

AWARD SUMMARY

SUBJECT: Award Summary of RFP K430 – Initiative 502 Consulting Services

TO: Randy Simmons, Bill Berni, and Other Interested Parties

FROM: John Farley and Katie Cunningham

PURPOSE OF PAPER: To summarize and provide recommendations for the award of RFP K430 – Initiative 502 Consulting Services

BACKGROUND:

Request for Proposals (RFP) K430 – Initiative 502 Consulting Services was posted to WEBS on January 17, 2013 under the Commodity Codes listed below. A total of 1,640 vendors were notified of the solicitation, twenty-nine (29) of which were minority and woman owned, thirty (30) of which were minority owned, thirty-four (34) of which were veteran owned, 74 of which were woman owned, and 339 of which were Washington small businesses.

<u>Commodity Code</u>	<u>Description</u>
918-09	Agricultural Consulting
918-12	Analytical Studies & Surveys
918-32	Consulting Services - Not Otherwise Classified
918-58	Governmental Consulting
918-62	Horticultural Consulting
918-75	Management Consulting

The purpose of RFP K430 was to establish a Contract(s) for Initiative 502 Consulting Services in Categories 1-4 listed below. The RFP document specified that it is the intent of the WSLCB to enter into a single Contract for all Categories (1-4). However, the WSLCB reserved the right to make multiple awards by Category as necessary to meet the operational and strategic objectives of the agency.

1. Product and Industry Knowledge
2. Product Quality Standards and Testing
3. Product Usage and Consumption Validation
4. Product Regulation

An optional Pre-Proposal Conference was held on January 30, 2013 at 11:00 a.m. at the Greater Tacoma Convention and Trade Center (GTCTC). Approximately 100 vendors and media members were in attendance.

- The official Pre-Proposal Conference Sign-In Sheet was posted to WEBS on February 1, 2012.

Proposals were due February 15, 2013 at 2:00 p.m. (PT). A total of 379 vendors downloaded the RFP document from WEBS prior to the due date and time.

Prior to the proposal due date and time, three (3) amendments to the solicitation were posted to WEBS.

- Amendment 1 was posted to WEBS on February 5, 2013 to answer vendor questions. No changes were made to the original RFP
- Amendment 2 was posted to WEBS on February 7, 2013 to modify Section 3.1, Submittal Instructions, to include the response due date and time.

- Amendment 3 was posted to WEBS on February 7, 2013 to answer vendor questions. No additional changes were made to the original RFP.

A total of 95 vendors submitted Proposals in response to RFP K430:

- | | | |
|---|---|--|
| 1. Adam R. Cagle | 33. Don Ellis | 65. Mandel, Aggarwal, Sexton & Corva Consulting (MASC) |
| 2. Advanced Canna | 34. Donna L. Beatty Attorney at Law | 66. Mat McClanahan |
| 3. AJ Matlewski | 35. Duncan Grant | 67. Melissa Rogers |
| 4. American Alliance for Medical Cannabis | 36. Dunn & Sheldrick | 68. Michael Claassen |
| 5. Andrew Fournier | 37. Edwin Tyler Merrick | 69. Mitchell Ziman |
| 6. Angel Fire Strategies | 38. EGRET Partners | 70. Nathan Jimenez |
| 7. B&G Products LLC | 39. Law Office of Eric Young | 71. Natural Resource Management |
| 8. Ben Smith | 40. EverGreen THC | 72. Northwest Region USA |
| 9. Berkshire Cascade Corporation | 41. FatLeaf | 73. ORC International Inc |
| 10. Betty Nevins | 42. Grow Up Denver | 74. Orcavine |
| 11. BevLink LLC | 43. Hans-Jochen Dethlefs | 75. Pryor-Lorca Ltd |
| 12. Big Em Marketing | 44. Herrera Contracting | 76. Quantum 9 LLC |
| 13. Billy Yorek | 45. Hoban & Feola LLC | 77. Reel Line Business Services |
| 14. BOTEK Analysis Corporation | 46. Homeland Security Corporation | 78. Revolutionary Labs |
| 15. Brian Reardon | 47. Hydroponic Society of America | 79. Robert McFerran |
| 16. C&R Strategic Services | 48. IT Expand | 80. Shahahan Capital Ventures LLC |
| 17. CAN! Research, Education & Consulting | 49. James Anthony Technical Assistance Consulting (JATAC) | 81. Societas Consulting |
| 18. Cannabis Consultants | 50. Jason Dixon | 82. Solomon, Saltsman & Jamieson (SSJ) |
| 19. Cannabis Network Solutions | 51. Jassen L. Bowman | 83. Stoney Girl Gardens |
| 20. Cannalogix | 52. Jay Doty | 84. Sunrise Analytical |
| 21. Carl Alvin Erickson | 53. Jimmy Lee B | 85. Synergy Wellness Consulting |
| 22. ChangeLab Solutions | 54. John Carroll Agronomy Services | 86. Tasker-Cannasseurs |
| 23. Charter Licensing Group | 55. John Partlow | 87. Terry Pendras |
| 24. Chris Davis | 56. Julia Carrera & Associates | 88. The CPC |
| 25. Chris Hastie | 57. KMC Strategic Communications | 89. The Hartman Group Inc. |
| 26. Commencement Bay Consulting Services | 58. Laid Back Acres LLC | 90. The Technology Law Group |
| 27. Compliance Initiatives LLC | 59. Law Office of Eric Finch | 91. Tim Johnson |
| 28. Daniel D'Ancona & Associates | 60. Legal Use of Cannabis Consulting (LUCC) | 92. Utilatool |
| 29. Daniel Halligan | 61. Louis Bouchad | 93. Wieland & Associates |
| 30. David R. Bush | 62. Lynott Group | 94. William Story (S & S Consulting) |
| 31. Dennis A. Turner | 63. Maichol | 95. Zachary T. Lawrence |
| 32. Denver Relief Consulting LLC | 64. Management Pro.com | |

Of the 95 responses received, all but five (5) were received in the lcbids@liq.wa.gov inbox. The following vendors submitted a hard copy proposal via mail:

- Duncan Grant
- Hans-Jochen Dethlefs
- John Partlow
- Michael Claassen
- Zachary T. Lawrence

One (1) vendor withdrew their proposal. EverGreen THC submitted their original response to the lcbids@lig.wa.gov inbox on February 4, 2013. EverGreen THC withdrew their response via email on February 8, 2013 prior to response due date and time.

EVALUATION SUMMARY:

Responsiveness Review:

Following the Proposal due date and time, the proposals were checked for responsiveness. The items included in the responsiveness check were:

- Proposal submitted on or before February 15, 2013 at 2:00 p.m. (PT)
- Bidder completed the Submittal Document
 - Signed copy of the Proposer's Authorized Offer (Certifications and Assurances)
 - Proposer Information
 - Subcontractor Information
 - Letter of Submittal
 - Non-Cost Proposal
 - Cost Proposal

Findings:

A total of 43 Proposers were deemed non-responsive. The following Proposers failed to conform to RFP requirements and their responses were thus deemed non-responsive and rejected from further participation in the RFP:

- | | | |
|----------------------------------|------------------------------------|--------------------------|
| 1. Advanced Canna | 16. Chris Hastie | 31. Melissa Rogers |
| 2. AJ Matlewski | 17. Denver Relief Consulting LLC | 32. Michael Claassen |
| 3. Andrew Fournier | 18. Don Ellis | 33. Mitchell Ziman |
| 4. Ben Smith | 19. Duncan Grant | 34. Nathan Jimenez |
| 5. Berkshire Cascade Corporation | 20. Edwin Tyler Merrick | 35. Northwest Region USA |
| 6. Betty Nevins | 21. EverGreen THC | 36. Pryor-Lorca Ltd |
| 7. Big Em Marketing | 22. Grow Up Denver | 37. Revolutionary Labs |
| 8. Billy Yorek | 23. Hans-Jochen Dethlefs | 38. Robert McFerran |
| 9. Brian Reardon | 24. Jason Dixon | 39. Stoney Girl Gardens |
| 10. Cannabis Consultants | 25. John Carroll Agronomy Services | 40. Terry Pendras |
| 11. Cannabis Network Solutions | 26. John Partlow | 41. Tim Johnson |
| 12. Cannalogix | 27. Louis Bouchad | 42. Utilatool |
| 13. Carl Alvin Erickson | 28. Maichol | 43. Zachary P. Lawrence |
| 14. Charter Licensing Group | 29. Management Pro.com | |
| 15. Chris Davis | 30. Mat McClanahan | |

Rejection letters were sent to all non-responsive Proposers on February 22, 2013 and February 25, 2013.

