



## MONTANA DEPARTMENT OF ADMINISTRATION

### Director's Office

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## NOTICE OF INTENT TO AWARD

Solicitation Title/Event Name:

Solicitation Number:

Solicitation Close Date:

Notice of Intent to Award Post Date:

Issuing Contracts Officer contact information:

The State intends to award a contract to the apparent successful offeror(s) of the above-mentioned solicitation. The Notice of Intent to Award shall not be considered a binding commitment by the state.

Under the Montana Procurement Act, the State has made the relevant scoring matrix/bid tab for the above-mentioned solicitation available for public inspection. Comments from the public regarding the proposed award must be submitted to the Contracts Officer listed above within this 7-day notice period.

### Apparent Successful Offeror(s)

### Unsuccessful Offeror(s)

Category	Possible Points	American Dream Builders LLC	Longview International Technology	Mullan Pharmaceutical Inc	OneSource Refresh LLC	SimpliChek	The Knox Consultants
Evaluated RFP Section	Point Values						
<b>Ability to Meet Supply Specifications</b>	<b>1,400 points possible</b>						
1.1 Experience with Wellness Kiosks	140 points	90	133	120	120	133	120
1.2 Ability to Track Activities & Services	280 points	175	265	180	265	250	240
1.3 Project Timeline	280 points	175	265	209	220	260	185
1.4 Internal Management Structure	140 points	90	133	104	110	133	105
1.5 Inventory Management	280 points	210	266	209	250	265	210
1.6 Kiosk Personalization	140 points	90	133	120	125	133	105
1.7 Additional Services	140 points	104	133	104	133	133	110
<b>Company Profile and Experience</b>	<b>200 points possible</b>						
Relevant Past Projects	200 points	120	189	140	120	150	185
Any proposal that fails to achieve eighty percent (80%) of the combined points may be eliminated from further consideration.	1,600* 80% = 1,280						
Total Technical Score	1,280 / 1,600	1,054	1,517	1,186	1,343	1,457	1,260
<b>Cost Proposal</b>	<b>400 points possible</b>						
Cost to ship and set up wellness kiosks (Must include Cost to provide on-site and virtual training to launch and use wellness kiosks)	160 points		91			160	
Cost of naloxone product	40 points		33			34	
Cost of fentanyl test strip product	40 points		20			33	
Total Monthly Costs (Lease and Repair/Restock)	160 points		139			153	
<b>Total Points Awarded for Cost</b>	<b>400 points possible</b>						
Total Points			1,801			1,837	
<b>Equal Pay for Montana Women</b>	<b>5% Bonus Points</b>						

Offerors who agree and certify compliance to Executive Order No. 12-2016	100 points		100			100	
<b>Technical Score</b>	1,600	1,054	1,517	1,186	1,343	1,457	1,260
<b>Cost Proposal</b>	400		284			380	
<b>Total Points</b>	2,000		1,801			1,837	
<b>Bonus Points</b>	100		100			100	
<b>Final Total</b>	2,100		1,901			<b>1,937</b>	

<b>American Dream Builders LLC</b>			
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>		
<b>Ability to Meet Supply Specifications</b>	<b>1,400 points possible</b>		
1.1 Experience with Wellness Kiosks	140 points	90	Not a very detailed response. Mostly used bullet points and not any narrative details. Over all demonstrated some understanding of the project and ability to deliver. Distributed a high number of units but didn't specify if it was through a Kiosk.
1.2 Ability to Track Activities & Services	280 points	175	Not a very detailed response. Mostly used bullet points and not any narrative details. Leaves a lot of questions on capabilities. They monitor the activity, of the deployment, the dispensing of inventory, and services by location, product and time frame. Did demonstrate they can generate reports on request with live Dashboard.
1.3 Project Timeline	280 points	175	Provides rough outline of timeline and milestones/phases. Provides a few details but not enough to offer clear understanding of project. Deployment rollout seemed high.
1.4 Internal Management Structure	140 points	90	Mentions they have roles identified, but not where team is located, how team will be managed, what communication would look like, or any other details.
1.5 Inventory Management	280 points	210	Did provide a slight amount of narrative detail for this section. Discusses approach to restocking schedule and touches on each line item but still minimum detail to indicate capability.
1.6 Kiosk Personalization	140 points	90	Largely just restated question but didn't further elaborate. Essentially acknowledged the requirement ability to support customization.
1.7 Additional Services	140 points	104	Again, just provided bullet points but no extra information.
<b>Company Profile and Experience</b>	<b>200 points possible</b>		

