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August 23, 2013

Ms. Lisa Abbey
Director of Finance
Livonia Public Schools
15125 Farmington Road
Livonia, MI 48154

RE: Contract Award Recommendation for Technology Design Services, 2013 Bond

Dear Ms. Abbey:

This letter transmits an update from Plante & Moran, PLLC (P&M) as it relates to the assignment to assist and advise Livonia Public Schools (LPS) in its selection of a Technology Design (TD) Firm. This update represents the mutual efforts of Plante Moran CRESA (PMC), P&M and LPS administration and staff (the Bond Team) to present a framework in order to identify, evaluate, and select a TD Firm for this project.

The PMC team was engaged by LPS and it was indicated that a Criteria Based Selection (CBS) process would be used to provide information relating to relevant firm experience, staff expertise and resources, along with other pertinent data. This framework is to provide an order of importance to the responding firms' qualifications, in addition to their proposed fees, to allow LPS to make an informed decision regarding the hiring of a TD Firm for the project.

On June 10, 2013, the Bond Team presented the recommended CBS ranking for the technology design proposals to the Board of Education. A Request for Proposals was issued and publicly advertised on July 11, 2013.

Proposals were received on July 31, 2013, from eight (8) firms and were analyzed over the next week. Interviews were held on Wednesday, August 21, 2013 at the LPS Administration Building with the four (4) firms scoring the highest on the CBS process.

Upon completion of the interviews, and after subsequent clarifications and discussions the Bond Team is recommending Barton Malow as the Technology Design firm for the 2013 Bond, contingent upon successful contract negotiations. The proposed contract amount is \$1,170,000 including reimbursable expenses.



This recommendation is based on the fact that Barton Malow achieved the highest CBS score for the proposed Project. This score was achieved due to their K12 technology bond experience, staff expertise and proposed fee.

The Bond Team recommends the Board of Education approves to enter into a professional services contract with Barton Malow pending final negotiation by PMC and Clark Hill on behalf of LPS.

The Bond Team is available at the Board's convenience to answer any questions regarding the CBS ranking system, the interview process and the methodology used to prepare it.

Sincerely,

PLANTE & MORAN, PLLC



Judy Wright, Partner

cc: Paul Theriault, Greg Van Kirk

Enclosures: Criteria Based Selection Summary
 Technology Designer Selection Criteria

LIVONIA PUBLIC SCHOOLS
 TECHNOLOGY DESIGN SERVICES
 CRITERIA BASED SELECTION SUMMARY



Finalist Firms

Technology Design Firm	Criteria Based Selection Score (max of 500)	Met Minimum Qualifications
Barton Malow	425.00	YES
Integrated Design Services	410.75	YES
Convergent Technology Partners	393.25	YES
SHW Group	348.25	YES

Recommended Firm

LIVONIA PUBLIC SCHOOLS
 TECHNOLOGY DESIGN
 CRITERIA-BASED SELECTION - ALL FIRMS



TECHNOLOGY DESIGNER FIRM	SELECTION CRITERIA	Score	5 = BEST	0 = WORST	
			POINTS	PROPOSED WEIGHT FACTOR	WEIGHTED SCORE
Barton Malow	Proposed methodology / project approach	5	20.00	100.00	
	Relevant education / bond experience	5	15.00	75.00	
	Staff size	5	15.00	75.00	
	Capacity to commit to this project	4	10.00	40.00	
	Proposed fee	3	15.00	45.00	
	Insurance capabilities	5	5.00	25.00	
	Staff expertise	4	20.00	80.00	
	TOTAL			100.00	440.00
		Quantitative Score	4.40	85.00	374.00
		Interview Score	3.40	15.00	51.00
		Total Score		100.00	425.00
Communication by Design	Proposed methodology / project approach	2	20.00	40.00	
	Relevant education / bond experience		15.00	0.00	
	Staff size	2	15.00	30.00	
	Capacity to commit to this project		10.00	0.00	
	Proposed fee	5	15.00	75.00	
	Insurance capabilities		5.00	0.00	
	Staff expertise	3	20.00	60.00	
	TOTAL			100.00	205.00
		Quantitative Score	2.05	85.00	174.25
		Interview Score		15.00	0.00
		Total Score		100.00	174.25
Convergent Technology Partners	Proposed methodology / project approach	4	20.00	80.00	
	Relevant education / bond experience	5	15.00	75.00	
	Staff size	5	15.00	75.00	
	Capacity to commit to this project	5	10.00	50.00	
	Proposed fee	3	15.00	45.00	
	Insurance capabilities	4	5.00	20.00	
	Staff expertise	5	20.00	100.00	
	TOTAL			100.00	445.00
		Quantitative Score	4.45	85.00	378.25
		Interview Score	1.00	15.00	15.00
		Total Score		100.00	393.25

