

RAVA Plan Score Sheets

Risk Assessment and Value Added Plan Rating Sheet

The RAVA Plan is a tool to assist in identifying highly-experienced/highly-performing offerors. Each Plan should be evaluated based on the offeror's risk assessment capabilities (ability to identify and minimize potential risks unique to this project) and ability to identify potential value added options (ability to add value to the project in terms of time, money, or quality). The Plans should be rated comparatively to one another. It is important for the evaluator to understand that it is the offeror's responsibility to clearly differentiate themselves from one another. If the offerors do not clearly differentiate themselves from one another, the evaluator should give all of the plans the same score. The evaluator's role is not to rank each plan, but to identify if any plan(s) clearly stand out from one another. The evaluator may give Plans the same score if there is no dominant differential. Each Plan should be rated on a scale of 1-5-10.

- A. A "10" represents that the plan provides significantly higher value than the average plan (clearly shows differential, clearly shows that the offeror has expertise doing this type of work).
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RISK ASSESSMENT

Offeror	Rating	Comments/Concerns (The evaluator must describe/explain reasons for any "10" or "1" rating for debriefing purposes. The evaluator may attach additional pages if necessary)
Blue	10 (5) 1	5 Risks from both perspectives - offeror/client specific + general risks
Goldenrod	10 (5) 1	5+ Risks focused on current situations unique to SOA - solutions lack detail like UofA education - but doesn't fit as risk # 7
Purple	10 (5) 1	5 Custom risk register, lessons learned
Salmon	10 (5) 1	5+ Good format / approach. Risks/solutions both unique to state + general as seen with experience WPA? 2006 Business case? Partner?
White	10 (5) 1	5+ Realistic. SOA lessons learned from prior projects good examples of past experience and how to apply what worked + what didn't work.

Brook Larson

SAV

VALUE ADDED

Offeror	Rating	Comments/Concerns (The evaluator must describe/explain reasons for any "10" or "1" rating for debriefing purposes. The evaluator may attach additional pages if necessary)
Blue	10 5 1	Implementation Hosting + 5+ Extra Modules - Imaging + + Strategic Sourcing / Shared Services ??
Goldenrod	10 5 1	Uof A Training / Retaining + + 5 Business objects ? Solution mgmt tool + Backfill ? seems to be about risk solution
Purple	10 5 1	1 NO value added suggestion
Salmon	10 5 1	5 EXPENSIVE - Budget system replacement - add'l cost - GLM System + Expanding Analytics +
White	10 5 1	5 Item maint + DTK extra cost - Recruiting module - ERP policy Automation +

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Brook Larson
Printed Name

Brook Larson
Signature

10/22/10
Date

SAY

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Blue	10 5 1	Addressed financial soundness of offeror " Bargaining unions
Goldenrod	10 5 1	
Purple	10 5 1	
Salmon	10 5 1	will utilize ADR as only reporting system, conduct risk assessment of current systems, AK participate in USA steering committee w/ other clients, single owner - SI - in trace, no restrictions on # of users or environments, leverage existing state staff, categorization of risk levels
White	10 5 1	

Cheryl Shakespeare

Cheryl Shakespeare

10/21/10

SAV

VALUE ADDED

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Blue	10 5 1	
Goldenrod	10 5 1	
Purple	10 5 1	
Salmon	10 5 1	TRP, APB, GLM, Analytics + Forecasting, LMS - valuable offerings for State processes.
White	10 5 1	

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Cheryl Shakespeare
Printed Name

Cheryl Shakespeare
Signature

10/21/10
Date

SAT V

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Blue	10 5 1	5
Goldenrod	10 5 1	10 Good recognition/discussion of AK issues
Purple	10 5 1	1 much of the risk addressed wasn't project risk, it was vendor selection @ risk
Salmon	10 5 1	10 Good risk/submissions assessment demonstrates understanding of existing system/processes
White	10 5 1	5

Dan Spencer

WJW

VALUE ADDED

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Blue	10 5 1	5
Goldenrod	10 5 1	1 <i>although noted these were not really added value (-v- Base proposal) and actually may have been an introduced risk</i>
Purple	10 5 1	1 <i>no value added proposal</i>
Salmon	10 5 1	5
White	10 5 1	5

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Daniel R. Spencer
Printed Name

[Signature]
Signature

10-22-10
Date

[Handwritten mark]

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Blue	10 5 1	
Goldenrod	10 5 1	Identified potential bandwidth issues, UA alliance for post imp support, good Alaska specific
Purple	10 5 1	
Salmon	10 5 1	Overall best job of identifying & mitigating alaska-specific risks - not I like using ALDER & not totally reinventing that wheel
White	10 5 1	

Mary Jo Hagen

LAA ✓

VALUE ADDED

Offeror	Rating	Comments/Concerns <i>(The evaluator must describe/explain reasons for any "10" or "1" rating for debriefing purposes. The evaluator may attach additional pages if necessary)</i>
Blue	10 (5) 1	
Goldenrod	10 (5) 1	U A Partnership is great, Native Corp Partnership, Upgrade model, local hosting
Purple	10 (5) 1	
Salmon	10 (5) 1	
White	10 (5) 1	

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Marlys Hagen
 Printed Name

Marlys Hagen
 Signature

 10/20/10
 Date

Note: Changed score because Goldenrod looked at Value Add differently but not necessarily better - didn't address additional functionality

SAH ✓

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Blue	10 5 1	
Goldenrod	10 5 1	
Purple	10 5 1	Provides no value doing this type of work - lacks a lot of the other risks factors that the others stated, which shows the others are more experienced.
Salmon	10 5 1	Same risk that others pointed out, but has SOA expertise w/ ARPA, ARSIS, WPA & ALPER; 190 successful implementations, understands ALPER & how to utilize ALPER, which fully leveraged SOA's investment in this complex system.
White	10 5 1	

Stacie Bentley

SMV

VALUE ADDED

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Blue	10 5 1	
Goldenrod	10 5 1	There are some key - zero cost - value added areas - UAS Alliance Program and the AK Native Corp partnerships to help w/ under utilized recruitment efforts
Purple	10 5 1	Nothing submitted and didn't see value in the first two areas: Workplan & risk assessment.
Salmon	10 5 1	
White	10 5 1	

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Stacie Bentley Stacie Bentley 10/22/10
 Printed Name Signature Date

SAB

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Blue	10 5 1	
Goldenrod	10 5 1	
Purple	10 5 1	
Salmon	10 5 1	DIFFERENTIATED THEMSELVES THROUGH EXPERIENCE DEALING WITH RISKS ASSOCIATED W/ IMPLEMENTING ERP. REDUCED LICENSING COSTS. ENHANCED USE OF ALDER AS A REPORTING FUNCTION
White	10 5 1	

Tom Mayer

SAV

VALUE ADDED

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Blue	10 (5) 1	
Goldenrod	10 (5) 1	
Purple	10 (5) 1	
Salmon	10 (5) 1	
White	10 (5) 1	

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Tom Mayer
Printed Name

Joby
Signature

10/22/10
Date

Handwritten initials/signature