
Notice of Intent to Certify Sole Source

To: Interested Parties
From: Craig P. Orgeron, Ph.D.
Date: December 8, 2015
RE: Sole Source Notice Number 3861 to provide maintenance renewal for the Mississippi Department of Transportation, Decision Lens software
Contact Name: Bill Brinkley
Contact Phone Number: 601-432-8149
Contact E-mail Address: Bill.Brinkley@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 3861 for software maintenance renewal of the Decision Lens software for MDOT, please be advised that ITS intends to award to Decisions Lens, Inc. as the sole source provider of the software maintenance through June, 2019, at a total not-to-exceed lifecycle cost of \$297,204.99. For an explanation regarding Mississippi state law, policies, and procedures for sole source procurements, refer to Attachment C: Sole Source Procurement Overview.

Sole Source Criteria

1. The product or services being purchased must perform a function for which no other product or source of services exist:

MDOT has used Decision Lens to evaluate and prioritize key construction projects and then develop a detailed, comprehensive, multi-year capital plan optimizing and organizing capital dollars in regards to project timelines, construction dependencies and value to the state. MDOT has made a business decision to continue using Decision Lens. The customer's Sole Source Certification is attached as Exhibit A.

2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services:

Using Decision Lens' functionality, MDOT has been able to quickly and dynamically create long-range planning scenarios as new projects are added to the portfolio and/or as funding levels or priorities change. MDOT has relied on the important insights derived from Decision Lens' resource balancer and scenario management functionality to identify both short and long-range planning bottlenecks and allow MDOT decision makers to balance capital resources dynamically. MDOT has made

a business decision to continue using Decision Lens. The customer's Sole Source Certification is attached as Exhibit A.

3. The product or services must be available only from the manufacturer and not through resellers who could submit competitive pricing for the product or services:

Decision Lens is the only software on the market that provides MDOT with functionality for complex capital portfolio planning at the lowest possible cost. Decision Lens supports the end-to-end business planning process, including dynamic optimization. Decision Lens holds current patents and has more pending, with a suite of unique algorithms (including Analytical Hierarchy Process (AHP) and genetic algorithms) combined. Decision Lens, Inc. has certified that Decision Lens is not available from any other source. The vendor's Sole Source Certification letter is attached as Exhibit B.

Schedule

Task	Date
First Advertisement Date	12/08/2015
Second Advertisement Date	12/15/2015
Response Deadline From Objectors	12/29/2015 at 3:00 PM Central
Notice of Award/No Award Posted	Not before 12/30/2015

Project Details

MDOT has made a request for a 3-year renewal of maintenance for the Decision Lens software, a project prioritization and resource optimization analytic software suite. ITS issued a sole source approval to MDOT for the original purchase of the Decisions Lens software on August 9, 2012, at a total 3-year not-to-exceed lifecycle cost of \$297,205.00. MDOT has used this software to help prioritize transportation projects based on current and future construction budgets. Decision Lens allocates funds to projects or a group of projects that provide the highest return on investment or the most value.

The software maintenance renewal is required to continue software support and upgrades from Decision Lens.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that maintenance of the Decision Lens software should not be certified as a sole source should provide information in the following format for the state to use in determining whether or not to proceed with awarding the Sole Source contract with Decision Lens.

- 1.1 Interested Party Information
 - 1.1.1 Contact Name, Phone Number and email address
 - 1.1.2 Company Website URL, if applicable
- 1.2 Objection to Sole Source Certification

- 1.2.1 Interested parties must present specific objections to the Sole Source certification using the criteria listed above.
- 1.2.2 A statement regarding the Interested Party's capabilities as related to this Sole Source Certification Request.
- 1.3 Comments will be accepted at any time prior to Tuesday, December 29, 2015, at 3:00 p.m. (Central Time) to Bill Brinkley at Bill.Brinkley@its.ms.gov or at the Mississippi Department of Information Technology Services, 3771 Eastwood Drive, Jackson, Mississippi 39211. Responses may be delivered by hand, via regular mail, overnight delivery, e-mail, or by fax. Fax number is (601) 713-6380. ITS WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach ITS on time. Interested Parties may contact Bill Brinkley to verify the receipt of their Responses. Responses received after the deadline will be rejected.
- 1.4 Interested Party responses should include the following information:

SUBMITTED IN RESPONSE TO
Sole Source Certification No. 3861-42217
Accepted until December 29, 2015 @ 3:00 p.m.,
ATTENTION: Bill Brinkley

If you have any questions concerning the information above or if we can be of further assistance, please contact Bill Brinkley at 601-432-8149 or via email at Bill.Brinkley@its.ms.gov.

