

From: John Cook [mailto:john.cook@isg-one.com]
Sent: Tuesday, August 29, 2017 12:48 PM
To: Whitney Elizabeth Smith <wesmith@uark.edu>
Cc: David E. Bruce <dbruce@uark.edu>; Alan M. Greenberg <amgreenb@uark.edu>; Becky McCoy <remccoy@uark.edu>; Walter F. Green <walterg@uark.edu>; Stephen Herzig <herzig@uark.edu>; Kerry A. Bear McLaughlin <kerrym@uark.edu>
Subject: RE: IAM Intent to Award to Okta

Whitney:

The Evaluation Team for RFP 644456, IAM Software and Services, has completed the review and evaluation of proposals for phase 1 of the RFP, IAM software. Proposals were received on July 17, 2017 from the following vendors:

1. Active Cyber / Okta
2. CTI Global / Sailpoint / Ping / CyberArk
3. Dell / Onedidentity
4. Fischer
5. IBM
6. Infosys / CA
7. Simeio/ Oracle

The Evaluation Team was given the proposals on July 18 for review. The Team met on July 24 to discuss the proposals. After discussions and preliminary scoring, the Team short-listed the vendors to four firms from which it wanted to see software demonstrations:

1. Active Cyber / Okta
2. Dell / Onedidentity
3. Fischer
4. IBM

Software demonstrations were held August 1 – 4. Each vendor had one day to present its products to the Evaluation Team using the demonstration script provided by the University. Reference checks were also conducted on the four firms. The Team met on August 7 to discuss the results of the demonstrations and the additional information gathered. Following scoring, the Team named two finalists from whom to request a Best and Final Offer:

1. Active Cyber / Okta
2. IBM

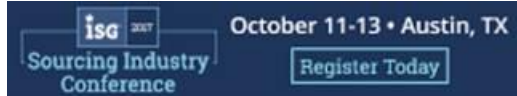
The BAFO was received on August 23. This revised costing was combined with technical scores for a final evaluation result.

The Evaluation Team recommends the award of the RFP 644456, IAM Software and Services, Phase 1 to Active Cyber / Okta. The evaluation forms and supporting documentation have been delivered to your office.

Thank you for your assistance with this process.

John Cook

Director, Public Sector
+1 512 779 6392 mobile



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EVALUATION SUMMARY

ROUND 1a (pre-discussion) July 24, 2017		Total Possible Points	Vendor Scores						
Criteria 1 - Functionality, Capability and Integration of Solution	Criteria 2 - Qualifications and Experience		Active Cyber	CTI Global	Dell	Fischer	IBM	Infosys	Simeio
50	20		47.50	39.00	47.33	44.33	49.50	32.50	40.00
			18.50	18.00	17.33	18.33	18.00	11.50	15.00
SUBTOTAL Technical Proposal		70	66.00	57.00	64.67	62.67	67.50	44.00	55.00
Cost Proposal		30	17.58	9.87	24.23	22.08	30.00	8.64	13.80
TOTAL Round 1B Score		100	83.58	66.87	88.90	84.75	97.50	52.64	68.80
			4 6 2 3 1 5						

ROUND 1b (post-discussion) July 24, 2017		Total Possible Points	Vendor Scores						
Criteria 1 - Functionality, Capability and Integration of Solution	Criteria 2 - Qualifications and Experience		Active Cyber	CTI Global	Dell	Fischer	IBM	Infosys	Simeio
50	20		48.40	35.80	47.60	40.40	40.80	34.00	40.60
			18.40	15.20	15.80	14.20	15.20	11.40	13.40
SUBTOTAL Technical Proposal		70	66.80	51.00	63.40	54.60	56.00	45.40	54.00
Cost Proposal		30	17.58	9.87	24.23	22.08	30.00	8.64	13.80
TOTAL Round 1 Score		100	84.38	60.87	87.63	76.68	86.00	54.04	67.80
			3 6 1 4 2 7 5						

ROUND 2 August 7, 2017		Total Possible Points	Vendor Scores			
Criteria 1 - Functionality, Capability and Integration of Solution	Criteria 2 - Qualifications and Experience		Active Cyber Okta	Dell Onedentify	Fischer	IBM
50	20		48.20	33.00	39.00	38.00
			19.00	16.00	12.20	13.40
SUBTOTAL Technical Proposal		70	67.20	49.00	51.20	51.40
Cost Proposal		30	17.58	24.23	22.08	30.00
TOTAL Round 2 Score		100	84.78	73.23	73.28	81.40
			1 4 3 2			

BAFO August 23, 2017		Total Possible Points	Vendor Scores		
Active Cyber Okta	Fischer	IBM			

EVALUATION SUMMARY

Criteria 1 - Functionality, Capability and Integration of Solution	50	48.20			38.00
Criteria 2 - Qualifications and Experience	20	19.00			13.40
SUBTOTAL Technical Proposal	70	67.20			51.40
Cost Proposal	30	21.37			30.00
TOTAL Round 2 Score	100	88.57			81.40

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