING: No real detail given other than it appears they are going to bill for everything.

A.7 SECURITY: They pass all criteria or would before work started

A.8 CONFIDENTIALITY: Not addressed.

B.1 STAFF: Very qualified

Northern Pride:

They are a very qualified company and would be a good asset. The concerns are around the billing for everything, including travel both ways. Also, no warrantee on parts is bothersome.

III. Cost Proposal – Tom H initial review.
RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: RCM
DATE: 5-8-2020
EVALUATOR NAME: J. Richard
EVALUATOR DEPARTMENT: OIT

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Extensive experience and Qualifications with all the technologies that we use.

Overview of Organization: well defined and very deep in abilities in all our areas of need and then some

Subcontractors: Are listed and acceptable to the State.

Organizational Chart: Provided and best detail of any bidder

Litigation: none noted

Licensure/certification: Multiple listed and relevant to include an extensive list and copies of actual certification.

Insurance (accord form): provided

References: Provided

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: THEY CAN PROVIDE ALL SERVICES REQUESTED

A.2 PARTS / MATERIALS: 15% markup and able to provide all parts required. They do also note some confidential pricing and offer % off list instead for those vendors.

A.3 RESPONSE TIME: THEY DO NOT DECENT OR LIST ANY NEGATIVE RESPONSE

A.4 TRAVEL: no objection to the State process listed
A.5 REPORTING: In depth system listed including 24 hr. NOC with Dispatch software for tracking.

A.6 INVOICING: Methodology listed.

A.7 SECURITY: They hold current CJIS and other State of Maine security credentials.

A.8 CONFIDENTIALITY: Completely confidential.

B.1 STAFF: Very qualified

III. Cost Proposal – Tom H initial review.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Tilson Tech.
DATE: 5-11-2020
EVALUATOR NAME: J. Richard
EVALUATOR DEPARTMENT: OIT

******************************************************
Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

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Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Extensive experience and Qualifications with multiple examples. Also, our current provider for tower services.

Overview of Organization: well defined and very deep in abilities nationwide

Subcontractors: States none will be used

Organizational Chart: Provided

Litigation: Two cases listed in Utah. Both explain and disclosed. (does not worry me)

Licensure/certification: Multiple listed and relevant to include electrical and engineering among all the others.

Insurance (accord form): provided

References: Good references provided.

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: They can provide all services requested

A.2 PARTS/MATERIALS: 10% markup and able to provide all parts required.

A.3 RESPONSE TIME: They do not specifically agree to the response times. HOWEVER, they indicate a method for timely responses.

A.4 TRAVEL: No objection to the State process listed
RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Tilson Tech.
DATE: 5-11-2020
EVALUATOR NAME: J. Richard
EVALUATOR DEPARTMENT: OIT

A.5 REPORTING: IN DEPTH system listed including 24 hr. NOC with Dispatch software for tracking.

A.6 INVOICING: SOFTWARE and methodology listed.

A.7 SECURITY: THEY pass all criteria

A.8 CONFIDENTIALITY: COMPLETELY confidential.

B.1 STAFF: very qualified and IN-DEPTH nationwide.

III. Cost Proposal – Tom H initial review.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Yankee Comm.
DATE: 5-9-2020
EVALUATOR NAME: J. Richard
EVALUATOR DEPARTMENT: OIT

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Experience company only bidding shop or personnel augmentation by the looks.

Overview of Organization: defined and basic org layout

Subcontractors: none listed

Organizational Chart: none provide but personnel listed

Litigation: none noted

Licensure/certification: none listed

Insurance (accord form): provided

References: Provided and acceptable

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: They can provide the services quoted

A.2 PARTS / MATERIALS: 18% markup

A.3 RESPONSE TIME: None listed labor only
RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Yankee Comm.
DATE: 5-9-2020
EVALUATOR NAME: J. Richard
EVALUATOR DEPARTMENT: OIT

A.4 TRAVEL: NO OBJECTION TO THE STATE PROCESS LISTED

A.5 REPORTING: SYSTEM IN PLACE IS WHAT THEY PROPOSE USING

A.6 INVOICING: METHODOLOGY CURRENTLY BEING USED

A.7 SECURITY: IN PLACE

A.8 CONFIDENTIALITY: COMPLETELY CONFIDENTIAL.

B.1 STAFF: QUALIFIED

III. Cost Proposal – Tom H initial review.
STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Northern Pride
DATE: 5-11-2020
EVALUATOR NAME: R. Devries
EVALUATOR DEPARTMENT: OIT

**************************************************************************************************************************************************************************************************************************************

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

**************************************************************************************************************************************************************************************************************************************

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Experience in tower and site work with qualifications shown via examples and certifications.

