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ADAM GREGG, LT. GOVERNOR

ANNETTE DUNN
CHIEF INFORMATION OFFICER

May 3, 2021

To all RFP bidders,

The State evaluation committee has reviewed, evaluated, and scored the proposals received in response to RFP #0321-286-01 issued on behalf of the State Library of Iowa (representing a consortium of public libraries across the state of Iowa) on March 3, 2021 for e-Library Resources. Two (2) proposals were received by the due date and time. The bidders were:

- Bibliotheca, LLC
- OverDrive, Inc. (incumbent)

Both technical proposals were deemed responsive and given to the Evaluation Committee for consideration.

In order to be eligible for an award pursuant to this procurement, proposers were required to have submitted all required documents, passed all Section 4.3 Mandatory Specifications, and received a minimum 4200 points of a maximum 7000 points on the Section 4.4 Scored Specifications.

Technical Proposal Scoring

Evaluators reviewed, but did not score, the proposal independently, before meeting as a group to discuss the technical proposal. Evaluators considered the information discussed during the meeting and worked as a group to determine a consensus score. At the end of the Evaluation Committee meetings, technical proposal scoring was finalized.

Respondent	Technical Scores (out of 7,000 possible points)
Bibliotheca, LLC	4,749
OverDrive, Inc.	6,322

Cost Proposal Scoring

Cost Proposal pricing was scored based on a ratio of the lowest Cost Proposal versus the cost of each higher priced Cost Proposal. Under this formula, the lowest Cost Proposal receives all of the points assigned to pricing. A proposal twice as expensive as the lowest Cost Proposal would earn half of the available points. Cost Proposal scores are as follows:

Respondent	Cost Scores (out of 3,000 possible points)
Bibliotheca, LLC	3,000
OverDrive, Inc.	1,500

Total Composite Scores

Respondent	Total Scores (out of 10,000 Possible Points)
Bibliotheca, LLC	7,749
OverDrive, Inc.	7,782

While the committee felt that the OverDrive solution is a better fit for its needs at this time, the Bibliotheca proposal had a lower cost leading to the total scores being very close. However, the committee subsequently discovered an additional cost to migrating the collection of e-audiobooks in the existing collection--publishing company Blackstone charges a fee of 25% of the retail value of each e-audiobook migrated from the old system to the new, unless the client has a standing order with Blackstone (neither the State Library nor the consortium have such an order).

Using data available from the current system, the consortium currently owns a total of 6,631 copies of 2,525 e-audiobook titles with a total retail cost estimated to be in excess of \$370,000. Blackstone's 25% fee, then, would amount to over \$92,500 of additional expense to the consortium should it choose the Bibliotheca solution. Adding this additional cost into Bibliotheca's cost proposal would greatly widen the gap between it and OverDrive in the final scoring.

The State of Iowa hereby gives Notice of Intent to Award to the following firm ("Awardee"):

OverDrive, Inc.

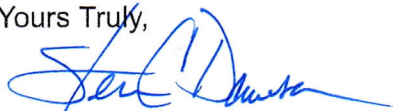
Per Section 2.35.1 of the RFP, any Respondent to this RFP that wishes to file an Notice of Intent to Appeal must do so within five days of the date of this notice, exclusive of Saturdays, Sundays, and legal State holidays. Notices of appeal received after that time will be dismissed.

This Notice of Intent to Award is contingent upon the successful execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the State and the Awardee. The Awardee shall not acquire any legal or equitable rights relative to the RFP until a written contract acceptable to the State of Iowa has been executed.

If the Awardee fails to execute a contract with the State for any reason, the State, in its sole discretion, may cancel this Notice of Intent to Award, or withdraw the RFP entirely. The State further reserves the right to cancel the Award at any time prior to the execution of a written contract.

Thank you for your interest in doing business with the State of Iowa.

Yours Truly,



Steve Dawson

OCIO Business Services Division

cc: file