Evaluation Overview:

In accordance with RFP K430, Section 4.1, Overview:

"The Proposer(s) who meets all of the RFP requirements and receives the highest number of total points as described in this section, will be declared the Successful Proposer(s) and enter into contract negotiations with the WSLCB

It is the intent of the WSLCB to enter into a single Contract for all Categories (1-4) listed in Section 1.3 above. While awarding a single Contract to one (1) Proposer meeting the requirements of all Categories is preferred, the WSLCB reserves the right to make multiple awards by Category as necessary, to meet the operational and strategic objectives of the agency..."

A total of twenty-eight vendors (28) submitted a Proposal for all four Categories. A total of 33 vendors submitted a proposal for one (1), two (2), or three (3) Categories. See Appendix A for an itemized list of responsive vendors per Category.

Evaluations were completed as follows:

- All Categories (28 vendors)
- Category 1 (39 vendors)
- Category 2 (34 vendors)
- Category 3 (31 vendors)
- Category 4 (39 vendors)

Non-Cost Evaluations:

Non-Cost was evaluated for responsive Proposers only. According to RFP K430, Section 4.3, Evaluation Process:

“...*Non-Cost Scoring:*

Evaluators will score each Non-Cost element of the Non-Cost portion of the Submittal. The Procurement Coordinator will tabulate evaluators’ scoring. A statistical calculation will be performed to establish a single score for the Non-Cost section of each Proposal. There are a maximum of 1000 points available in the Non-Cost section, broken down per Category as detailed in Table 1 below.

Table 1: Non-Cost Point Summary

<i>Category</i>	<i>Available Non-Cost Points</i>
<i>Category 1: Product & Industry Knowledge</i>	<i>200</i>
<i>Category 2: Product Quality Standards & Testing</i>	<i>250</i>
<i>Category 3: Product Usage & Consumption Validation</i>	<i>200</i>
<i>Category 4: Product Regulation</i>	<i>350</i>
<i>Total</i>	<i>1000</i>

Individual Category Award: If it is deemed to be in the best interest of the WSLCB to award by Category, an individual Non-Cost score will be established for each Category, using the maximum available Non-Cost points for each Category described in Table 1 above...”

Eight (8) evaluators completed the Non-Cost evaluations of the proposals electronically utilizing Box.com, Google Docs, DocuSign, and the Cloud.

Administrative Corrections and Clarifications:

1. The original Non-Cost proposal posted to the evaluation site for Compliance Initiatives was blank. An error in formatting occurred during extraction of the Non-Cost information from the vendor’s entire proposal. The Non-Cost proposal from Compliance Initiatives was saved in an alternate format and re-posted to the RFP evaluation site. All evaluators were notified of the change and instructed to evaluate the re-formatted proposal.
2. The original Non-Cost proposal posted to the evaluation site for Herrera Contracting was missing a page. An error in formatting occurred during extraction of the Non-Cost information from the vendor’s entire proposal. The missing page was added to the Non-Cost proposal for evaluation, and re-posted to the RFP evaluation site. All evaluators were notified of the change and instructed to evaluate the complete proposal.
3. In the RFP evaluation site, the Bidder Name for Angel Fire Strategies was inadvertently saved as *Angel File Strategies*. This was corrected in the RFP K430 Evaluation Matrix.

4. During the course of the Non-Cost Evaluation, the following evaluators created duplicate evaluation entries for the following vendors:

- a. Evaluator 4: Societas Consulting; Solomon, Saltsman & Jamieson
- b. Evaluator 5: Adam R. Cagle; American Alliance for Medical Cannabis
- c. Evaluator 6: Adam R. Cagle
- d. Evaluator 9: Adam R. Cagle

The Procurement team confirmed with each Evaluator which scores for each vendor were intended to be their official scores, and included these confirmed scores in the Non-Cost evaluation.

Non-Cost Evaluation Findings:

All Categories: A total of 1000 Non-Cost points were available. The table below represents the total Non-Cost scoring for each responsive Proposer:

Vendor	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15	Q16	Non-Cost Score
BOTEC Analysis Corporation	95.50	58.00	19.75	19.75	123.13	73.75	25.00	23.75	96.88	58.75	20.00	18.50	122.50	96.88	72.50	46.88	971.50
EGRET Partners	91.75	56.38	18.13	18.38	113.13	70.25	22.75	22.63	92.50	54.63	17.88	17.88	113.88	90.38	69.13	45.00	914.63
Angel Fire Strategies	93.13	54.88	17.75	18.75	114.38	67.50	23.50	21.75	77.50	49.88	16.00	15.38	112.38	91.25	69.38	43.13	886.50
Hoban & Feola LLC	85.38	53.25	18.75	18.50	107.00	60.25	21.13	19.25	89.88	51.50	18.38	19.00	111.25	92.13	68.75	47.25	881.63
Legal Use of Cannabis Consulting (LUCC)	86.88	51.00	16.25	17.38	110.38	67.25	22.63	22.13	88.13	54.25	18.63	17.38	107.50	90.88	66.75	37.75	875.13
James Anthony Technical Assistance Consulting	88.50	53.75	17.38	18.13	107.25	65.13	22.63	21.63	81.25	46.13	16.63	16.75	105.13	85.63	67.50	43.88	857.25
Mandel, Aggarwal, Sexton & Corva Consulting	89.25	50.50	16.63	17.25	107.13	66.00	21.63	20.88	85.88	50.75	17.38	17.50	99.38	85.00	63.50	37.50	846.13
C&R Strategic Services	86.88	49.88	16.38	17.25	105.63	64.88	22.13	21.63	85.00	53.75	17.63	15.75	89.88	80.63	64.25	40.63	832.13
Homeland Security Corporation	87.88	51.00	17.63	15.63	103.88	62.63	21.13	17.00	83.50	51.13	16.25	15.75	100.63	84.38	62.63	40.75	831.75
Quantum 9 LLC	85.88	49.63	11.88	16.63	102.63	62.00	20.38	20.63	74.13	44.75	13.50	13.75	88.75	71.88	51.38	30.63	758.38
Daniel D'Ancona & Associates	75.63	45.63	15.25	15.63	105.00	67.13	21.63	20.00	53.13	32.75	13.50	11.63	86.88	78.13	63.75	29.00	734.63
The CPC	89.38	55.13	16.63	16.50	101.25	66.25	19.88	18.25	72.50	41.88	13.75	11.00	72.50	61.25	43.75	27.50	727.38
Julia Carrera & Associates	68.13	43.75	14.00	14.50	91.88	57.75	19.63	18.38	73.75	44.38	14.63	15.88	86.50	71.25	50.50	33.75	718.63
Adam R. Cagle	40.63	33.13	10.00	11.50	55.00	33.75	12.50	15.63	59.38	41.25	11.63	13.13	87.50	79.38	58.75	30.38	593.50
Jassen L. Bowman	72.50	41.25	12.75	11.50	76.88	42.50	15.13	14.75	48.75	31.25	10.63	9.88	56.88	42.50	20.63	20.63	528.38
Lynott Group	77.25	46.00	9.63	14.00	62.63	31.00	13.25	11.88	43.75	11.25	4.00	12.38	65.00	53.13	38.00	13.13	506.25
Eric Young	60.00	39.38	8.63	11.38	80.00	50.88	13.13	12.75	46.25	24.50	9.50	8.38	54.50	35.75	31.38	15.75	502.13
BevLink LLC	48.13	24.38	10.25	9.50	42.25	28.00	12.00	9.13	55.00	35.00	9.88	11.25	65.63	61.00	45.25	28.13	494.75
The Technology Law Group	76.88	45.00	4.00	7.63	65.63	37.50	5.88	10.00	35.63	23.13	3.75	6.00	63.13	62.50	24.00	20.63	491.25
Shahahan Capital Ventures LLC	42.50	20.13	7.38	7.88	48.75	22.25	8.00	12.63	52.25	29.38	11.75	12.75	65.63	52.75	38.00	24.50	456.50
Societas Consulting	42.50	20.13	7.38	7.88	48.75	22.25	8.00	12.63	52.25	29.38	11.75	12.75	65.63	52.75	38.00	24.50	456.50
Herrera Contracting	43.75	26.63	8.50	8.50	64.38	33.75	8.38	9.00	51.25	31.88	6.88	10.00	45.00	31.38	22.88	14.00	416.13
Reel Line Business Services	66.88	36.25	9.50	9.75	50.25	28.38	8.38	9.00	34.50	15.25	7.63	8.00	28.00	15.88	15.63	11.75	355.00

