

First Scoring - Fee

Offerer	Lowest Offerer	% Factor	Multiplied by		
			Maximum Eval	Points Assigned	
			Points		
Keefe	\$ 749,006.00	\$ 322,856.96	43.10%	30	12.93
Jpay	\$ 322,856.96	\$ 322,856.96	100.00%	30	30

Second Scoring - Fee

Offerer	Lowest Offerer	% Factor	Multiplied by		
			Maximum Eval	Points Assigned	
			Points		
Keefe	\$ 687,486.00	\$ 261,336.96	38.01%	30	11.40
Jpay	\$ 261,336.96	\$ 261,336.96	100.00%	30	30

First Scoring - SWaM

Offerer	Lowest Offerer	% Factor	Multiplied by		
			Maximum Eval	Points Assigned	
			Points		
Offerers Proposed Use of DMBE certified small businesses as					
	subcontractors				
Keefe	\$ 749,006.00	\$ 54,000.00	7%	7.5	0.54
Jpay	\$ 322,856.96	\$ 86,538.00	26.80%	7.5	2.01

Second Scoring - SWaM

Offerer	Lowest Offerer	% Factor	Multiplied by		
			Maximum Eval	Points Assigned	
			Points		
Offerers Proposed Use of DMBE certified small businesses as					
	subcontractors				
Keefe	\$ 687,486.00	\$ 54,000.00	7.85%	7.5	0.59
Jpay	\$ 261,336.96	\$ 86,538.00	33.11%	7.5	2.48

SCORE SHEET

Solicitation #DOC-XX-XXX, MP3

Offeror: Keefe


Selection Committee Member: Dr. Louis Cej

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	39	<ul style="list-style-type: none"> - Songs download in 8 seconds - Offenders only have to make one trip to the kiosk to receive songs - Staff is experienced and familiar with the VADOC - Security features for the Maxx MP3 player are excellent (mortality timer, stolen/lost player reporting system, etc.) - Offenders can browse songs on the player at their convenience rather than having to browse at kiosk
2. The Offeror's fee proposal	30	11.40	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	<ul style="list-style-type: none"> - Keefe unambiguously commits to the 120 day rollout schedule
4. The Offeror's Small Business Subcontracting Plan	10	.59	
TOTAL	100	70.99	

SCORE SHEET

Solicitation #DOC-XX-XXX, MP3

Offeror: JPay

Selection Committee Member: Dr. Louis Cej 

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	35	<ul style="list-style-type: none"> - Song download takes 24 hours, offenders have to make two trips to the kiosk – one to choose and order songs, and another to pick up the songs - JPay is willing to allow offenders to upgrade to the new JP4 when available for \$15. If JP4 is ready when contract is finalized, will provide JP4 instead - Jpay is primarily a small financial services organization and has less extended experience with corrections.
2. The Offeror's fee proposal	30	30	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	16	<ul style="list-style-type: none"> - Staffing resources would be more labor intensive as staff is not already in place - Not completely committed to 120 day rollout schedule until tour of facilities
4. The Offeror's Small Business Subcontracting Plan	10	2.48	
TOTAL	100	83.48	

SCORE SHEET

Solicitation #1901 - MP3 Player

Offeror: KEEFE

Selection Committee Member: J. Walrath

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	30	Price of player may put it out of reach for a large number of offenders.
2. The Offeror's fee proposal	30	11.40	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	Contractual relationship already exists between Keefe and VADOC.
4. The Offeror's Small Business Subcontracting Plan	10	.59	
TOTAL	100	61.99	

SCORE SHEET

Solicitation #1901- MP3 Player

Offeror: JPay

Selection Committee Member: J. Walrath

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	30	Number of Kiosks required and procedure for choosing/downloading music is a concern at a high security facility.
2. The Offeror's fee proposal	30	30	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	J-Pay already has a contractual relationship with VADOC.
4. The Offeror's Small Business Subcontracting Plan	10	2.48	
TOTAL	100	82.48	

SCORE SHEET

Solicitation #1901 - MP3 Player

Offeror: KEEFE

Selection Committee Member: Greg Williams

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	40	Keefe's composition of the offer is thoroughly covered excluding a detailed description of the key personnel for the project. The documentation is detailed and clear for all areas of the proposal. Keefe's capacity to provide high quality services as required is satisfactory.
2. The Offeror's fee proposal	30	11.40	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	Keef's plan to assist in meeting objectives is detailed and thoroughly discussed/explained in the proposal meetings including site analysis, preliminary installation points, site plans and all areas of deliverables..
4. The Offeror's Small Business Subcontracting Plan	10	.59	
TOTAL	100	71.99	

