
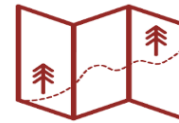




**PORTFOLIO TITLE:** [IT Research & Advisory Services](#)  
**LEAD STATE:** Minnesota

<p><b><u>OVERVIEW:</u></b></p> <p>The Master Agreements with three (3) suppliers in this portfolio offer information technology research and advisory services.</p>	<p><b><u>INITIAL TERM:</u></b> 1/19/2021 through 1/18/2024</p> <p><b><u>RENEWALS:</u></b> Two (2) one-year renewal options</p> <p><b><u>TOTAL POSSIBLE TERM:</u></b> Five (5) years</p>
<p><b><u>MASTER AGREEMENT SCOPE:</u></b></p> <p>The master agreements include:</p> <ul style="list-style-type: none"> <li>• IT business advice, objective IT research, and IT data that is thematic, prescriptive, and executable, and that provides a comprehensive perspective on the rapidly changing IT environment;</li> <li>• Access to an online database containing IT research articles;</li> <li>• Response to over-the-phone inquiries regarding published articles and direction on other available resources;</li> <li>• Advisory services regarding strategic and tactical planning for customer’s IT policy development; and</li> <li>• On-site workshops, advisory engagements, and conferences on IT related topics.</li> </ul>	<p><b><u>SUPPLIERS AVAILABLE:</u></b></p> <ul style="list-style-type: none"> <li>• Forrester Research, Inc.</li> <li>• Gartner, Inc.</li> <li>• International Consulting Acquisitions Corp dba ISG Public Sector</li> </ul>
<p><b><u>KEY BENEFITS:</u></b></p> <ul style="list-style-type: none"> <li>• Availability of IT research and advisory services to support IT governance and decision making</li> <li>• Agreements offer not-to-exceed maximum pricing while offering the ability to negotiate down</li> <li>• Agreements offer a wide range of pricing options to accommodate all budgets</li> </ul>	<p><b><u>PRICING:</u></b></p> <p>Not-to-exceed maximum pricing for each contractor’s unique offerings can be found in Exhibit C of each contractor’s master agreement. Customers may negotiate deeper discounts.</p>
<p><b><u>PROCUREMENT BACKGROUND:</u></b></p> <p>IT Research &amp; Advisory Services is a new NASPO ValuePoint contract portfolio.</p>	<p><b><u>STATES ON SOURCING TEAM:</u></b></p> <ul style="list-style-type: none"> <li>★ Minnesota (Lead)</li> <li>★ Florida</li> <li>★ New Jersey</li> <li>★ Tennessee</li> <li>★ Utah</li> </ul> 

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<p><b><u>SOLICITATION INFORMATION:</u></b></p> <ul style="list-style-type: none"> <li>✓ Type: <u>Request for Proposal (RFP)</u></li> <li>✓ Solicitation Number: <u>2-10115</u></li> <li>✓ Publicly Advertised: <u>9/10/2019 – 11/20/2019</u></li> <li>✓ Posted On: <u>Minnesota Supplier Portal</u></li> <li>✓ Posting Link: <u>Event ID G0210-2000010115</u></li> <li>✓ Number of Days Publicly Posted: <u>71</u></li> <li>✓ Number of Amendments Posted: <u>3</u></li> </ul>	<p><b><u>PUBLIC OPENING:</u></b></p> <p>Sealed responses were unsealed upon closing of the solicitation at <u>2:00pm CT on 11/20/2019</u>.</p> <hr/> <p><b><u>VENDOR RESPONSES:</u></b></p> <ul style="list-style-type: none"> <li>• Number of Vendor Responses Received: <u>4</u></li> <li>• Number of Non-Responsive Vendor Responses: <u>1</u></li> <li>• Number of Vendor Responses Evaluated: <u>3</u></li> </ul>
<p><b><u>EVALUATIONS:</u></b></p> <p>Responses were evaluated by the members of the Sourcing Team during the week of <u>2/17/2020</u> in <u>St. Paul, Minnesota</u>.</p> <div style="text-align: center; margin-top: 20px;">  </div>	<p><b><u>EVALUATION CRITERIA:</u></b></p> <p>Responses were evaluated based on the following Evaluation Criteria:</p> <p><u>Stage 1</u></p> <ol style="list-style-type: none"> <li>1. Company History/Qualifications/Experience</li> <li>2. Online Research</li> <li>3. Advisory Services</li> <li>4. Reporting</li> <li>5. Diversity and Inclusion</li> <li>6. Cost</li> </ol> <p><u>Stage 2</u></p> <ol style="list-style-type: none"> <li>1. References</li> <li>2. Interview/Demonstration</li> <li>3. Cost</li> </ol>
<p><b><u>SCORING:</u></b></p> <p>The sourcing team employed a two-phase evaluation model. Evaluation points were allocated 90% to technical criteria and 10% to cost in Phase 1. The highest-scoring responders were then invited to participate in Phase 2, which was an in-person interview and was evaluated at 60% technical and 40% cost.</p>	
<p><b><u>AWARD:</u></b></p> <p>Following the two scoring phases, the sourcing team made a final selection of awardees based upon the best value to program users.</p>	
<p><b><u>PUBLIC POSTING OF AWARD:</u></b></p> <p>Awards are considered publicly posted upon execution and publication of master agreements.</p> <div style="text-align: center; margin-top: 20px;">  </div>	<p><b><u>AWARDED VENDORS:</u></b></p> <ul style="list-style-type: none"> <li>▪ Forrester Research, Inc.</li> <li>▪ Gartner, Inc.</li> <li>▪ International Consulting Acquisitions Corp dba ISG Public Sector</li> </ul>

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