Relevant Past Projects	200 points	120	Didn't identify any experience in Montana. Nothing to suggest Kiosks would meet requirements. Would have been helpful to see those years of experience. Listed multiple medical locations as well as fire departments, Ems, etc.
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<b>Longview International Technology</b>			
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>		
<b>Ability to Meet Supply Specifications</b>	<b>1,400 points possible</b>		
1.1 Experience with Wellness Kiosks	140 points	133	Implemented in 18 States with over 5 years experience. Already providing services in Montana including Tribes. Discussed information about PII and integration process. Demonstrated thorough knowledge of project needs and Montana specific needs as well as competed projects with other States.
1.2 Ability to Track Activities & Services	280 points	265	Provided examples and answered all points of reporting capabilities including key performances and downtime. Multiple ways to view reporting.
1.3 Project Timeline	280 points	265	Detailed explanation and realistic targets. Extremely thorough review of phases and built in flexibility. Specified outdoor Kiosks and demonstrated clear picture of project rollout. key initiate activities to follow as part of the implementation time.
1.4 Internal Management Structure	140 points	133	Oversight, backup, and key individuals all identified. Included 24/7 support,
1.5 Inventory Management	280 points	266	Extensive detail about unplanned events in addition to optimizing product delivery, tracking, and management initiatives. Inventory and restocking alerts to restocking alerts and the power temperature and connectivity is also collected in real time.
1.6 Kiosk Personalization	140 points	133	Identified existing Montana implementation and customizations including current color scheme as already approved. Also can support large variety of languages. Can also monitor demographic usage.
1.7 Additional Services	140 points	133	Highlighted 200 products that could be dispensed and battery backup for Kiosks. Cellular and Wi-Fi flexibility included
<b>Company Profile and Experience</b>	<b>200 points possible</b>		

Relevant Past Projects	200 points	189	Already experienced in Montana, with outdoor Kiosk and tribal lands, as well as specific details of tasks other States. Specifically calls out public health, not for profit mission
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<b>Mullan Pharmaceutical Inc</b>			
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>		
<b>Ability to Meet Supply Specifications</b>	<b>1,400 points possible</b>		
1.1 Experience with Wellness Kiosks	140 points	120	Specified indoor/outdoor capability. Included disclaimer that was confusing but did call out ADA compliance.
1.2 Ability to Track Activities & Services	280 points	180	Largely used bullet points to provide information. Report system and capabilities to provide customized surveys survey questions. Demographic data and ability to monitor inventory status and system health and uptime.
1.3 Project Timeline	280 points	209	Didn't provide narrative. Identified the majority of information in bullet points. Did seem to address requirements but with minimal detail.
1.4 Internal Management Structure	140 points	104	Roles identified seems to be duplication of duties or unclear on actual areas of responsibility. Only identified one main point of contact and no alternative if they're unavailable.
1.5 Inventory Management	280 points	209	Provided a little more narrative but still fairly minimal information. Did state they would rely on generated alerts and standardized replacement procedures. Didn't specify local providers.
1.6 Kiosk Personalization	140 points	120	Mentions survey question for reporting. Highlights screen size but doesn't explain. Included ADA compliance and some degree of customization. Also has capability to use instructional videos.
1.7 Additional Services	140 points	104	Lists some extra products but didn't include details or pricing for most of them
<b>Company Profile and Experience</b>	<b>200 points possible</b>		
Relevant Past Projects	200 points	140	Provided references in other States but only minimal detail and no narrative.