Overview of Organization: Tower work is a strong suit, but also adept in project management and site work.

Subcontractors: None listed. They do the majority of the work themselves.

Organizational Chart: not given

Litigation: none listed

Licensure/certification: Multiple listed, all pertinent to the work that would be required along with the safety requirements for tower work.

Insurance (accord form): accord certificate provided.

References: Provided

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: YES, SITE AND TOWER SERVICES REQUIRED.

A.2 PARTS / MATERIALS: YES, THEY CAN PROVIDE ITEMS NEEDED FOR TOWER/SITE WORK.

A.3 RESPONSE TIME: NPC’s RESPONSE TO THE REQUIREMENT IS IN LINE. DUE TO SAFETY CONCERNS DURING MOST OUTAGE EVENTS.

A.4 TRAVEL: THEY LIST BILLING THE RETURN TRIP AND LABOR AND WILL PROVIDE A PROPOSAL FOR SUCH.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Northern Pride
DATE: 5-11-2020
EVALUATOR NAME: R. Devries
EVALUATOR DEPARTMENT: OIT

A.5 REPORTING: didn’t see it addressed.

A.6 INVOICING: NO DETAILS GIVEN

A.7 SECURITY: WOULD NEED TO GO THROUGH STATES BACKGROUND CHECKS PRIOR TO WORKING

A.8 CONFIDENTIALITY: NOT ADDRESSED

B.1 STAFF: QUALIFIED

III. Cost Proposal – Tom H initial review.

They are a reputable company with a lot of experience. For tower and site work they would be a good asset. Their focus on safety training is a plus. The travel billing and warranties are a concern
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
DATE: 5-11-2020
EVALUATOR NAME: R. Devries
EVALUATOR DEPARTMENT: OIT

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Yes, extensive in communications work

Overview of Organization: Yes, provided with listing of personnel and roles

Subcontractors: Several listed

Organizational Chart: Provided with roles.

Litigation: None

Licensure/certification: Yes, multiple listed

Insurance (accord form): Certificate provided

References: Yes, multiple ones provide, all reputable

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: YES, THEY CAN PERFORM ALL SERVICES REQUESTED.

A.2 PARTS / MATERIALS: 15% MARKUP FROM COST ON SOME, DISCOUNT OFF OF LIST ON SOME VENDORS

A.3 RESPONSE TIME: DIDN’T SEE TIME SPECIFICALLY LISTED, BUT OFFER 24/7 RESPONSE ON EMERGENCY SERVICE FROM 3 DIFFERENT LOCATIONS IN THE STATE. THEY HAVE BEEN PROVIDING AND PERFORMING THIS UNDER THE CURRENT CONTRACT.

A.4 TRAVEL: DIDN’T SEE IT SPECIFICALLY ADDRESSED IN THE DOCS PROVIDED TO REVIEW, BUT THEY HAVE 3 LOCATIONS IN THE STATE TO PROVIDE SERVICE AND SUPPORT FROM

A.5 REPORTING: DIDN’T FIND REFERENCE IN THE DOCS PROVIDED TO REVIEW

Rev. 2/4/2020
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
DATE: 5-11-2020
EVALUATOR NAME: R. Devries
EVALUATOR DEPARTMENT: OIT

A.6 INVOICING: DIDN'T FIND REFERENCE IN THE DOCS PROVIDED TO REVIEW

A.7 SECURITY: RCM'S TECHS HAVE BEEN BACKGROUND CHECKED BY THE STATE.

A.8 CONFIDENTIALITY: YES, COMPLETELY.

B.1 STAFF: QUALIFIED AND LISTED

III. Cost Proposal – Tom H initial review.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Tilson Technologies
DATE: 5-11-2020
EVALUATOR NAME: R. Devries
EVALUATOR DEPARTMENT: OIT

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Vast experience and qualifications listed. Currently performing work for us on tower sites.

Overview of Organization: Yes, defined and very experienced.

Subcontractors: none listed to be used.

Organizational Chart: yes, listed

Litigation: Yes, 2 listed in Utah.

Licensure/certification: Multiple listed including electrical and engineering, all pertinent to the work we need done.

Insurance (accord form): Certificate provided.

References: Yes, references provided.

PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: YES, CAN PERFORM ALL SERVICES REQUESTED.

A.2 PARTS / MATERIALS: YES, THEY CAN PROVIDE ALL PARTS REQUIRED AT A 10% MARKUP.