Vendor	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15	Q16	Non-Cost Score
David R. Bush	50.00	32.88	2.75	4.38	55.63	16.88	3.63	2.00	29.38	13.75	4.63	2.63	52.50	39.38	13.75	5.63	329.75
Law Office of Eric Finch	46.88	23.75	4.63	5.00	27.50	6.50	2.88	4.25	17.13	9.13	3.75	7.00	52.50	39.38	17.50	13.13	280.88
Dennis A. Turner	51.00	29.38	3.38	6.88	39.75	25.63	6.63	7.63	19.63	13.75	5.25	4.88	18.13	19.63	9.88	4.25	265.63
B&G Products LLC	41.88	22.50	5.13	6.88	24.63	14.75	5.13	4.75	24.38	14.50	5.38	7.25	25.13	16.25	12.25	11.38	242.13
Daniel Halligan	34.38	18.75	4.13	2.50	7.00	2.25	1.38	2.75	0.88	2.00	0.75	1.00	5.25	3.25	1.38	2.13	89.75

The formula used for calculating the Non-Cost Score is as follows:

$$NCS = (Q1 + Q2 + Q3 + Q4 + Q5 + Q6 + Q7 + Q8 + Q9 + Q10 + Q11 + Q12 + Q13 + Q14 + Q15 + Q16)$$

Where;

Q# = Represents the Question Score

NCS = Non-Cost Score

Each Question Score was determined by calculating the average evaluator score for that question.

Categories 1-4: For individual Category 1-4 Non-Cost Evaluation Findings, see Appendix A.

Cost Evaluation:

Cost was evaluated for responsive Proposers only.

According to RFP K430, Section 4.3, Evaluation Process:

“... Cost Proposal Evaluation:

The Procurement Coordinator will calculate the Cost score for the Cost Proposal section of the Response using Proposer’s Cost submittal. The total available points for the Cost Proposal section are 100 points. Cost scoring will be calculated by combining elements of the Cost Proposal to determine the overall cost to the WSLCB.

The Proposer’s Cost Proposal shall be scored in relation of the other Cost Proposals received.

Individual Category Award: If it is deemed to be in the best interest of the WSLCB to award by Category, the available Cost points for each Category shall be in accordance with Table 2 below.

Table 2: Individual Category Award Available Cost Points

Category	Available Cost Points
Category 1	20
Category 2	25
Category 3	20
Category 4	35

Cost Evaluation Findings:

All Categories: A total of 100 Cost points were available. Cost scores were calculated by the procurement coordinator. The table below represents cost scoring:

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
Daniel Halligan	\$40.63	\$40.63	\$325.00	100.00
B&G Products LLC		\$41.25	\$330.00	98.50
Reel Line Business Services		\$43.38	\$347.00	93.67
Law Office of Eric Finch		\$45.00	\$300.00	90.29
Shahahan Capital Ventures LLC		\$62.50	\$500.00	65.01

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)		\$100.00		40.63
Eric Young		\$125.00		32.50
BevLink LLC		\$150.00	\$1,000.00	27.09
Quantum 9 LLC		\$150.00		27.09
Homeland Security Corporation		\$155.50		26.13
Hoban & Feola LLC		\$165.00		24.62
Julia Carrera & Associates		\$170.00		23.90
Legal Use of Cannabis Consulting (LUCC)		\$175.00		23.22
C&R Strategic Services		\$187.50		21.67
Dennis A. Turner		\$200.00	\$1,500.00	20.32
Societas Consulting		\$200.00		20.32
The CPC		\$207.00		19.63
Adam R. Cagle		\$250.00		16.25
Herrera Contracting		\$250.00		16.25
The Technology Law Group		\$250.00	\$2,000.00	16.25
Daniel D'Ancona & Associates		\$275.00		14.77
Jassen L. Bowman		\$285.00		14.26
BOTEC Analysis Corporation		\$292.00		13.91
James Anthony Technical Assistance Consulting		\$295.00		13.77
David R. Bush		\$300.00	\$1,000.00	13.54
EGRET Partners		\$350.00		11.61
Lynott Group		\$350.00		11.61
Angel Fire Strategies		\$1,850.00		2.20

Hourly Rate was used to calculate the Cost Score. The formula used for calculating the Cost Score is as follows:

$$CS = (LB/CB)*100$$

Where;

LB = Low Bid

CB = Current Bid Being Evaluated (Total Cost)

CS = Cost Score

In the event that a Proposer provided both an Hourly Rate and Daily Rate, the hourly rate was used for evaluation purposes. In the event a Proposer provided only a daily rate, the hourly rate was calculated based on an eight-hour standard day, as described in the RFP K430 Submittal Document. The formula used for calculate the hourly rate is as follows:

$$HR = DR/8$$

Where;

HR = Hourly Rate

DR = Daily Rate

The cells highlighted in grey above indicate a calculated Daily Rate.

Cost Clarification

The WSLCB sought clarification via email of the Cost Proposal submitted by Adam R. Cagle. The Cost Proposal submitted by this vendor stated several various costs. Adam R. Cagle clarified via email that the proposed Not-to-Exceed hourly rate for his firm is \$250 per hour.

Categories 1-4: For individual Category 1-4 Cost Evaluation Findings, see Appendix A.

Proposer Total Score:

Per Section 4.3 of RFP K430, Evaluation Process:

“...*Proposer Total Score:*

Proposers’ Total Scores will be calculated by summing Cost and Non-Cost factor points (maximum of 1100 points) to determine the Proposer’s total Phase 1 score.

Individual Category Award: If it is deemed to be in the best interest of the WSLCB to award by Category, the Total Score(s) will be calculated by summing the Non-Cost and Cost factor points for each individual Category, to determine the Proposer’s total Phase 1 score for each Category. The maximum points per Category are detailed in Table 3 below.

Table 3: Available Cost and Non-Cost Points per Category

<i>Category</i>	<i>Available Non-Cost Proposal Points</i>	<i>Available Cost Proposal Points</i>	<i>Total Possible Phase 1 Points</i>
<i>Category 1</i>	<i>200</i>	<i>20</i>	<i>220</i>
<i>Category 2</i>	<i>250</i>	<i>25</i>	<i>275</i>
<i>Category 3</i>	<i>200</i>	<i>20</i>	<i>220</i>
<i>Category 4</i>	<i>350</i>	<i>35</i>	<i>385</i>

All Categories – There were a total of 1100 Cost and Non-Cost points possible. The table below represents the All Category Proposers’ Total Scores:

Vendor	Non-Cost Score	Cost Score	Total Score
BOTEC Analysis Corporation	971.50	13.91	985.41
EGRET Partners	914.63	11.61	926.23
Hoban & Feola LLC	881.63	24.62	906.25
Legal Use of Cannabis Consulting (LUCC)	875.13	23.22	898.34
Angel Fire Strategies	886.50	2.20	888.70
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	846.13	40.63	886.76
James Anthony Technical Assistance Consulting	857.25	13.77	871.02
Homeland Security Corporation	831.75	26.13	857.88
C&R Strategic Services	832.13	21.67	853.79
Quantum 9 LLC	758.38	27.09	785.46
Daniel D’Ancona & Associates	734.63	14.77	749.40
The CPC	727.38	19.63	747.00
Julia Carrera & Associates	718.63	23.90	742.53
Adam R. Cagle	593.50	16.25	609.75
Jassen L. Bowman	528.38	14.26	542.63
Eric Young	502.13	32.50	534.63
BevLink LLC	494.75	27.09	521.84

Vendor	Non-Cost Score	Cost Score	Total Score
Shahahan Capital Ventures LLC	456.50	65.01	521.51
Lynott Group	506.25	11.61	517.86
The Technology Law Group	491.25	16.25	507.50
Societas Consulting	456.50	20.32	476.82
Reel Line Business Services	355.00	93.67	448.67
Herrera Contracting	416.13	16.25	432.38
Law Office of Eric Finch	280.88	90.29	371.16
David R. Bush	329.75	13.54	343.29
B&G Products LLC	242.13	98.50	340.62
Dennis A. Turner	265.63	20.32	285.94
Daniel Halligan	89.75	100.01	189.76

The formula used for calculating the Total Score is:

$$\text{NCS} + \text{CS} = \text{TS}$$

Where;

NCS = Non-Cost Score

CS = Cost Score

Categories 1-4: For individual Category 1-4 Proposer Total Scores, see Appendix A.