<b>OneSource Refresh LLC</b>			
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>		
<b>Ability to Meet Supply Specifications</b>	<b>1,400 points possible</b>		
1.1 Experience with Wellness Kiosks	140 points	120	Well organized response, but short description of most points. Seems to be operated by cellular connection which could be difficult in rural areas. Identified 24/7 dashboard access. Provided overview of technology capabilities and successful project deployment in other States. Included overview of supply partnership as well.
1.2 Ability to Track Activities & Services	280 points	265	Answered all question with narrative. Identified demographic tracking, Kiosk monitoring and usage management. Reporting infrastructure was also provided for real time access and inventory tracking alerts.
1.3 Project Timeline	280 points	220	Provided a lot of milestones broken out in a large number of benchmarks and a clear timeline of kickoff to implementation but not much full detail as for how timelines would be assessed or more information
1.4 Internal Management Structure	140 points	110	Shared outline of structure of key team members. Included one person dedicated to on site training. Internal team has real time project monitoring and reporting available. Didn't provide high level of detail for communication.
1.5 Inventory Management	280 points	250	Real time reporting. Power outages can cripple reporting but didn't explain if there would be a notification. Detailed capability to generate alerts within 60 days prior to product expiration and plan to prioritize highly utilized kiosks.
1.6 Kiosk Personalization	140 points	125	Did specify ADA compliance and the durable wrap. Highlighted feature to connect 988 line. Also, mentioned Montana logo but not DPHHS.
1.7 Additional Services	140 points	133	Provided detailed breakdown of additional products and strategic impact summary with ability to provide other kiosks. Supports multiple languages.

<b>Company Profile and Experience</b>	<b>200 points possible</b>		
Relevant Past Projects	200 points	120	Outlined project area specialties but didn't fully explain where previous projects were, when projects were completed, or any other information

<b>SimpliChek</b>			
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>		
<b>Ability to Meet Supply Specifications</b>	<b>1,400 points possible</b>		
1.1 Experience with Wellness Kiosks	140 points	133	Calls out several States, covers PII. Demonstrated thorough knowledge and understanding of the project and provided detailed overview of the available data and availability to provide seamless long-term monitoring. Mentioned they would partner with local Montana resources but doesn't have existing connections in Montana.
1.2 Ability to Track Activities & Services	280 points	250	Answered all questions with narrative. Demonstrate knowledge of the data requirements and provided overview reporting infrastructure. It also provided a guide of reporting activity which ensures precise tracking of product movement in the kiosk. System can collect and validate temperature control, inventory control and customized client specifications. Solution uses cellular network that may be an issue in rural areas.
1.3 Project Timeline	280 points	260	Has knowledge of project rollout and included designated time manager roles. Included virtual training callouts for staff. Still relied on bullet points with simple explanations for several items but offered detail narrative for others.
1.4 Internal Management Structure	140 points	133	Each area will have a designated employee for support. They provided detailed overview of team individual roles and the responsibilities.
1.5 Inventory Management	280 points	265	They have a site manager available within 2 to 12 hours for minor issues and will have an inventory threshold to be notified of when inventory falls short to trigger additional restocking and visits. also have an inventory reserve within the state for unexpected demand or high volume events. Offer also has a 24/7 toll free customer support number available.

1.6 Kiosk Personalization	140 points	133	Full explanation of service options including examples. Included cover over glass for privacy and security. Product display can also be customized.
1.7 Additional Services	140 points	133	Provide wide range of additional services and included pricing, benefit analysis, and additional support.
<b>Company Profile and Experience</b>	<b>200 points possible</b>		
Relevant Past Projects	200 points	150	Highly experienced in general but doesn't have established experience in Montana specifically or call out how experience would relate to Montana. Also included references and specific project details.