- Attachment A: Customer Sole Source Certification Request
- Attachment B: Vendor Correspondence
- Attachment C: Sole Source Procurement Overview

cc: ITS Project File Number 42217

Attachment A: Customer Sole Source Certification Request



3771 Eastwood Drive
 Jackson, Mississippi 39211
 Phone: 601-432-8000 Fax: 601-712-

Sole Source Certification Request

Project Title: Decision Lens Main Renewal			Stimulus (ARRA) Funds? Yes__ No X		
Customer Contact Information					
Agency/Public University: Department of Transportation Address: 401 North West Street Jackson, MS 39201			Contact Person: Bo Dickerson Phone: 601-359-7483 Fax: Email Address: bdickerson@mdot.ms.gov		
MAGIC Customer Number (only required from state agencies): 7000000251 (MDOT –Transportation Jackson)			Division/Dept: Handmail: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Project Summary Narrative Description of Project (include details of original acquisition if applicable): 3 year maintenance renewal for MDOT Decision Lens software, a project prioritization and resource optimization analytic software suite. MDOT uses this software to help prioritize transportation projects based on current and future construction budgets. Decision Lens allocates funds to projects or a group of projects that provide the highest return on investment or the most value.					
ITS Acquisition Approval (CP-1) should be effective through this date (Please allow time for all vendor invoices to be paid):					
Cost Estimates <i>Fiscal Year</i>	<i>Initial Costs</i>	<i>Ongoing Costs</i>	Time Constraints Item Needed by: 8/31/15 Funds Expire:	Anticipated Lifecycle of Products/System (i.e. estimated years of effective use): 3 year	
2016	\$99,068.33		Discuss Funding (e.g. how much of needed funding is definite; total project budget; any matching or other non state funds) This purchase is fully funded using state and federal funds (State Planning and Research (SPR) funds). 80% federal funds and 20% state match.		
2017	\$99,068.33				
2018	\$99,068.33				
Total	\$297,204.99	\$0.00			
Acquisition Details					
Items Requested		Quantity	Description		Building Location(s)
Decision Lens Solution		3 years	Decision Lens 3 (DL3) web-based, rich internet application license		MDOT Administration Building Planning Division 401 North West Street Jackson, MS 39201
Describe platform & infrastructure (connectivity; software/hardware platforms; utilization of State Data Center resources: mainframe, eGovernment portal, payment engine, document management, hosting). For equipment or hosting outside the State Data Center, attach justification: Decision Lens is a cloud-based, comprehensive and collaborative product for prioritization and resource optimization.					
Progress to Date: What has been done related to this project, including any communication with ITS staff (data/voice/procurement/other)?					
Sole Source Certification Note: Certification must be renewed for each revision or continuation of previous Sole Source Approvals.					
Specific business requirements to be met by the requested products or services: MDOT has used Decision Lens to evaluate and prioritize key construction projects and then develop a detailed, comprehensive, multi-year capital plan that optimizes and organizes capital dollars in regards to project timelines, construction dependencies and value to the state.					
Explain why these products or services are the only ones that can meet your needs (include unique features/special functionality): Using Decision Lens' functionality, MDOT has been able to quickly and dynamically create long-range planning scenario as new projects are added to the portfolio and/or as funding levels or priorities change. MDOT has relied on the important insights derived from DecisionLens' resource balancer and scenario management functionality to identify both short and long-term planning bottlenecks and allow MDOT decision makers to balance their capital resources dynamically.					
Specific features unique to Decision Lens and useful to MDOT capital planning uses include:					
<ul style="list-style-type: none"> • Analysis & Scenario Planning functionality – “on the fly” sensitivity analysis at multiple levels of the portfolio • Tracking Metrics – ability to create custom data fields for capturing and sharing business case information, project data, and metrics • Geomapping – ability to visualize project location on in-application map • Resource allocation – ability to optimize on time, money and personnel; variability analysis in mixed funding pool scenarios. 					