Oral Presentations:

Per Section 4.3 of RFP K364, Evaluation Process:

“The WSLCB reserves the right to schedule Oral Presentations if determined to be in the best interest of the WSLCB. In the event Oral Presentations are required, the WSLCB will contact the top-scoring Proposer(s) to schedule a presentation date, time, and location. A score of up to 100 additional points may be awarded for the Oral Presentation. The Proposer’s score for the Oral Presentation may be added to the Proposer’s total score described in Step 2 above...”

Due to the distribution of the evaluation Total Scores provided above, the WSLCB determined that the Oral Presentations were unnecessary.

AWARD SUMMARY:

In accordance with RFP K430, it is the intent of the WSLCB to enter into a single Contract for all Categories (1-4). Based upon the evaluation detail contained herein, it is the Procurement Coordinator’s recommendation that the WSLCB enter into a single contract for all Categories listed in RFP K430.

As established through the above evaluation process, **BOTEC Analysis Corporation** is the responsive responsible proposer with the highest total score for all four (4) Categories. BOTEC Analysis Corporation scored **985.41** points out of 1100 possible points. The next highest scoring Proposer in all four (4) Categories scored a total of 926.23 points.

Determination of Proposer Responsibility:

Per RFP K430, Section 4.3, Evaluation Process, “Determination of Proposer Responsibility”:

“After Proposal submittal, the WSLCB reserves the right to make reasonable inquiry and/or requests for additional information, to assist in determining the overall responsibility of any Proposer. Requests may include, but are not limited to, educational degrees, business licenses, financial statements, credit ratings, references, record of past performance, criminal background check, clarification of Proposer’s offer, and on-site inspection of Proposer’s or Proposer’s subcontractor’s facilities. Failure to respond to said request(s) may result in the Proposer being deemed non-responsive and thus disqualified.”

In order to determine Proposer’s overall responsibility, the WSLCB determined that the proposer with the highest total score in all Categories met responsibility factors through the following:

- Signature of the Proposer’s Authorized Offer acknowledging compliance with all terms, conditions and requirements of RFP K430 and the resulting Contract
- Information presented in the proposer’s Non-Cost response to RFP K430
- Information provided in the proposer’s resume documentation
- Information provided in the proposer’s curriculum vitae documentation
- Provision of Subcontractor Letter’s confirming acknowledgement and compliance with the terms and conditions of RFP K430 and the resulting Contract
- Verification of proposer’s Company license via the Commonwealth of Massachusetts’s website
- Verification of the Proposer’s firm and individuals listed in the response via the internet
- Signature of Criminal History Statements from the Proposer’s key personnel confirming the individuals have not been involved in heinous crimes

AWARD RECOMMENDATION:

It is the Procurement Coordinator’s recommendation that **BOTEC Analysis Corporation** be announced as the Apparent Successful Proposer in all four (4) Categories, and enter into contract negotiations with the WSLCB for RFP K430 – Initiative 502 Consulting Services.

I concur with the above Award Recommendation:

Randy Simmons Date
 Project Manager
 Director of Administrative Services

William Berni Date
 Procurement & Support Services Manager

APPENDIX A
Scoring Summary

Responsive Vendors per Category

The table below represents responsive vendors by Category:

Vendor	All Categories	Category 1	Category 2	Category 3	Category 4
American Alliance for Medical Cannabis				X	X
Angel Fire Strategies	X				
B&G Products LLC	X				
BevLink LLC	X				
BOTEC Analysis Corporation	X				
C&R Strategic Services	X				
CAN! Research, Education & Consulting					X
ChangeLab Solutions					X
Commencement Bay Consulting Services					X
Compliance Initiatives LLC		X			
Daniel D'Ancona & Associates	X				
Daniel Halligan	X				
David R. Bush	X				
Dennis A. Turner	X				
Donna L. Beatty Attorney at Law					X
Dunn & Sheldrick		X			X
EGRET Partners	X				
Eric Young	X				
FatLeaf		X			
Herrera Contracting	X				
Hoban & Feola LLC	X				
Homeland Security Corporation	X				
Hydroponic Society of America		X	X		
IT Expand			X		
James Anthony Technical Assistance Consulting	X				
Jassen L. Bowman	X				
Jay Doty			X		
Jimmy Lee B		X			
Julia Carrera & Associates	X				
KMC Strategic Communications					X
Laid Back Acres LLC		X	X		X
Law Office of Eric Finch	X				X
Legal Use of Cannabis Consulting (LUCC)	X				
Lynott Group	X				
Mandel, Aggarwal, Sexton & Corva Consulting	X				
Natural Resource Management		X			
ORC International Inc				X	
Orcavine		X			
Quantum 9 LLC	X				
Reel Line Business Services	X				
Shahahan Capital Ventures LLC	X				
Societas Consulting	X				

Vendor	All Categories	Category 1	Category 2	Category 3	Category 4
Solomon, Saltsman & Jamieson (SSJ)					X
Sunrise Analytical			X		
Synergy Wellness Consulting		X			
Tasker-Cannasseurs		X			
The CPC	X				
The Hartman Group Inc.				X	
The Technology Law Group	X				
Wieland & Associates					X
William Story (S & S Consulting)		X	X		X

CATEGORY 1 EVALUATION FINDINGS

Category 1 Non-Cost Evaluation Findings

A total of 200 Non-Cost points were available for Category 1. The table below represents the total Non-Cost scoring for each responsive Proposer:

Vendor	Q1	Q2	Q3	Q4	Non-Cost Score
BOTEC Analysis Corporation	95.50	58.00	19.75	19.75	193.00
EGRET Partners	91.75	56.38	18.13	18.38	184.63
Angel Fire Strategies	93.13	54.88	17.75	18.75	184.50
James Anthony Technical Assistance Consulting	88.50	53.75	17.38	18.13	177.75
The CPC	89.38	55.13	16.63	16.50	177.63
Hoban & Feola LLC	85.38	53.25	18.75	18.50	175.88
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	89.25	50.50	16.63	17.25	173.63
Homeland Security Corporation	87.88	51.00	17.63	15.63	172.13
Legal Use of Cannabis Consulting (LUCC)	86.88	51.00	16.25	17.38	171.50
C&R Strategic Services	86.88	49.88	16.38	17.25	170.38
Compliance Initiatives LLC	84.75	50.50	16.25	16.63	168.13
Quantum 9 LLC	85.88	49.63	11.88	16.63	164.00
Daniel D'Ancona & Associates	75.63	45.63	15.25	15.63	152.13
Tasker-Cannasseurs	79.38	44.38	12.50	14.00	150.25
Lynott Group	77.25	46.00	9.63	14.00	146.88
William Story (S & S Consulting)	71.25	45.38	12.88	12.50	142.00
Julia Carrera & Associates	68.13	43.75	14.00	14.50	140.38
Jassen L. Bowman	72.50	41.25	12.75	11.50	138.00
The Technology Law Group	76.88	45.00	4.00	7.63	133.50
Synergy Wellness Consulting	58.13	43.25	13.13	11.88	126.38
Reel Line Business Services	66.43	38.57	10.14	10.43	125.57
Eric Young	60.00	39.38	8.63	11.38	119.38
Natural Resource Management	60.38	33.75	12.75	10.00	116.88
Adam R. Cagle	40.63	33.13	10.00	11.50	95.25
BevLink LLC	48.13	24.38	10.25	9.50	92.25
Dennis A. Turner	51.00	29.38	3.38	6.88	90.63

Vendor	Q1	Q2	Q3	Q4	Non-Cost Score
David R. Bush	50.00	32.88	2.75	4.38	90.00
Laid Back Acres LLC	56.88	28.13	0.88	1.38	87.25
Law Office of Eric Finch	46.88	23.75	4.63	5.00	80.25
Herrera Contracting	37.50	25.38	8.50	8.50	79.88
Hydroponic Society of America	31.25	29.75	7.38	9.75	78.13
Shahahan Capital Ventures LLC	42.50	20.13	7.38	7.88	77.88
B&G Products LLC	41.88	22.50	5.13	6.88	76.38
FatLeaf	42.50	23.88	2.13	5.50	74.00
Daniel Halligan	34.38	18.75	4.13	2.50	59.75
Societas Consulting	26.25	19.00	6.22	4.56	56.03
Orcavine	28.75	15.38	2.63	1.63	48.38
Jimmy Lee B	9.75	16.25	4.38	2.75	33.13
Dunn & Sheldrick	1.25	2.75	2.88	0.75	7.63

The formula used for calculating the Non-Cost Score is as follows:

$$NCS = (Q1 + Q2 + Q3 + Q4)$$

Where;

Q# = Represents the Question Score

NCS = Non-Cost Score

Each Question Score was determined by calculating the average evaluator score for that question.