<b>The Knox Consultants</b>			
<b>Category</b>	<b>Possible Points</b>	<b>Points Awarded</b>	<b>Mandatory Justification Comments for Points Awarded</b>
<b>Evaluated RFP Section</b>	<b>Point Values</b>		
<b>Ability to Meet Supply Specifications</b>	<b>1,400 points possible</b>		
1.1 Experience with Wellness Kiosks	140 points	120	Good overall but mostly short descriptions. Does have cellular solution and 24/7 dashboard. Did specify outdoor kiosk capability.
1.2 Ability to Track Activities & Services	280 points	240	outlined knowledge of the data requirements and provided overview of reporting, including maintenance interventions. Response wasn't as detailed and left room for questions as to how solution would work in real time.
1.3 Project Timeline	280 points	185	Response section was bullet pointed and didn't cover a lot of detail. Overall timeline seemed reasonable and mentioned training points.
1.4 Internal Management Structure	140 points	105	Identifies team structure and support roles but not specific team members or if they're in place. Included some response timelines but not much detail.
1.5 Inventory Management	280 points	210	Again doesn't provide much narrative or detail but does overall outline good information. Included action plan and support team and establish local partners but no details. Mentions checking machines daily and adjusting based on usage but didn't describe how. Included limited hours for issue reporting timelines.
1.6 Kiosk Personalization	140 points	105	Just included bullet points of options but no details, narrative, or explanation. Options sound appealing but no information leaves more questions.
1.7 Additional Services	140 points	110	Has some additional options and includes prices with rough description. Describes interesting kits as examples.
<b>Company Profile and Experience</b>	<b>200 points possible</b>		
Relevant Past Projects	200 points	185	Already in Montana with some tribal coverage. Examples were recent and included references and details for project, location, and Contract value.

Lowest overall cost receives the maximum allotted points. All other proposals receive a percentage of the points available based on their cost relationship to the lowest. Example: Total possible points for cost are 300. Offeror A's cost is \$20,000. Offeror B's cost is \$30,000. Offeror A would receive 300 points. Offeror B would receive 200 points ( $\$20,000/\$30,000 = 67\% \times 300 \text{ points} = 200$ ).

<b>Cost - Implementation</b>			
<b>Points Available</b>	<b>160</b>		
Lowest Cost	\$950.00		
<b>Vendor Name</b>	<b>Proposed Cost</b>	<b>Points Earned</b>	<b>Notes:</b>
American Dream	\$110,000.00	1	
Longview	\$1,664.00	91	
Mullan	\$2,500.00	61	
OneSource	\$30,000.00	5	
SimpliCheck	\$950.00	160	
Knox	\$15,000.00	10	

<b>Cost - Naloxone</b>			
<b>Points Available</b>	<b>40</b>		
Lowest Cost	\$25.00		
<b>Vendor Name</b>	<b>Proposed Cost</b>	<b>Points Earned</b>	<b>Notes: Industry standard per unit is 2 doses (pack)</b>
American Dream	\$45.00	22	
Longview	\$29.99	33	
Mullan	\$25.00	40	
OneSource	\$40.00	25	
SimpliCheck	\$29.00	34	
Knox	\$25.00	40	

<b>Cost - Fentanyl</b>			
<b>Points Available</b>	<b>40</b>		
Lowest Cost	\$0.61		
<b>Vendor Name</b>	<b>Proposed Cost</b>	<b>Points Earned</b>	<b>Notes:</b>
American Dream	\$1.12	22	
Longview	\$1.20	20	
Mullan	\$1.00	24	
OneSource	\$1.25	20	
SimpliCheck	\$0.75	33	
Knox	\$0.61	40	

<b>Cost - Monthly</b>			
<b>Points Available</b>	<b>160</b>		
Lowest Cost	\$1,049.00		
<b>Vendor Name</b>	<b>Proposed Cost</b>	<b>Points Earned</b>	<b>Notes:</b>
American Dream	\$1,350.00	124	
Longview	\$1,210.00	139	
Mullan	\$1,200.00	140	
OneSource	\$1,049.70	160	
SimpliCheck	\$1,095.00	153	
Knox	\$1,500.00	112	