Attachment A: Customer Sole Source Certification Request

<p>Explain why the source is the only entity that can provide the products or services (Include other products/vendors researched or evaluated): Decision Lens is the only software on the market that provides state DOTs with superb functionality for complex capital portfolio planning at the lowest possible cost. While other software companies may claim to provide similar prioritization capabilities, none provides a comprehensive set of features to support the end-to-end business planning process, including dynamic optimization, nor can provide the superior, web-based user experience and professional support and training as Decision Lens. With 8 current patents and 8 more pending, Decision Lens suite of unique algorithms (including Analytical Hierarchy Process (AHP) and genetic algorithms) combine to create the stand-out prioritization tool for decision-making for the transportation industry.</p>	
<p>Explain why the amount to be expended for the services is reasonable:</p>	
<p>Explain what your agency did to obtain the best possible price for the services:</p>	
<p>Vendor's Certification of Sole Source attached: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Vendor's proposal submitted: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p>	
<p>MAGIC Vendor Code(s) Vendor must be in MAGIC before a CP-1 can be issued.</p>	
<p>Place Order To Vendor Name: Decision Lens Inc. Vendor Address: 4250 N Fairfax Drive STE 1410 Arlington, VA 22203</p>	<p>Remit To Vendor Name: Decision Lens Inc. Vendor Address: 4250 N Fairfax Drive STE 1410 Arlington, VA 22203</p>

By my signature, I certify that, to the best of my professional knowledge: the requested product or services are a sole source as outlined in the ITS Procurement Handbook, Rule 207.2:013-030 Procurement Types: Sole Source, and as outlined in Mississippi Code annotated Section 31-7-13. In addition, I acknowledge that there is a charge for ITS procurement services associated with this request which will be billed to the requestor by ITS and that my agency/public university is responsible for these charges/costs.

Melinda L. McGrath, Executive Director
 Name (Agency Head or Public University CIO)/Title

Melinda L. McGrath 12/9/15
 Signature Date



July 9, 2015

Jeff Ely
State Planning Engineer
Mississippi Department of Transportation
MDOT Administration Building
7th Floor – 85-01
401 North West Street
Jackson, MS 39201

Subject: Certification Letter of Sole Source Provider

Dear Mr. Ely:

Please accept this letter as official documentation to certify that Decision Lens, Inc. is the sole creator, developer and maintenance provider of Decision Lens software. Decision Lens is a cloud-based, comprehensive and collaborative product for prioritization and resource optimization.

Decision Lens is the only software on the market that provides state DOTs with superb functionality for complex capital portfolio planning at the lowest possible cost. While other software companies (for example, Expert Choice) may claim to provide similar prioritization capabilities, none provides a comprehensive set of features to support the end-to-end business planning process, including dynamic optimization, nor can provide the superior, web-based user experience and professional support and training as Decision Lens. With 8 current patents and 8 more pending, Decision Lens suite of unique algorithms (including Analytical Hierarchy Process (AHP) and genetic algorithms) combine to create the stand-out prioritization tool for decision-making for the transportation industry.

For the past three years, MDOT has used Decision Lens to evaluate and prioritize key construction projects and then develop a detailed, comprehensive, multi-year capital plan that optimizes and organizes capital dollars in regards to project timelines, construction dependencies and value to the state. Using Decision Lens' functionality, MDOT has been able to quickly and dynamically create long-range planning scenarios as new projects are added to the portfolio and/or as funding levels or priorities change.

4075 Wilson Blvd. 9th Floor
Arlington, Virginia 22203
decisionlens.com
(703) 399-2700



Specific features unique to Decision Lens and useful to MDOT capital planning uses include:

- Analysis & Scenario Planning functionality – “on the fly” sensitivity analysis at multiple levels of the portfolio
- Tracking Metrics – ability to create custom data fields for capturing and sharing business case information, project data, and metrics
- Geomapping – ability to visualize project location on in-application map
- Resource allocation – ability to optimize on time, money and personnel; variability analysis in mixed funding pool scenarios.

Over the last three years, MDOT has relied on the important insights derived from Decision Lens’ resource balancer and scenario management functionality to identify both short and long-term planning bottlenecks and allow MDOT decision makers to balance their capital resources dynamically.