Category 1 Cost Evaluation Findings

A total of 20 Cost points were available. Cost scores were calculated by the procurement coordinator. The table below represents cost scoring:

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
FatLeaf	\$40.00	\$40.00		20.00
Daniel Halligan		\$40.63	\$325.00	19.69
B&G Products LLC		\$41.25	\$330.00	19.39
Tasker-Cannasseurs		\$42.00		19.05
Reel Line Business Services		\$43.38	\$347.00	18.44
Law Office of Eric Finch		\$45.00	\$300.00	17.78
Laid Back Acres LLC		\$50.00		16.00
Natural Resource Management		\$50.00		16.00
Orcavine		\$50.00	\$400.00	16.00
Synergy Wellness Consulting		\$50.00		16.00
Jimmy Lee B		\$60.00		13.33
Hydroponic Society of America		\$62.50	\$500.00	12.80
Shahahan Capital Ventures LLC		\$62.50	\$500.00	12.80
Compliance Initiatives LLC		\$75.00		10.67
William Story (S & S Consulting)		\$75.00	\$600.00	10.67
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)		\$100.00		8.00

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
Eric Young		\$125.00		6.40
BevLink LLC		\$150.00	\$1,000.00	5.33
Quantum 9 LLC		\$150.00		5.33
Homeland Security Corporation		\$155.50		5.14
Hoban & Feola LLC		\$165.00		4.85
Julia Carrera & Associates		\$170.00		4.71
Legal Use of Cannabis Consulting (LUCC)		\$175.00		4.57
C&R Strategic Services		\$187.50		4.27
Dennis A. Turner		\$200.00	\$1,500.00	4.00
Societas Consulting		\$200.00		4.00
The CPC		\$207.00		3.86
Adam R. Cagle		\$250.00		3.20
Dunn & Sheldrick		\$250.00		3.20
Herrera Contracting		\$250.00		3.20
The Technology Law Group		\$250.00	\$2,000.00	3.20
Daniel D'Ancona & Associates		\$275.00		2.91
Jassen L. Bowman		\$285.00		2.81
BOTEC Analysis Corporation		\$292.00		2.74
James Anthony Technical Assistance Consulting		\$295.00		2.71
David R. Bush		\$300.00	\$1,000.00	2.67
EGRET Partners		\$350.00		2.29
Lynott Group		\$350.00		2.29
Angel Fire Strategies		\$1,850.00		0.43

Hourly Rate was used to calculate the Cost Score. The formula used for calculating the Cost Score is as follows:

$$CS = (LB/CB)*20$$

Where;

LB = Low Bid

CB = Current Bid Being Evaluated (Total Cost)

CS = Cost Score

In the event that a Proposer provided both an Hourly Rate and Daily Rate, the hourly rate was used for evaluation purposes. In the event a Proposer provided only a daily rate, the hourly rate was calculated based on an eight-hour standard day, as described in the RFP K430 Submittal Document. The formula used for calculate the hourly rate is as follows:

$$HR = DR/8$$

Where;

HR = Hourly Rate

DR = Daily Rate

The cells highlighted in grey in the table above indicate a calculated Daily Rate.

Category 1 Proposer Total Score

A total of 220 Cost and Non-Cost points were available. The table below represents the Category 1 Proposers' Total Scores:

Vendor	Non-Cost Score	Cost Score	Total Score
BOTEC Analysis Corporation	193.00	2.74	195.74
EGRET Partners	184.63	2.29	186.91
Angel Fire Strategies	184.50	0.43	184.93
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	173.63	8.00	181.63
The CPC	177.63	3.86	181.49
Hoban & Feola LLC	175.88	4.85	180.72
James Anthony Technical Assistance Consulting	177.75	2.71	180.46
Compliance Initiatives LLC	168.13	10.67	178.79
Homeland Security Corporation	172.13	5.14	177.27
Legal Use of Cannabis Consulting (LUCC)	171.50	4.57	176.07
C&R Strategic Services	170.38	4.27	174.64
Quantum 9 LLC	164.00	5.33	169.33
Tasker-Cannasseurs	150.25	19.05	169.30
Daniel D'Ancona & Associates	152.13	2.91	155.03
William Story (S & S Consulting)	142.00	10.67	152.67
Lynott Group	146.88	2.29	149.16
Julia Carrera & Associates	140.38	4.71	145.08
Reel Line Business Services	125.57	18.44	144.02
Synergy Wellness Consulting	126.38	16.00	142.38
Jassen L. Bowman	138.00	2.81	140.81
The Technology Law Group	133.50	3.20	136.70
Natural Resource Management	116.88	16.00	132.88
Eric Young	119.38	6.40	125.78
Laid Back Acres LLC	87.25	16.00	103.25
Adam R. Cagle	95.25	3.20	98.45
Law Office of Eric Finch	80.25	17.78	98.03
BevLink LLC	92.25	5.33	97.58
B&G Products LLC	76.38	19.39	95.77
Dennis A. Turner	90.63	4.00	94.63
FatLeaf	74.00	20.00	94.00
David R. Bush	90.00	2.67	92.67
Hydroponic Society of America	78.13	12.80	90.93
Shahahan Capital Ventures LLC	77.88	12.80	90.68
Herrera Contracting	79.88	3.20	83.08
Daniel Halligan	59.75	19.69	79.44
Orcavine	48.38	16.00	64.38
Societas Consulting	56.03	4.00	60.03
Jimmy Lee B	33.13	13.33	46.46

Vendor	Non-Cost Score	Cost Score	Total Score
Dunn & Sheldrick	7.63	3.20	10.83

The formula used for calculating the Total Score is:

$$\text{NCS} + \text{CS} = \text{TS}$$

Where;

NCS = Non-Cost Score

CS = Cost Score

CATEGORY 2 EVALUATION FINDINGS

Category 2 Non-Cost Evaluation Findings

A total of 250 Non-Cost points were available for Category 2. The table below represents the total Non-Cost scoring for each responsive Proposer:

Vendor	Q5	Q6	Q7	Q8	Non-Cost Score
BOTEC Analysis Corporation	123.13	73.75	25.00	23.75	245.63
EGRET Partners	113.13	70.25	22.75	22.63	228.75
Angel Fire Strategies	114.38	67.50	23.50	21.75	227.13
Legal Use of Cannabis Consulting (LUCC)	110.38	67.25	22.63	22.13	222.38
James Anthony Technical Assistance Consulting	107.25	65.13	22.63	21.63	216.63
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	107.13	66.00	21.63	20.88	215.63
C&R Strategic Services	105.63	64.88	22.13	21.63	214.25
Daniel D'Ancona & Associates	105.00	67.13	21.63	20.00	213.75
Hoban & Feola LLC	107.00	60.25	21.13	19.25	207.63
Quantum 9 LLC	102.63	62.00	20.38	20.63	205.63
The CPC	101.25	66.25	19.88	18.25	205.63
Homeland Security Corporation	103.88	62.63	21.13	17.00	204.63
Julia Carrera & Associates	91.88	57.75	19.63	18.38	187.63
Sunrise Analytical	81.00	54.38	14.63	10.50	160.50
Eric Young	80.00	50.88	13.13	12.75	156.75
William Story (S & S Consulting)	80.00	48.25	13.29	14.13	155.66
Jassen L. Bowman	76.88	42.50	15.13	14.75	149.25
Jay Doty	64.13	45.25	9.63	14.75	133.75
The Technology Law Group	65.63	37.50	5.88	10.00	119.00
Lynott Group	62.63	31.00	13.25	11.88	118.75
Adam R. Cagle	55.00	33.75	12.50	15.63	116.88
Herrera Contracting	64.38	33.75	8.38	9.00	115.50
Hydroponic Society of America	50.00	30.88	12.13	14.50	107.50
Reel Line Business Services	50.25	28.38	8.38	9.00	96.00
Shahahan Capital Ventures LLC	48.75	22.25	8.00	12.63	91.63
Societas Consulting	48.75	22.25	8.00	12.63	91.63
BevLink LLC	42.25	28.00	12.00	9.13	91.38
Dennis A. Turner	39.75	25.63	6.63	7.63	79.63

