



**Bid Synopsis
For
Grant Identification & Writing Services**

RFP Issued & Publicly Posted: 04/05/2022	Public Postings: Livingston Co. Website (livgov.com) BidNet (bidnetdirect.com/mitn)
Solicitation: RFP-LC-22-08	
RFP Due Date: 06/03/22	Proposals Received: 3

The Evaluation Committee has completed evaluation of the proposals received for the Request for Proposals referenced above. Below is a recap of the bid evaluation.

The RFP was publicly posted. Three responses were received as follows:

1. Innovative Funding Partners
2. JetCo Solutions
3. White Pine Solutions

All bidders submitted their responses within the timeframe outlined in the RFP. A summary of the Evaluation Committee review follows:

Innovative Funding Partners – This bid response indicated an overall grant success rate of 75%. They had a very well-structured work plan, and their strategy is to only submit grants with a high probability of funding rather than submitting a large amount of grants. This was determined by the evaluators to reflect an efficient use of resources and time. The biographies and resumes submitted demonstrate a qualified and experienced staff, and they submitted solid county and governmental references. Their process includes working closely with county subject matter experts, which is a plus. Innovative Funding Partners clearly has the capacity to perform according to the RFP requirements, and the firm has demonstrated success. Their pricing model depends on the level of service and the number of grants.

JetCo Solutions – This is a Michigan-based company with two offices in Michigan. They indicated \$4 billion in awards. They are a GSA contract holder, and hold State of Michigan and Oakland County contracts, as well as a large list of other clients. JetCo Solutions appears to be very heavily focused and strong in project management, and utilize an ERP solution for grant management. Their approach would be to identify the funding needs of the county and then seek grants for those needs rather than seeing what grants exist that might fit the county's needs. The Pricing Proposal estimates \$10,000 per grant application including "program management" and \$2,000 per month for "ongoing grant research." This pricing is roughly half of the Innovative Funding Solutions (IFS) proposal, but the value to the county is unclear as JetCo's experience is less than IFS.

White Pine Solutions – This proposal response did not specify their success rate and did not provide information on grants they have written and received for municipalities. The references provided were lacking in that the phone number for one was not valid, and another reference was for a strategic plan and not grant writing. The company appears very new with a short track record to review, although individual experience was mentioned. The three staff members identified in the response appear to have experience with an extremely limited scope of grant specialties focused in the areas of higher education and the arts. The only successful grant awards identified by name are in the field of education, and the response did not provide



evidence that any staff member is proficient in the post-award stages of grant management, such as reporting and closeout.

Based on the review of the technical proposals, the evaluation committee determined that Innovative Funding Partners and JetCo Solutions would be invited to participate in oral interviews. Interviews were held during the afternoon of September 13, 2022. Each company was provided the opportunity to present their proposal, focus on specific areas they would like to highlight, identify their differentiators over other competition, and how they would provide grant identification and writing services to the county.

It was the general consensus of the evaluation committee that Innovative Funding Partners did a better job in their presentation during the interviews. Their presentation was organized, easy to follow, and they were well prepared. The JetCo Solutions presentation was brief and light on details. It seemed disjointed at times, although it did align with the main points of their technical proposal and was mainly a high-level recap of the proposal.

After internal discussions and discussions with the Michigan Association of Counties CoPro+ Program staff, it is being recommended that Livingston County host contracts for Grant Identification and Writing Services on behalf of the CoPro+ Program. It was determined that Innovative Funding Partners and JetCo Solutions are both qualified to provide these services, and there has been interest from other governmental entities in this program.

The resulting contracts will be available to any Michigan public governmental entity (county, city, township, etc.) and will offer a means for these entities to receive services without duplicating the bid process. Livingston County would have the option to utilize these contracts as much or as little as needed.