Decision Lens is currently used by 17 state DOTs and transit agencies throughout the United States and is seen as the best product for vastly improving state transportation portfolio planning processes. Other software systems have been evaluated in the market, but no other has the advanced features and functionality of Decision Lens. Decision Lens remains the best choice for MDOT for the reasons detailed above.

We trust this letter serves your certification requirements. Should you require additional information, please feel free to contact our office.

Thank you for your interest in our products.

Regards,

A handwritten signature in black ink, appearing to read "Mark Paiewonsky".

Mark Paiewonsky
VP and Controller

Attachment C: **Sole Source Procurement Overview**

The acquisition of information technology for all state agencies and institutions of higher learning (IHLs) is within the scope of the ITS law, found in Mississippi Code Section 25-53-1, et seq., and the policies and procedures established in accordance with this statute, found in the ITS Procurement Handbook posted on the ITS website (www.its.ms.gov).

ITS enabling legislation requires that information technology hardware, software and services be acquired in a manner that insures the maximum of competition among all manufacturers and suppliers of such equipment and services. Accordingly, ITS promotes full and open competition through the issuance of open specifications and the objective evaluation of Interested Party proposals to determine the lowest and best offering to meet an agency's or public university's business requirements. True competition protects the integrity and credibility of purchasing in the public sector and is essential in providing best value and adequate contractual protection for the purchasing entity. In certain limited situations, information technology acquisitions may be sole-sourced.

ITS utilizes the provisions of Public Purchasing Law for Sole Source and Emergency procurements of information technology. Mississippi Public Purchasing Law (Mississippi Code Section 31-7-13) specifies that noncompetitive items available from one source only be exempted from bid requirements (sole-sourced). ITS statute, in Section 25-53-5 (p), permits ITS to utilize provisions in Public Purchasing Law or regulations, when applicable.

Per Public Purchasing law, acquisitions must meet the following criteria to be authorized as sole source:

1. The product or services being purchased must perform a function for which no other product or source of services exists,
2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services, AND
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services. The vendor's correspondence regarding this criterion for this project is included as Attachment B.

By policy as documented in the ITS Procurement Handbook, acquisitions of IT services must include the following information to be authorized as sole source:

1. An explanation about why the amount to be expended is reasonable, and
2. An explanation regarding the efforts by the purchaser to obtain the best possible price.

For state agencies, approval of all technology purchases with a lifecycle cost of \$5,000 or less, including sole source purchases, has been delegated to the agency. The ITS Procurement Limits Policies for Agencies (a section in the ITS Procurement Handbook) require a minimum of two competitive written bids or proposals for technology purchases with a lifecycle cost over \$5,000 but not over \$50,000 (not over \$25,000 for projects funded by the American Recovery and Reinvestment Act). Since, for single source items, the procuring agency will be unable to obtain two written bids, ITS must certify all sole source acquisitions of information technology with a lifecycle cost greater than \$5,000.

Institutions of Higher Learning (IHLs) or public universities have been delegated the authority to certify sole source procurements up to \$250,000 lifecycle cost under the ITS Procurement Limits Policies for IHLs (a section in the ITS Procurement Handbook). For the certification of sole source procurements delegated to the CIOs at public universities, the public university must follow ITS' Sole Source Procedure, including advertisement of the intent to award as sole source. Institutions

Attachment C: **Sole Source Procurement Overview**

certifying a sole source purchase must ensure the criteria listed above are met and documented in writing by the institution and the Interested Party prior to certifying a product or service as sole source. Sole source documentation must be reviewed and approved by the IHL's CIO for any sole-source certification above \$5,000. All sole source documentation should be retained in the public university's procurement file. Sole source requests above \$250,000 lifecycle cost require ITS approval.

Other than the delegations outlined above, all sole source technology procurements must be certified by ITS. The customer's Sole Source Certification Request for this project is included as Attachment A.

ITS thoroughly reviews Sole Source Certification Requests, determining if competing products and/or services exist. If so, ITS conducts a competitive procurement. If ITS' review confirms the sole source, then a Sole Source advertisement is issued, giving other Interested Parties an opportunity to identify competing products and/or services. Based upon the results of the Sole Source advertisement, ITS will either certify the request as a sole source or conduct a competitive procurement.