SCORE SHEET

Solicitation #1901 - MP3 Player

Offeror: JPay

Selection Committee Member: Greg Williams

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	25	JayPay's composition for the offer is thoroughly covered including key personnel to the project. The documentation is detailed and clear for all areas of the proposal. JayPay's capacity to provide high quality services as required is constrained by the installation equipment necessary to support their solution.
2. The Offeror's fee proposal	30	30	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	JayPay's plan to assist in meeting objectives is detailed and thoroughly discussed/explained in the proposal meetings including site analysis, preliminary installation points, site plans and all areas of deliverables..
4. The Offeror's Small Business Subcontracting Plan	10	2.48	
TOTAL	100	77.48	

SCORE SHEET

Solicitation #1901 - MP3 Player

Offeror: Keefe

Selection Committee Member: Mark Moss

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	38	<ul style="list-style-type: none"> • Device construction of MP3 design is adequate • Able to download music from Kiosk onsite • MP3 sound quality is good • Support readily available
2. The Offeror's fee proposal	30	11.40	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	Willing to modify Terms and Conditions
4. The Offeror's Small Business Subcontracting Plan	10	.59	
TOTAL	100	69.99	

SCORE SHEET

Solicitation #1901 - MP3 Player

Offeror: JPay

Selection Committee Member: Mark Moss

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	33	<ul style="list-style-type: none"> • Device construction of MP3 design is adequate • Unable to download music from Kiosk for 24 hrs • MP3 sound quality is good • Support readily available • Willing to Buy back device with the purchase of a new one
2. The Offeror's fee proposal	30	30	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	Willing to modify Terms and Conditions
4. The Offeror's Small Business Subcontracting Plan	10	2.48	
TOTAL	100	85.48	

SCORE SHEET

MP3 Kiosk

Vendor: Keefe Commissary Network

Selection Committee Member: Dr. Louis Get

Evaluation Criteria	Weight	Score	Total	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offerors capacity to provide high quality services as required by the Department of Corrections and described in Section IV. <i>Statement of Need</i>	40	38		<ul style="list-style-type: none"> - System is optimal for the correctional env, as offenders can browse at their leisure and visit the kiosk once for download. - MP3 player is sleek and well designed - Navigation and use is simple and easy to learn - New versions of the MP3 player are being released in the future that are more adv. - No games on the device
2. The Offeror's fee proposal	30	28		<ul style="list-style-type: none"> - 4GB model is \$99.95, 8GB is \$119.95. This makes it \$50 more expensive than JPlay.
3. The contractual terms which would govern the relationship between the Department of Corrections and the selected Contractor	20	20		<ul style="list-style-type: none"> - All contractual terms are accepted. - Implementation schedule is ~150 days, which is acceptable.
4. The Offerors commitment for participation of small, women-owned, and minority businesses	10	8		<ul style="list-style-type: none"> Will be using ShawnTech Corporation for kiosk installation and maintenance.

100 94

JPay	Keefe	
<ul style="list-style-type: none"> - Program is free to the DOC. - Cost of the MP3 player is \$49.99 for the 4GB model, no other pricing given. 	<ul style="list-style-type: none"> - Program is free to the DOC. - Cost of MP3 player is \$99.95 for the 4GB model, \$119.95 for the 8GB model 	
<ul style="list-style-type: none"> - No commission offered. 	<ul style="list-style-type: none"> - Commission is: <ul style="list-style-type: none"> o \$8.00 on the 4GB player, o \$10.00 on the 8GB player. 	<p>Commission</p>
<ul style="list-style-type: none"> - Offenders must connect to the kiosk to browse the catalog and select desired songs and place an order for the songs. The order must then be processed, which takes 24 hr. The offender must then return to the kiosk in order to download the cleared songs. Can be more time consuming, more logistics involved in getting offenders out of their cells twice. 	<ul style="list-style-type: none"> - Offenders can browse the music catalog from the device, and place desired songs in a queue. - When connected to the kiosk, the songs placed in the queue are downloaded up to the amount of credits that the offender has in their account. No return visit required to collect songs, less time required to bring offenders to kiosks. 	<p>System</p>
<ul style="list-style-type: none"> - Headphones and batteries are included with the device. - Device has games included (Sudoku, puzzle game). 	<ul style="list-style-type: none"> - Headphones, batteries, and an ac adapter are included with MP3 player - Detachable keyboard is available for purchase 	<p>Accessories</p>
<ul style="list-style-type: none"> - Screen is small, and seems to be pixelated. - Volume adjustment is confusing and seems to work properly only half of the time. Back function is not inherent. Overall, the device seems more cheaply made than the competitor's device. Not as sturdy or sleek. 	<ul style="list-style-type: none"> - Sleek design, screen is clear and large, which makes the text easier to read - Navigation is simple, device is much more easier to use - Has a less cheap feel to it - Comes with external batteries, which is preferable because at the end of battery life, the entire device does not need to be replaced 	<p>Actual Device</p>
<ul style="list-style-type: none"> - The MP3 player comes engraved with the offenders name and number and will recognize only that offender's account. If the player is used to attempt to open another account, it will freeze and can only be unlocked by agency staff or a JPay employee. 	<ul style="list-style-type: none"> - Has a mortality feature which requires the device to be connected to the kiosk every 30 days, or it is disabled until the device is connected - If the device is stolen, it can be fraud locked, and when the device is connected to a kiosk, it will report the time, date, and location - These two features used together are an excellent deterrent against theft 	<p>Security Features</p>