LIVONIA PUBLIC SCHOOLS
 TECHNOLOGY DESIGN
 CRITERIA-BASED SELECTION - ALL FIRMS



Ekert & Associates

Proposed methodology / project approach	4	20.00	80.00
Relevant education / bond experience	4	15.00	60.00
Staff size	3	15.00	45.00
Capacity to commit to this project	5	10.00	50.00
Proposed fee	1	15.00	15.00
Insurance capabilities	5	5.00	25.00
Staff expertise	2	20.00	40.00
TOTAL		100.00	315.00

Quantitative Score	3.15	85.00	267.75
Interview Score		15.00	0.00
Total Score		100.00	267.75

Integrated Design Solutions

Proposed methodology / project approach	5	20.00	100.00
Relevant education / bond experience	5	15.00	75.00
Staff size	5	15.00	75.00
Capacity to commit to this project	5	10.00	50.00
Proposed fee	2	15.00	30.00
Insurance capabilities	5	5.00	25.00
Staff expertise	2	20.00	40.00
TOTAL		100.00	395.00

Quantitative Score	3.95	85.00	335.75
Interview Score	5.00	15.00	75.00
Total Score		100.00	410.75

Metro Technology Services

Proposed methodology / project approach	4	20.00	80.00
Relevant education / bond experience	1	15.00	15.00
Staff size	4	15.00	60.00
Capacity to commit to this project	4	10.00	40.00
Proposed fee	1	15.00	15.00
Insurance capabilities	5	5.00	25.00
Staff expertise	1	20.00	20.00
TOTAL		100.00	255.00

Quantitative Score	2.55	85.00	216.75
Interview Score		15.00	0.00
Total Score		100.00	216.75

Secant Technology

Proposed methodology / project approach	4	20.00	80.00
Relevant education / bond experience	3	15.00	45.00
Staff size	5	15.00	75.00
Capacity to commit to this project	5	10.00	50.00
Proposed fee	2	15.00	30.00
Insurance capabilities	5	5.00	25.00
Staff expertise	2	20.00	40.00
TOTAL		100.00	345.00

Quantitative Score	3.45	85.00	293.25
Interview Score		15.00	0.00
Total Score		100.00	293.25

LIVONIA PUBLIC SCHOOLS
 TECHNOLOGY DESIGN
 CRITERIA-BASED SELECTION - ALL FIRMS



SHW Group

Proposed methodology / project approach	3	20.00	60.00
Relevant education / bond experience	4	15.00	60.00
Staff size	4	15.00	60.00
Capacity to commit to this project	4	10.00	40.00
Proposed fee	4	15.00	60.00
Insurance capabilities	5	5.00	25.00
Staff expertise	4	20.00	80.00
TOTAL		100.00	385.00

Quantitative Score	3.85	85.00	327.25
Interview Score	1.40	15.00	21.00
Total Score		100.00	348.25

Recommended for Interview

LPS RELEVANT TECHNOLOGY DESIGNER SELECTION CRITERIA

The following are Plante Moran's recommendations relating to the technology selection criteria and weighted factors. Information from each firm's proposal will be reviewed and scored according to the criteria definitions as listed below. Firms must meet minimal qualifications established. Interviews will be conducted with the three (3) firms with the highest score for each project type. Once interviews are completed, the Quantitative Score (with a weighted factor of 85%) will be combined with the Interview Score (with a weighed factor of 15%). The firm with the highest score will be recommended for award for that particular project type.