Vendor	Q5	Q6	Q7	Q8	Non-Cost Score
David R. Bush	55.63	16.88	3.63	2.00	78.13
Laid Back Acres LLC	42.63	23.38	2.88	4.00	72.88
IT Expand	34.50	17.63	8.88	7.00	68.00
B&G Products LLC	24.63	14.75	5.13	4.75	49.25
Law Office of Eric Finch	27.50	6.50	2.88	4.25	41.13
Daniel Halligan	7.00	2.25	1.38	2.75	13.38

The formula used for calculating the Non-Cost Score is as follows:

$$NCS = (Q5 + Q6 + Q7 + Q8)$$

Where;

Q# = Represents the Question Score

NCS = Non-Cost Score

Each Question Score was determined by calculating the average evaluator score for that question.

Category 2 Cost Evaluation Findings

A total of 25 Cost points were available. Cost scores were calculated by the procurement coordinator. The table below represents cost scoring:

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
Daniel Halligan	\$40.63	\$40.63	\$325.00	25.00
B&G Products LLC		\$41.25	\$330.00	24.62
Reel Line Business Services		\$43.38	\$347.00	23.42
Law Office of Eric Finch		\$45.00	\$300.00	22.57
Laid Back Acres LLC		\$50.00		20.32
Hydroponic Society of America		\$62.50	\$500.00	16.25
Shahahan Capital Ventures LLC		\$62.50	\$500.00	16.25
William Story (S & S Consulting)		\$75.00	\$600.00	13.54
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)		\$100.00		10.16
Sunrise Analytical		\$110.00		9.23
Eric Young		\$125.00		8.13
BevLink LLC		\$150.00	\$1,000.00	6.77
Quantum 9 LLC		\$150.00		6.77
Homeland Security Corporation		\$155.50		6.53
Hoban & Feola LLC		\$165.00		6.16
Julia Carrera & Associates		\$170.00		5.98
IT Expand		\$175.00		5.80
Jay Doty		\$175.00		5.80
Legal Use of Cannabis Consulting (LUCC)		\$175.00		5.80
C&R Strategic Services		\$187.50		5.42
Dennis A. Turner		\$200.00	\$1,500.00	5.08
Societas Consulting		\$200.00		5.08

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
The CPC		\$207.00		4.91
Adam R. Cagle		\$250.00		4.06
Herrera Contracting		\$250.00		4.06
The Technology Law Group		\$250.00	\$2,000.00	4.06
Daniel D'Ancona & Associates		\$275.00		3.69
Jassen L. Bowman		\$285.00		3.56
BOTEC Analysis Corporation		\$292.00		3.48
James Anthony Technical Assistance Consulting		\$295.00		3.44
David R. Bush		\$300.00	\$1,000.00	3.39
EGRET Partners		\$350.00		2.90
Lynott Group		\$350.00		2.90
Angel Fire Strategies		\$1,850.00		0.55

Hourly Rate was used to calculate the Cost Score. The formula used for calculating the Cost Score is as follows:

$$CS = (LB/CB)*25$$

Where;

LB = Low Bid

CB = Current Bid Being Evaluated (Total Cost)

CS = Cost Score

In the event that a Proposer provided both an Hourly Rate and Daily Rate, the hourly rate was used for evaluation purposes. In the event a Proposer provided only a daily rate, the hourly rate was calculated based on an eight-hour standard day, as described in the RFP K430 Submittal Document. The formula used for calculate the hourly rate is as follows:

$$HR = DR/8$$

Where;

HR = Hourly Rate

DR = Daily Rate

The cells highlighted in grey in the table above indicate a calculated Daily Rate.

Category 2 Proposer Total Score

A total of 275 Cost and Non-Cost points were available. The table below represents the Category 2 Proposers' Total Scores:

Vendor	Non-Cost Score	Cost Score	Total Score
BOTEC Analysis Corporation	245.63	3.48	249.10
EGRET Partners	228.75	2.90	231.65
Legal Use of Cannabis Consulting (LUCC)	222.38	5.80	228.18
Angel Fire Strategies	227.13	0.55	227.67
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	215.63	10.16	225.78
James Anthony Technical Assistance Consulting	216.63	3.44	220.07
C&R Strategic Services	214.25	5.42	219.67

Vendor	Non-Cost Score	Cost Score	Total Score
Daniel D'Ancona & Associates	213.75	3.69	217.44
Hoban & Feola LLC	207.63	6.16	213.78
Quantum 9 LLC	205.63	6.77	212.40
Homeland Security Corporation	204.63	6.53	211.16
The CPC	205.63	4.91	210.53
Julia Carrera & Associates	187.63	5.98	193.60
Sunrise Analytical	160.50	9.23	169.73
William Story (S & S Consulting)	155.66	13.54	169.20
Eric Young	156.75	8.13	164.88
Jassen L. Bowman	149.25	3.56	152.81
Jay Doty	133.75	5.80	139.55
Hydroponic Society of America	107.50	16.25	123.75
The Technology Law Group	119.00	4.06	123.06
Lynott Group	118.75	2.90	121.65
Adam R. Cagle	116.88	4.06	120.94
Herrera Contracting	115.50	4.06	119.56
Reel Line Business Services	96.00	23.42	119.42
Shahahan Capital Ventures LLC	91.63	16.25	107.88
BevLink LLC	91.38	6.77	98.15
Societas Consulting	91.63	5.08	96.70
Laid Back Acres LLC	72.88	20.32	93.19
Dennis A. Turner	79.63	5.08	84.70
David R. Bush	78.13	3.39	81.51
B&G Products LLC	49.25	24.62	73.87
IT Expand	68.00	5.80	73.80
Law Office of Eric Finch	41.13	22.57	63.70
Daniel Halligan	13.38	25.00	38.38

The formula used for calculating the Total Score is:

$$NCS + CS = TS$$

Where;

NCS = Non-Cost Score

CS = Cost Score

CATEGORY 3 EVALUATION FINDINGS

Category 3 Non-Cost Evaluation Findings

A total of 200 Non-Cost points were available for Category 3. The table below represents the total Non-Cost scoring for each responsive Proposer:

Vendor	Q9	Q10	Q11	Q12	Non-Cost Score
BOTEC Analysis Corporation	96.88	58.75	20.00	18.50	194.13
EGRET Partners	92.50	54.63	17.88	17.88	182.88
Hoban & Feola LLC	89.88	51.50	18.38	19.00	178.75
Legal Use of Cannabis Consulting (LUCC)	88.13	54.25	18.63	17.38	178.38
C&R Strategic Services	85.00	53.75	17.63	15.75	172.13
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	85.88	50.75	17.38	17.50	171.50
The Hartman Group Inc.	85.00	49.50	17.63	19.13	171.25
ORC International Inc	85.88	47.00	17.13	17.50	167.50
Homeland Security Corporation	83.50	51.13	16.25	15.75	166.63
James Anthony Technical Assistance Consulting	81.25	46.13	16.63	16.75	160.75
Angel Fire Strategies	77.50	49.88	16.00	15.38	158.75
Julia Carrera & Associates	73.75	44.38	14.63	15.88	148.63
Quantum 9 LLC	74.13	44.75	13.50	13.75	146.13
The CPC	72.50	41.88	13.75	11.00	139.13
Adam R. Cagle	59.38	41.25	11.63	13.13	125.38
BevLink LLC	55.00	35.00	9.88	11.25	111.13
Daniel D'Ancona & Associates	53.13	32.75	13.50	11.63	111.00
Shahahan Capital Ventures LLC	52.25	29.38	11.75	12.75	106.13
Societas Consulting	52.25	29.38	11.75	12.75	106.13
Jassen L. Bowman	48.75	31.25	10.63	9.88	100.50
Herrera Contracting	51.25	31.88	6.88	10.00	100.00
Eric Young	46.25	24.50	9.50	8.38	88.63
American Alliance for Medical Cannabis	33.75	20.00	10.63	9.38	73.75
Lynott Group	43.75	11.25	4.00	12.38	71.38
The Technology Law Group	35.63	23.13	3.75	6.00	68.50
Reel Line Business Services	34.50	15.25	7.63	8.00	65.38
B&G Products LLC	24.38	14.50	5.38	7.25	51.50
David R. Bush	29.38	13.75	4.63	2.63	50.38
Dennis A. Turner	19.63	13.75	5.25	4.88	43.50
Law Office of Eric Finch	17.13	9.13	3.75	7.00	37.00
Daniel Halligan	0.88	2.00	0.75	1.00	4.63

The formula used for calculating the Non-Cost Score is as follows:

$$NCS = (Q9 + Q10 + Q11 + Q12)$$

Where;

Q# = Represents the Question Score

NCS = Non-Cost Score

Each Question Score was determined by calculating the average evaluator score for that question.

Category 3 Cost Evaluation Findings

A total of 20 Cost points were available. Cost scores were calculated by the procurement coordinator. The table below represents cost scoring:

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
Daniel Halligan	\$40.63	\$40.63	\$325.00	20.00
B&G Products LLC		\$41.25	\$330.00	19.70
The Hartman Group Inc.		\$43.00	\$344.00	18.90
Reel Line Business Services		\$43.38	\$347.00	18.73
Law Office of Eric Finch		\$45.00	\$300.00	18.06
American Alliance for Medical Cannabis		\$60.00		13.54
Shahahan Capital Ventures LLC		\$62.50	\$500.00	13.00
ORC International Inc		\$77.65		10.46
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)		\$100.00		8.13
Eric Young		\$125.00		6.50
BevLink LLC		\$150.00	\$1,000.00	5.42
Quantum 9 LLC		\$150.00		5.42
Homeland Security Corporation		\$155.50		5.23
Hoban & Feola LLC		\$165.00		4.92
Julia Carrera & Associates		\$170.00		4.78
Legal Use of Cannabis Consulting (LUCC)		\$175.00		4.64
C&R Strategic Services		\$187.50		4.33
Dennis A. Turner		\$200.00	\$1,500.00	4.06
Societas Consulting		\$200.00		4.06
The CPC		\$207.00		3.93
Adam R. Cagle		\$250.00		3.25
Herrera Contracting		\$250.00		3.25
The Technology Law Group		\$250.00	\$2,000.00	3.25
Daniel D'Ancona & Associates		\$275.00		2.95
Jassen L. Bowman		\$285.00		2.85
BOTEC Analysis Corporation		\$292.00		2.78
James Anthony Technical Assistance Consulting		\$295.00		2.75
David R. Bush		\$300.00	\$1,000.00	2.71
EGRET Partners		\$350.00		2.32
Lynott Group		\$350.00		2.32
Angel Fire Strategies		\$1,850.00		0.44

Hourly Rate was used to calculate the Cost Score. The formula used for calculating the Cost Score is as follows:

$$CS = (LB/CB)*20$$

Where;

LB = Low Bid

CB = Current Bid Being Evaluated (Total Cost)

CS = Cost Score

In the event that a Proposer provided both an Hourly Rate and Daily Rate, the hourly rate was used for evaluation purposes. In the event a Proposer provided only a daily rate, the hourly rate was calculated based on an eight-hour standard day, as described in the RFP K430 Submittal Document. The formula used to calculate the hourly rate is as follows:

$$HR = DR/8$$

Where;

HR = Hourly Rate

DR = Daily Rate

The cells highlighted in grey in the table above indicate a calculated Daily Rate.

Category 3 Proposer Total Score

A total of 220 Cost and Non-Cost points were available. The table below represents the Category 3 Proposers' Total Scores:

Vendor	Non-Cost Score	Cost Score	Total Score
BOTEC Analysis Corporation	194.13	2.78	196.91
The Hartman Group Inc.	171.25	18.90	190.15
EGRET Partners	182.88	2.32	185.20
Hoban & Feola LLC	178.75	4.92	183.67
Legal Use of Cannabis Consulting (LUCC)	178.38	4.64	183.02
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	171.50	8.13	179.63
ORC International Inc	167.50	10.46	177.96
C&R Strategic Services	172.13	4.33	176.46
Homeland Security Corporation	166.63	5.23	171.85
James Anthony Technical Assistance Consulting	160.75	2.75	163.50
Angel Fire Strategies	158.75	0.44	159.19
Julia Carrera & Associates	148.63	4.78	153.41
Quantum 9 LLC	146.13	5.42	151.54
The CPC	139.13	3.93	143.05
Adam R. Cagle	125.38	3.25	128.63
Shahahan Capital Ventures LLC	106.13	13.00	119.13
BevLink LLC	111.13	5.42	116.54
Daniel D'Ancona & Associates	111.00	2.95	113.95
Societas Consulting	106.13	4.06	110.19
Jassen L. Bowman	100.50	2.85	103.35
Herrera Contracting	100.00	3.25	103.25
Eric Young	88.63	6.50	95.13

Vendor	Non-Cost Score	Cost Score	Total Score
American Alliance for Medical Cannabis	73.75	13.54	87.29
Reel Line Business Services	65.38	18.73	84.11
Lynott Group	71.38	2.32	73.70
The Technology Law Group	68.50	3.25	71.75
B&G Products LLC	51.50	19.70	71.20
Law Office of Eric Finch	37.00	18.06	55.06
David R. Bush	50.38	2.71	53.08
Dennis A. Turner	43.50	4.06	47.56
Daniel Halligan	4.63	20.00	24.63

The formula used for calculating the Total Score is:

$$\text{NCS} + \text{CS} = \text{TS}$$

Where;

NCS = Non-Cost Score

CS = Cost Score

CATEGORY 4 EVALUATION FINDINGS

Category 4 Non-Cost Evaluation Findings

A total of 350 Non-Cost points were available for Category 4. The table below represents the total Non-Cost scoring for each responsive Proposer:

Vendor	Q13	Q14	Q15	Q16	Non-Cost Score
BOTEC Analysis Corporation	122.50	96.88	72.50	46.88	338.75
Hoban & Feola LLC	111.25	92.13	68.75	47.25	319.38
EGRET Partners	113.88	90.38	69.13	45.00	318.38
Angel Fire Strategies	112.38	91.25	69.38	43.13	316.13
Legal Use of Cannabis Consulting (LUCC)	107.50	90.88	66.75	37.75	302.88
James Anthony Technical Assistance Consulting	105.13	85.63	67.50	43.88	302.13
Homeland Security Corporation	100.63	84.38	62.63	40.75	288.38
Solomon, Saltsman & Jamieson (SSJ)	102.75	81.00	63.25	40.00	287.00
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	99.38	85.00	63.50	37.50	285.38
ChangeLab Solutions	100.25	81.25	59.00	39.50	280.00
CAN! Research, Education & Consulting	96.25	81.88	60.00	37.75	275.88
C&R Strategic Services	89.88	80.63	64.25	40.63	275.38
KMC Strategic Communications	97.38	78.75	51.13	41.25	268.50
Daniel D'Ancona & Associates	86.88	78.13	63.75	29.00	257.75
Adam R. Cagle	87.50	79.38	58.75	30.38	256.00
Wieland & Associates	87.50	71.63	56.88	37.00	253.00
American Alliance for Medical Cannabis	83.75	73.13	56.25	34.38	247.50
Quantum 9 LLC	88.75	71.88	51.38	30.63	242.63
Julia Carrera & Associates	86.50	71.25	50.50	33.75	242.00
The CPC	72.50	61.25	43.75	27.50	205.00