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SCORE SHEET

MP3 Kiosk

Vendor: JPay

Selection Committee Member: Dr. Lewis Cai

Evaluation Criteria	Weight	Score	Total	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offerors capacity to provide high quality services as required by the Department of Corrections and described in Section IV: Statement of Need	40	30		- Company is versatile - nice that you can order the MP3 player online so that families and friends can purchase for offender, nice that offender can access music post-release. - Confusing navigation, screen is pixelated, device seems "cheap". System is also not optimal for corrections. - Battery is internal - what if it fails? - Nice that kiosk can do V.V., email, banking
2. The Offeror's fee proposal	30	30		MP3 player (4GB version) is \$49.99, \$50 cheaper than Keeefe device.
3. The contractual terms which would govern the relationship between the Department of Corrections and the selected Contractor	20	20		- All terms are accepted by JPay. - Implementation schedule is ~ 5 months, which is acceptable.
4. The Offerors commitment for participation of small, women-owned, and minority businesses	10	8		- Pledges a commitment of at least \$10,000, up to \$150,000, annually to SWaM businesses.

100 88

Cost	Commission	System	Accessories	Actual Device	Security Features
<ul style="list-style-type: none"> - Program is free to the DOC. - Cost of MP3 player is \$49.99 for the 4GB model, no other pricing given. 	<ul style="list-style-type: none"> - Commission is: <ul style="list-style-type: none"> o \$8.00 on the 4GB player, o \$10.00 on the 8GB player. 	<ul style="list-style-type: none"> - Offenders can browse the music catalog from the device, and place desired songs in a queue. - When connected to the kiosk, the songs placed in the queue are downloaded up to the amount of credits that the offender has in their account. - No return visit required to collect songs, less time required to bring offenders to kiosks. 	<ul style="list-style-type: none"> - Headphones, batteries, and an ac adapter are included with MP3 player - Detachable keyboard is available for purchase 	<ul style="list-style-type: none"> - Sleek design, screen is clear and large, which makes the text easier to read - Navigation is simple, device is much more easier to use - Has a less cheap feel to it - Comes with external batteries, which is preferable because at the end of battery life, the entire device does not need to be replaced 	<ul style="list-style-type: none"> - Has a mortality feature which requires the device to be connected to the kiosk every 30 days, or it is disabled until the device is connected - If the device is stolen, it can be fraud locked, and when the device is connected to a kiosk, it will report the time, date, and location - These two features used together are an excellent deterrent against theft
<ul style="list-style-type: none"> - Program is free to the DOC. - Cost of the MP3 player is \$49.99 for the 4GB model, no other pricing given. 	<ul style="list-style-type: none"> - No commission offered. 	<ul style="list-style-type: none"> - Offenders must connect to the kiosk to browse the catalog and select desired songs and place an order for the songs. The order must then be processed, which takes 24 hr. - The offender must then return to the kiosk in order to download the cleared songs. - Can be more time consuming, more logistics involved in getting offenders out of their cells twice. 	<ul style="list-style-type: none"> - Headphones and batteries are included with the device. - Device has games included (Sudoku, puzzle game). 	<ul style="list-style-type: none"> - Screen is small, and seems to be pixelated. - Volume adjustment is confusing and seems to work properly only half of the time. - Back function is not inherent. - Overall, the device seems more cheaply made than the competitor's device. Not as sturdy or sleek. 	<ul style="list-style-type: none"> - The MP3 player comes engraved with the offenders name and number and will recognize only that offender's account. If the player is used to attempt to open another account, it will freeze and can only be unlocked by agency staff or a JPay employee.