0 = No Info
 1 = Least
 5 = Best
 5 total points available

LPS DISTRICT-WIDE TECHNOLOGY DESIGNER CRITERIA	RANK (POINTS)	WEIGHT FACTOR	WEIGHTED SCORE
Proposed methodology / project approach		20.00	0.00
Relevant education /MI bond experience		15.00	0.00
Staff size		15.00	0.00
Capacity to commit to this project		10.00	0.00
Proposed fee		15.00	0.00
Insurance capabilities		5.00	0.00
Staff expertise		20.00	0.00
TOTAL		100.00	0.00
Quantitative Score	0	85.00	0.00
Interview Score	0	15.00	0.00
Total Score		100.00	

Plante Moran will review each proposal in relation to the scoring listed below. The scoring is to provide guidelines during the proposal review process and Plante Moran will use its professional judgement and industry expertise for applying the score for each firm.

Guidelines:

Proposed methodology and project approach is based on the most logical and least disruptive approach to provide curriculum integration, integration with existing technology, logical phasing with minimal re-work, coordination with construction and professional development activities, and anticipated highest impact on teaching and learning.

Relative (not forced) ranking: 5 for the best approach, 1 for the worst

Relevant education / Michigan bond experience is based on the following number of completed technology projects completed within the past 5 years valued over \$5,000,000 : >7 projects = 5 pts (must include 1 project over \$7 million).; 5 - 6 projects = 4pts; 3 - 4 projects = 3 pts.; 2 projects = 2 pts, 1 = 1 pt.

Staff size is based on the number of technology design staff within the firm and the availability of the project manager and technical design specliasts to commit sufficient time to this project: >= 5 technical design staff = 5 points; 4 = 4 points; 3 = 3 points; 2 = 2 points, 1 = 1 points.

Capacity to commit to this project: Subjective relative ranking comparing number of staff & number, size and duration of existing projects (5 for the best capacity to commit; 1 for the worst)

Proposed Fee will be ranked with lowest fee range receiving 5 points.

Insurance capabilities is based on the ability of the firm to obtain the following aggregate: >\$5,000,000 = 5 pts.; = or >\$4,000,000 categories = 4pts; = or>\$3,000,000 = 3 pts.; = or >\$2,000,000 categories projects = 2 pt; = or >\$1,000,000 categories = 1 pt. Vendors who cannot provide a performance bond in the amount of their fees shall lose 2 points >\$3,000,000 = 3 pts.; = or >\$2,000,000 categories projects = 2 pt; = or >\$1,000,000 categories = 1 pt. Vendors who cannot provide a performance bond in the amount of their fees shall lose 2 points

Staff expertise is based on the technical skills and experience the proposed team has and how many education projects have been completed within the past 5 years. Vendors shall be asked to complete the attached table. We will force rank the vendors on 2 aspects - most projects completed within the past 5 years across all categories and projects completed for the greatest number of categories. **See Attachment A**

Attachment A
Technology Designer - Staff Expertise

	# of completed projects for different education clients (e.g., count 1 per district / university) by proposed team within the past 5 years
Technologies	
End user technologies for teaching and learning	
Enterprise Wireless	
Classroom presentation	
Mobile device and mobile device management	
Workstations and exclusivity agreements	
Video surveillance	
PA and sound systems	
Door access controls	
Network infrastructure	
Servers and virtualization	
Storage / backup technologies	
VoIP/unified communications	
Structured cabling / outdoor fiber plant	
Firewall / intrusion protection / security management tools	
Data center design	
Large group presentation	
TOTAL	