A.3 RESPONSE TIME: THEY HAVE CREWS IN PLACE TO BE ABLE TO RESPOND QUICKLY, BUT I DON’T SEE SPECIFIC RESPONSE TIMES ADDRESSED.

A.4 TRAVEL: didn’t dispute the states requirement

A.5 REPORTING: YES, CAN PROVIDE MONTHLY. HAVE SYSTEM IN PLACE

A.6 INVOICING: YES, IN PLACE

A.7 SECURITY: they are currently a state contractor
A.8  CONFIDENTIALITY: YES

B.1  STAFF: WELL TRAINED AND QUALIFIED.

   III.  Cost Proposal – Tom H initial review.
RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Northern Pride
DATE: 5-9-2020
EVALUATOR NAME: T. Firnkes
EVALUATOR DEPARTMENT: OIT

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Northern Pride presents detailed experience and qualifications.

Overview of Organization: Well documented in many areas with an emphasis on Tower Work.

Subcontractors: I did not notice anything stating they do or do not use subcontractors

Organizational Chart: I did not see one listed

Litigation: I did not see anything listed around litigation

Licensure/certification: Listed licensure and certifications our requirements

Insurance (accord form): Certificate provided

References: Provided

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: THEY HAVE THE EXPERIENCE TO COMPLETE THE SITE AND TOWER SERVICE

A.2 PARTS / MATERIALS: THEY CAN SUPPLY THE PARTS REQUIRED AT AN 8%Markup

A.3 RESPONSE TIME: THEY DID NOT AGREE TO OUR RESPONSE TIMES DUE TO SAFETY REASONS WHEN WORKING ON TOWERS

Rev. 2/4/2020
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Northern Pride
DATE: 5-9-2020
EVALUATOR NAME: T. Finkes
EVALUATOR DEPARTMENT: OIT

A.4 TRAVEL: THEY WILL BILL FOR TRAVEL EVEN ON WARRANTEE ISSUES.

A.5 REPORTING: NOTHING WAS LISTED

A.6 INVOICING: NOTHING WAS CLEARLY STATED ON INVOICING.

A.7 SECURITY: THEY WILL MEET ALL SECURITY REQUIREMENTS PRIOR TO WORK

A.8 CONFIDENTIALITY: NOTHING WAS LISTED

B.1 STAFF: QUALIFIED STAFFING

III. Cost Proposal – Tom H initial review.

Northern Pride:

They are a very qualified company and would be a good asset. The concerns are around the billing for everything, including travel both ways. Also, no warrantee on parts is bothersome.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Yankee
DATE: 5-11-2020
EVALUATOR NAME: R. Devries
EVALUATOR DEPARTMENT: OIT

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Experienced Radio Shop but just bidding on shop and personnel.

Overview of Organization: structure defined

Subcontractors: none provided

Organizational Chart: primary personnel listed

Litigation: none listed

Licensure/certification: none provided

Insurance (accord form): provided

References: provided and good.

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: can provide the services quoted

A.2 PARTS / MATERIALS: 18% markup

A.3 RESPONSE TIME: not listed

Rev. 2/4/2020
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Yankee
DATE: 5-11-2020
EVALUATOR NAME: R. Devries
EVALUATOR DEPARTMENT: OIT

A.4 TRAVEL: NO OBJECTIONS

A.5 REPORTING: SYSTEM IN PLACE THAT IS CURRENTLY BEING USED.

A.6 INVOICING: CURRENTLY USED SYSTEM

A.7 SECURITY: IN PLACE

A.8 CONFIDENTIALITY: YES

B.1 STAFF: QUALIFIED FOR SERVICES

QUOTED

III. Cost Proposal – Tom H initial review.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: RCM
DATE: 5-11-2020
EVALUATOR NAME: T. Firnkes
EVALUATOR DEPARTMENT: OIT

*********************************************************
********************************************
** Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

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Individuaal Evaluator Comments:

**Directions:** Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: RCM meets all required layers needed to support our environment

Overview of Organization: Yes, RCM provided a company overview along with detailed reference remarks

Subcontractors: They provided a list of subcontractors they work with along with detailed information regarding each subcontractor

Organizational Chart: Included.