\$866
 \$39.99
 \$99.95

SCORE SHEET
MP3 Kiosk

Vendor: Keefe
 Selection Committee Member: Greg Williams

Evaluation Criteria	Weight	Score	Total	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offerors capacity to provide high quality services as required by the Department of Corrections and described in <i>Section IV: Statement of Need</i>	40	40	40	Response included key personnel committed to project and offers that capacity to provide services required.
2. The Offeror's fee proposal	30	25	25	Although response states the service will be provided to DOC at no cost I'm concerned about additional costs incurred from the install of the satellite system.
3. The contractual terms which would govern the relationship between the Department of Corrections and the selected Contractor	20	20	20	Response included detailed terms for governing the relationship between DOC and contractor.
4. The Offerors commitment for participation of small, women-owned, and minority businesses	10	8	8	Response included the utilization of a SWAM subcontractor.

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SCORE SHEET
MP3 Kiosk

Vendor: JayPay

Selection Committee Member: Greg Williams

Evaluation Criteria	Weight	Score	Total	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offerors capacity to provide high quality services as required by the Department of Corrections and described in <i>Section IV: Statement of Need</i>	40	40	40	Response included key personnel committed to project and offers that capacity to provide services required.
2. The Offeror's fee proposal	30	25	15	Response did not state the service will be provided to DOC at no cost. Response did not mention who would cover the costs of installation. Response mentions the utilization of existing network resources without referencing who will pay for the additional bandwidth utilization.
3. The contractual terms which would govern the relationship between the Department of Corrections and the selected Contractor	20	20	20	Response included detailed terms for governing the relationship between DOC and contractor.
4. The Offerors commitment for participation of small, women-owned, and minority businesses	10	8	8	Response included the utilization of a SWAM subcontractor.

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SCORE SHEET
MP3 Kiosk

Vendor: KCN

Selection Committee Member: John F. Walrath

Evaluation Criteria	Weight	Score	Total	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offerors capacity to provide high quality services as required by the Department of Corrections and described in <i>Section IV: Statement of Need</i>	40	35	35	MP3 player must have batteries installed, even when under AC power. Sussex II does not currently allow batteries. Kiosk allowing 4 simultaneous connections is excellent. Music catalog is located on each individual MP3 player, allowing for offenders to take choose their music on their own time. This is a strong selling point to a population of almost 1,300 offenders. Large music catalog. Implementation time is long, but acceptable considering the amount of work to be done.
2. The Offeror's fee proposal	30	25	60	MP3 players offered by KCN are expensive to the point of being out-of-reach for some offenders.
3. The contractual terms which would govern the relationship between the Department of Corrections and the selected Contractor	20	20	80	KCN has a current contractual relationship with VaDOC handling offender commissary.

4. The Offerors commitment for participation of small, women-owned, and minority businesses	10	10	90		KCN is committed utilization of SWaM vendors.

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SCORE SHEET
MP3 Kiosk

Vendor: J/Pay

Selection Committee Member: John F. Walrath

Evaluation Criteria	Weight	Score	Total	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offerors capacity to provide high quality services as required by the Department of Corrections and described in <i>Section IV: Statement of Need</i>	40	20	20	b. JPay's music catalog is stored on the kiosk in the living unit. This can lead to long lines, frustration and disruptions as our offenders are high security and most are not familiar with MP3 technology. Sussex II does not currently allow batteries. Implementation timeline is long, but acceptable considering the amount of work to be done.
2. The Offeror's fee proposal	30	30	50	f. Price of the player is excellent
3. The contractual terms which would govern the relationship between the Department of Corrections and the selected Contractor	20	20	70	JPay currently has a working relationship with DOC handling offender banking.
4. The Offerors commitment for participation of small, women-owned, and minority businesses	10	10	80	d. JPay understands and is in compliance with VaDOC's SWaM policy.

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SCORE SHEET

Solicitation #1901 - MP3 Player

Offeror: Keefe

Selection Committee Member: Mark Moss

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	35	<ul style="list-style-type: none"> • Device construction of MP3 design is adequate • Able to download music from Kiosk onsite • MP3 sound quality is good • Support readily available
2. The Offeror's fee proposal	30	12.93	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	Willing to modify Terms and Conditions
4. The Offeror's Small Business Subcontracting Plan	10	0.54	
TOTAL	100	68.47	

SCORE SHEET

Solicitation #1901- MP3 Player

Offeror: JPay

Selection Committee Member: Mark Moss

Evaluation Criteria	Weight	Score	Comments
1. The composition of the Offeror, including key personnel committed to this project, and the Offeror's capacity to provide high quality services as required by the DOC and described in section IV: Statement of Needs	40	38	<ul style="list-style-type: none"> • Device construction of MP3 design is adequate • Unable to download music from Kiosk for 24 hrs • MP3 sound quality is good • Support readily available
2. The Offeror's fee proposal	30	30	
3. The contractual terms which would govern the relationship between the DOC and the selected Contractor	20	20	Willing to modify Terms and Conditions
4. The Offeror's Small Business Subcontracting Plan	10	2.01	
TOTAL	100	90.01	