



Washington State Liquor Control Board

Requests for Proposals (RFP) By the Numbers

Pre-Bid:

1,640 vendors were notified of the solicitation, of which:

- 29 were minority and women owned
- 30 were minority owned
- 34 were veteran owned
- 74 were women owned
- 339 were Washington small businesses

379 vendors downloaded the RFP

Submissions:

112 total submissions, of which 95 were actual proposals (90 by email, 5 by traditional mail)

43 proposers were deemed non-responsive for failure to conform to the RFP requirements

52 responsive bids of which 28 vendors submitted proposals for all four categories, 33 vendors submitted in one, two, or three categories. 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)

One vendor withdrew their bid before the submission deadline

Award Criteria:

A total of 1,000 "Non-Cost" points and 100 "Cost" points were possible for a maximum score of 1,100.

Evaluation:

Eight evaluators completed the "Non-Cost" evaluations of the proposals.

BOTEC Analysis Corporation received the highest score of all vendors, 985.41 points. They placed first in all four "Non-Cost" categories and 23rd in the "Cost" category with an hourly rate of \$292.00. The second highest scoring proposer in all four categories scored a total of 926.23 points.

Top Ten Scoring Vendors for All Categories – 1,100 Total Points Possible

Vendor	Hourly Rate	Non-Cost Score	Cost Score	Total Score
BOTEC Analysis Corporation	\$292.00	971.50	13.91	985.41
EGRET Partners	\$350.00	914.63	11.61	926.23
Hoban & Feola LLC	\$165.00	881.63	24.62	906.25
Legal Use of Cannabis Consulting (LUCC)	\$175.00	875.13	23.22	898.34
Angel Fire Strategies	\$1,850.00	886.50	2.20	888.70
Mandel, Aggarwal, Sexton & Corva Consulting (MASC)	\$100.00	846.13	40.63	886.76
James Anthony Technical Assistance Consulting	\$295.00	857.25	13.77	871.02
Homeland Security Corporation	\$155.50	831.75	26.13	857.88
C&R Strategic Services	\$187.50	832.13	21.67	853.79
Quantum 9 LLC	\$150.00	758.38	27.09	785.46

Category 1: Product and Industry Knowledge - 220 Total Points (200 Non-Cost, 20 Cost)

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

Category 2: Product Quality Standards and Testing – 275 Total Points (250 Non-Cost, 25 Cost)

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
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

Category 3: Product Usage and Consumption – 220 Total Points (200 Non-Cost, 20 Cost)

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

Category 4: Product Regulation – 385 Total Points (350 Non-Cost, 35 Cost)

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