Litigation: None listed

Licensure/certification: Yes, all were listed within document

Insurance (accord form): Certificate provided

References: Yes, multiple references were provided

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: YES, THEY CAN PERFORM ALL SERVICES REQUESTED

A.2 PARTS / MATERIALS: 15% MARKUP FROM COST WITH DISCOUNTS OFFERED ON SOME VENDORS

A.3 RESPONSE TIME: THEY LISTED 24/7 SUPPORT, BUT I DIDN’T SEE ANYTHING AROUND RESPONSE TIMES

A.4 TRAVEL: I DIDN’T SEE ANYTHING DETAILED AROUND TRAVEL

A.5 REPORTING: I DID NOT SEE ANYTHING MENTIONED AROUND REPORTING WITHIN THE DOCUMENT

A.6 INVOICING: I DID NOT SEE ANYTHING MENTIONED IN THE DOCUMENT AROUND INVOICING

A.7 SECURITY: RCM MEETS SECURITY STANDARDS
A.8 CONFIDENTIALITY: YES

B.1 STAFF: DOCUMENT SHOWS THEY ARE QUALIFIED

B.2 Service Requests

III. Cost Proposal – Tom H initial review.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Tilson Tech.
DATE: 5-7-2020
EVALUATOR NAME: T. Firnkes
EVALUATOR DEPARTMENT: OIT

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Organization Qualifications and Experience: Detailed information leading to experience and Qualifications.

Overview of Organization: Detailed overview of organization provided

Subcontractors: Does not propose to use at this time

Organizational Chart: Listed

Litigation: Two cases listed with acceptable closure

Licensure/certification: Provided license verification within the State of Maine for electrical and professional engineering.

Insurance (accord form): Certificate provided

References: References were provided.

II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 SERVICE DELIVERY: THEY CAN PROVIDE ALL SERVICES REQUESTED

A.2 PARTS / MATERIALS: THEY WILL PROVIDE ALL PARTS AT A 10% MARKUP.

A.3 RESPONSE TIME: THEY ONLY STATE A TIMELY RESPONSE TIME.
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Tilson Tech.
DATE: 5-7-2020
EVALUATOR NAME: T. Firnkes
EVALUATOR DEPARTMENT: OIT

A.4 TRAVEL: They did not object to the ask

A.5 REPORTING: They are offering a system with a 24 hr. NOC and dispatch center

A.6 INVOICING: They will provide their own.

A.7 SECURITY: Yes

A.8 CONFIDENTIALITY: Yes

B.1 STAFF: Nationwide staffing with proper training to meet our ask
STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Yankee Comm.
DATE: 5-7-2020
EVALUATOR NAME: T. Firnkes
EVALUATOR DEPARTMENT: OIT

Instructions: The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.

Individual Evaluator Comments:

Directions: Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.

Overview of Organization: Defined in section I

Subcontractors: Nothing listed

Organizational Chart: Listed under section II

Litigation: Nothing listed

Licensure/certification: Nothing listed

Insurance (accord form): Document provided

References: Provided

+++++++ II. PROPOSED SERVICES (BEGINNING RFP PG. 8)

A.1 Service Delivery: Provided information shows they can meet our ask

A.2 Parts / Materials: 18% markup

A.3 Response Time: Only labor was documented

A.4 Travel: No objection to the States ask

A.5 Reporting: They propose to use the system that is currently in place

A.6 Invoicing: Continue to use current method

A.7 Security: Yes
RFP #: 202001021
RFP TITLE: Radio Support Services
BIDDER NAME: Yankee Comm.
DATE: 5-7-2020
EVALUATOR NAME: T. Firkes
EVALUATOR DEPARTMENT: OIT

A.8 CONFIDENTIALITY: YES

B.1 STAFF: QUALIFIED

III. Cost Proposal – Tom H initial review.
STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE & FINANCIAL SERVICES

Janet T. Mills
Governor

K. Figueroa
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202001021
RFP TITLE: Radio Support Services

Bidders are: Radio Communications Management
               Yankee Communications
               Northern Pride Communications
               Tilson Technology Management

I, ___________________________________________ accept the offer to
become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine
Department of Administrative and Financial Services. 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 that the evaluation process is to be conducted in an impartial manner. 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
funding decision notices for public distribution.

__________________________________________  4/15/2020
Randy Devries                                      Date

Rev. 7/15/2019
STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE & FINANCIAL SERVICES

Janet T. Mills
Governor

K. Figueroa
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202001021
RFP TITLE: Radio Support Services

Bidders are: Radio Communications Management
Yankee Communications
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______________________________
Signature

______________________________
Date

4/23/2020

Rev. 7/15/2019
AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202001021
RFP TITLE: Radio Support Services

Bidders are: Radio Communications Management
Yankee Communications
Northern Pride Communications
Tilson Technology Management

I, Timothy Firnkes, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. 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).

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Timothy Firnkes
4/15/2020

Signature
Date

Rev. 7/15/2019