

**RFQ#965697 - EBS R12 Migration and Taleo Implementation  
Evaluation Team Score Sheet**

Offeror	CSS International	Denovo Ventures, LLC	SkyBridge Global, Inc.
Business Plan (20 Points)	20.00	10.00	5.00
Corporate Experience and Capacity (20 Points)	20.00	10.00	2.00
Key Personnel (20 Points)	20.00	5.00	1.00
References of Similar Size and Scope (10 Points)	9.00	5.00	1.00
Cost (30 Points)	18.44	20.14	24.00
<b>Total Evaluation Scores</b>	<b>87.44</b>	<b>50.14</b>	<b>33.00</b>

# Evaluation Comments

## CSS International

### Strengths

**Business Plan:** Thorough, detailed Business Plan that addresses all of Metro's requested information and more. Real draft charter that Metro can utilize. Detailed organizational chart. Detailed admin processes. Project Management Methodology addressed all key elements. Addressed potential risks in specific detail to this project. Knowledge Transfer Strategy provided. Comprehensive narrative on completing work, objectives, schedules, and milestones.

**Corporate Experience and Capacity:** Strong core experience tied to scope of work. Core business structure is ERP business upgrades and continued maintenance with Oracle applications. Completed two implementations from JDE to EBS R12 in the last three years. Significant Metro experience. Ample staffing to meet the needs of this project. Overall financial strength and bilingual knowledge of EBS and JDE at Metro.

**Key Personnel:** Strong experience with key personnel. Project team roles and responsibility was very thorough. Detailed percentage of team effort. Majority of key personnel have worked with Metro.

**References of Similar Size and Scope:** Metro listed with extensive experience. References included a range of public sector experience tied to similar scopes of service.

### Weaknesses

**Business Plan:**

**Corporate Experience and Capacity:**

**Key Personnel:**

**References of Similar Size and Scope:** Historically, references have been tied to commercial sector projects.

## Denovo Ventures, LLC

### Strengths

**Business Plan:** Addressed Metro's specific questions and provided associated charts, etc. Project management methodology was sound and focus was on public sector implementation. Critical success factors were sound and appropriate.

**Corporate Experience and Capacity:** Heavy public sector experience. Good EBS and Taleo experience. Completed one implementation from JDE to Oracle.

**Key Personnel:**

**References of Similar Size and Scope:**

### Weaknesses

**Business Plan:** Phase 1 and Phase 2 were separate, extending project timeline. Proposed using alternative to Taleo. Proposed re-doing the assessment and gap analysis. Charter repeated scope of work and background without providing further detail. Business Plan was proposing too much reliance on internal Project Manager.

**Corporate Experience and Capacity:** Overall information provided in Corporate Experience and Capacity was lacking in detail. Multiple mergers and acquisitions of company. Multiple lines of business that could distract focus from the implementation with Metro. Failed to provide full detail of the requested reference implementations.

**Key Personnel:** Few key personnel assigned having public sector experience. Key personnel that had public sector experience was tied to JDE. Only 11 consultants listed, 2 of which were JDE.

**References of Similar Size and Scope:** 3 government references provided, but not comparable. The one comparable reference was from EBS to cloud, which is not similar.

## SkyBridge Global, Inc.

### Strengths

**Business Plan:**  
**Corporate Experience and Capacity:**  
**Key Personnel:**  
**References of Similar Size and Scope:**

### Weaknesses

**Business Plan:** Generic Business Plan that failed to address Metro's specific requests. Blank charter presented. Blank examples for plan and timeline.

**Corporate Experience and Capacity:** No JDE Experience. No JDE resources proposed on this project. Experience in public sector is minimal. Did not provide average years' experience of their team. Currently in litigation for breach of contract with former customer.

**Key Personnel:** No detail provided for the roles of the key personnel as it relates to this project. No indication of any public sector experience based on the key personnel listed. No JDE resources.

**References of Similar Size and Scope:** None of the requested information was provided for the references. Did not provide requested information on longest relationship. Did not provide comparable project references.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
EBS R12 Migration and Taleo Implementation, RFQ #965697			24	6	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
SkyBridge Global, Inc.	\$8,964,404.00	\$0.00	24.00	0.00	24.00
Denovo Ventures, LLC	\$10,682,071.40	\$0.00	20.14	0.00	20.14
CSS International	\$11,667,000.00	\$0.00	18.44	0.00	18.44