Vendor	Q13	Q14	Q15	Q16	Non-Cost Score
BevLink LLC	65.63	61.00	45.25	28.13	200.00
Donna L. Beatty Attorney at Law	77.25	60.38	35.00	24.75	197.38
William Story (S & S Consulting)	74.50	50.75	35.13	22.63	183.00
Shahahan Capital Ventures LLC	65.63	52.75	38.00	24.50	180.88
Societas Consulting	65.63	52.75	38.00	24.50	180.88
The Technology Law Group	63.13	62.50	24.00	20.63	170.25
Lynott Group	65.00	53.13	38.00	13.13	169.25
Commencement Bay Consulting Services	59.38	44.13	33.13	17.50	154.13
Dunn & Sheldrick	63.13	45.63	23.13	20.75	152.63
Jassen L. Bowman	56.88	42.50	20.63	20.63	140.63
Eric Young	54.50	35.75	31.38	15.75	137.38
Law Office of Eric Finch	52.50	39.38	17.50	13.13	122.50
Herrera Contracting	45.00	31.38	22.88	14.00	113.25
David R. Bush	52.50	39.38	13.75	5.63	111.25
Laid Back Acres LLC	45.75	25.75	1.50	0.88	73.88
Reel Line Business Services	28.00	15.88	15.63	11.75	71.25
B&G Products LLC	25.13	16.25	12.25	11.38	65.00
Dennis A. Turner	18.13	19.63	9.88	4.25	51.88
Daniel Halligan	5.25	3.25	1.38	2.13	12.00

The formula used for calculating the Non-Cost Score is as follows:

$$NCS = (Q12 + Q13 + Q14 + Q15 + Q16)$$

Where;

Q# = Represents the Question Score

NCS = Non-Cost Score

Each Question Score was determined by calculating the average evaluator score for that question.

Category 4 Cost Evaluation Findings

A total of 35 Cost points were available. Cost scores were calculated by the procurement coordinator. The table below represents cost scoring:

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
Daniel Halligan	\$40.63	\$40.63	\$325.00	35.00
Solomon, Saltsman & Jamieson (SSJ)		\$0.00		35.00
B&G Products LLC		\$41.25	\$330.00	34.47
Reel Line Business Services		\$43.38	\$347.00	32.79
Law Office of Eric Finch		\$45.00	\$300.00	31.60
Laid Back Acres LLC		\$50.00		28.44
CAN! Research, Education & Consulting		\$55.00	\$440.00	25.86
American Alliance for Medical Cannabis		\$60.00		23.70
Shahahan Capital Ventures LLC		\$62.50	\$500.00	22.75

Vendor	Low Bid	Hourly Rate	Daily Rate	Cost Score
William Story (S & S Consulting)		\$75.00	\$600.00	18.96
Donna L. Beatty Attorney at Law		\$94.50		15.05
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)		\$100.00		14.22
Eric Young		\$125.00		11.38
BevLink LLC		\$150.00	\$1,000.00	9.48
Quantum 9 LLC		\$150.00		9.48
Homeland Security Corporation		\$155.50		9.15
KMC Strategic Communications		\$156.25		9.10
Hoban & Feola LLC		\$165.00		8.62
Julia Carrera & Associates		\$170.00		8.37
Legal Use of Cannabis Consulting (LUCC)		\$175.00		8.13
Wieland & Associates		\$175.00		8.13
C&R Strategic Services		\$187.50		7.58
ChangeLab Solutions		\$198.00		7.18
Dennis A. Turner		\$200.00	\$1,500.00	7.11
Societas Consulting		\$200.00		7.11
The CPC		\$207.00		6.87
Commencement Bay Consulting Services		\$212.50	\$1,700.00	6.69
Adam R. Cagle		\$250.00		5.69
Dunn & Sheldrick		\$250.00		5.69
Herrera Contracting		\$250.00		5.69
The Technology Law Group		\$250.00	\$2,000.00	5.69
Daniel D'Ancona & Associates		\$275.00		5.17
Jassen L. Bowman		\$285.00		4.99
BOTEC Analysis Corporation		\$292.00		4.87
James Anthony Technical Assistance Consulting		\$295.00		4.82
David R. Bush		\$300.00	\$1,000.00	4.74
EGRET Partners		\$350.00		4.06
Lynott Group		\$350.00		4.06
Angel Fire Strategies		\$1,850.00		0.77

Hourly Rate was used to calculate the Cost Score. The formula used for calculating the Cost Score is as follows:

$$CS = (LB/CB)*35$$

Where;

LB = Low Bid

CB = Current Bid Being Evaluated (Total Cost)

CS = Cost Score

In the event that a Proposer provided both an Hourly Rate and Daily Rate, the hourly rate was used for evaluation purposes. In the event a Proposer provided only a daily rate, the hourly rate was calculated based on an eight-

hour standard day, as described in the RFP K430 Submittal Document. The formula used for calculate the hourly rate is as follows:

$$HR = DR/8$$

Where;

HR = Hourly Rate

DR = Daily Rate

The cells highlighted in grey in the tables above indicate a calculated Daily Rate.

Cost Clarification

The WSLCB sought clarification via email of the Cost Proposal submitted by Solomon, Saltsman and Jamieson. The Cost Proposal submitted by this vendor stated that services would be provided pro bono up to 300 hours. The Proposer's Authorized Representative confirmed via email that the firm would provide a minimum of 300 hours to the WSLCB for free, and additional pro bono hours may be provided as needed, upon negotiation with the WSLCB.

Since the total number of hours of work that will be required from the Awarded Contractor under Category 4 is unknown at this time, the WSLCB awarded full cost points (35 points) to Solomon, Saltsman and Jamieson, as well as the next lowest Proposer, Daniel Halligan, for this Category.

Category 4 Proposer Total Score

A total of 385 Cost and Non-Cost points were available. The table below represents the Category 4 Proposers' Total Scores:

Vendor	Non-Cost Score	Cost Score	Total Score
BOTEC Analysis Corporation	338.75	4.87	343.62
Hoban & Feola LLC	319.38	8.62	327.99
EGRET Partners	318.38	4.06	322.44
Solomon, Saltsman & Jamieson (SSJ)	287.00	35.00	322.00
Angel Fire Strategies	316.13	0.77	316.89
Legal Use of Cannabis Consulting (LUCC)	302.88	8.13	311.00
James Anthony Technical Assistance Consulting	302.13	4.82	306.95
CAN! Research, Education & Consulting	275.88	25.86	301.73
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	285.38	14.22	299.60
Homeland Security Corporation	288.38	9.15	297.52
ChangeLab Solutions	280.00	7.18	287.18
C&R Strategic Services	275.38	7.58	282.96
KMC Strategic Communications	268.50	9.10	277.60
American Alliance for Medical Cannabis	247.50	23.70	271.20
Daniel D'Ancona & Associates	257.75	5.17	262.92
Adam R. Cagle	256.00	5.69	261.69
Wieland & Associates	253.00	8.13	261.13
Quantum 9 LLC	242.63	9.48	252.11
Julia Carrera & Associates	242.00	8.37	250.37
Donna L. Beatty Attorney at Law	197.38	15.05	212.42
The CPC	205.00	6.87	211.87

Vendor	Non-Cost Score	Cost Score	Total Score
BevLink LLC	200.00	9.48	209.48
Shahahan Capital Ventures LLC	180.88	22.75	203.63
William Story (S & S Consulting)	183.00	18.96	201.96
Societas Consulting	180.88	7.11	187.99
The Technology Law Group	170.25	5.69	175.94
Lynott Group	169.25	4.06	173.31
Commencement Bay Consulting Services	154.13	6.69	160.82
Dunn & Sheldrick	152.63	5.69	158.31
Law Office of Eric Finch	122.50	31.60	154.10
Eric Young	137.38	11.38	148.75
Jassen L. Bowman	140.63	4.99	145.61
Herrera Contracting	113.25	5.69	118.94
David R. Bush	111.25	4.74	115.99
Reel Line Business Services	71.25	32.79	104.04
Laid Back Acres LLC	73.88	28.44	102.32
B&G Products LLC	65.00	34.47	99.47
Dennis A. Turner	51.88	7.11	58.99
Daniel Halligan	12.00	35.00	47.00

The formula used for calculating the Total Score is:

$$NCS + CS = TS$$

Where;

NCS = Non-Cost Score

CS = Cost Score