

REQUEST FOR PRESENTATIONS (RFP) EVALUATION CRITERIA

The New Mexico Bioscience Authority (NMBSA) was created in 2017 by the Bioscience Development Act and, per that statute, it is a nonprofit corporation that is a public body corporate. As required by the Bioscience Development Act, the New Mexico Bioscience Authority is administratively attached to the University of New Mexico's (UNM) Health Sciences Center. As a result, UNM provides procurement and other services to the NMBSA under that administrative arrangement. UNM is an active member of the Association for the Advancement of Sustainability in Higher Education (AASHE) and the American College and University Presidents Climate Commitment and has adopted the 4-P procurement model which is designed to reduce the adverse environmental impact of UNM's purchasing decisions and promote social equity while remaining committed to maximizing the purchasing value of public funds. This Model will enable UNM on behalf of the NMBSA to remain fiscally responsible while promoting practices that improve public health and safety, reduce pollution, and conserve natural resources. In doing so, UNM on behalf of the NMBSA will seek to establish business relationships with the vendors and manufacturers who share its sustainable values and commitment to the well-being of our planet.

An evaluation committee shall evaluate proposals based on the weighted criteria listed below.

The respondent(s) whose Offer/Proposal is most advantageous to NMBSA will be selected to perform the services, although NMBSA reserves the right to reject all proposals.

Evaluation Criteria

1. Organization Description-40 Possible Points

- a) A brief description of your firm, including history, organizational structure, names of principals, number of employees, number of years in business, and areas expertise. Include any information that may be of value to the University in evaluating your firm's qualification's.
- b) List a minimum of three references and contacts where similar services have been performed to include the following: Organization name, address and phone number, contact person and title, brief description of the organization, description of services provided. UNM/NMBSA reserves the right to contact references.
- c) Provide a list identifying: (i) each key person who will perform services and their role; (ii) descriptions of the experience and qualifications of each person described in part (i).
- d) Discuss prior experience and qualifications related to accomplishing the scope of work. This portion of the proposal should demonstrate the extent to which the offeror is qualified to perform the scope of work outlined in this RFP.

2. Statement of Interest and Qualifications-40 Possible Points

Demonstrate your organizations ability, interest, and capacity for the following:

- a) Qualifies to be lead investor.
- b) Will participate in a 2:1 match.

- c) Is willing participate in the formation of an LLC with the NMBSA for the purpose of co-investing with a 50/50 governance model.
- d) Funds New Mexico bioscience start-ups, early stage or existing bioscience companies or companies relocating to New Mexico (New Mexico company is a business with its principal office and a majority of its full-time employees located in New Mexico or, in the case of a limited partnership, a business with its principal place of business and 80% of its assets located in New Mexico.)
- e) Has greater than five years' experience in sourcing, vetting and investing in companies.
- f) Has investment experience in bio-related industry.
- g) Has existing capital for co-investment and is currently investing in bioscience companies.
- h) Will provide at least one investment opportunity.
- i) Has no members of the organization related to a board member.
- j) The investment made by the LLC must be a new company, not further capitalization of the investment partner.

3. Investment Narrative-20 Possible Points

- a) Background on your fund or firm, i.e. size of your fund or amount that you are investing; years that it has been open.
- b) Prior experience of partners and the outcome with early stage investing as fund or as private investment firm; what were the size of the funds, size of investments, number of investments, total return.
- c) Experience in investing in early stage investing in bioscience start-ups and knowledge of bioscience industry in NM and US.
- d) Number of deals either currently or over the next few months.

TOTAL POSSIBLE POINTS

100

RESIDENTIAL PREFERENCE:

A resident business shall be awarded the equivalent of five percent of the total possible points to be awarded based on the resident business possessing a valid resident business certificate in accordance with Section 13-1-21 of the New Mexico Statutes 1978 Annotated, Chapter 13. If applicable, document the residential preference number in the Authorized Signature form and attached your certificate to your response.

VETERANS PREFERENCE:

In accordance with sections 13-1-21 and 13-1-22 NMSA 1978 resident veterans businesses are to receive the following preferences:

1. Resident veterans businesses with annual revenues of \$3M or less are to receive a 10% preference discount on their bids and proposals.

This preference is separate from the current in state preference and is not cumulative with that preference. However, veteran businesses will still receive the in state preference once the veteran's preference cap is exceeded.

Points will be awarded based on Offerors ability to provide a copy of a current Resident Veterans Certificate.

In addition, the Resident Veterans Preference Certification Form must accompany any RFP and any business wishing to receive a resident veteran's preference must complete and sign the form.

RFP's are to be evaluated on preference as follows:

In addition to the total points on an RFP, 10% must be added for preference award. For example, an RFP has a total value of 1000 points. Five proposals are received; one from a resident business, one from a resident veterans business with a 10% preference and three non-resident businesses. The two preference businesses would receive 50 points and 100 points to their already evaluated score, making it possible for the highest score 1100.

ORAL PRESENTATION

Respondents considered for final selection may be afforded a formal presentation. Respondents should be prepared to answer questions concerning submitted proposals.

BASIS OF AWARD: Contracts solicited under these regulations are to be awarded to the responsible Offeror whose proposal represents the best value and is in the University's best interest. The evaluation committee will prepare a selection recommendation report for the Chief Procurement Officer or his/her designee recommending, in order of preference, up to three firms that are considered to be the most highly qualified. All firms on the most highly qualified selection recommendation report are considered "selected firms" with which the Chief Procurement Officer or his/her designee may negotiate.

The final award decision will be made by the Chief Procurement Officer or his/her designee. The selection authority will review the recommendations of the evaluation committee and will, with the advice of appropriate technical and staff representatives, make the final selection. If the firm selected for award is not the recommended as the most highly qualified by the evaluation committee, the selection authority will provide for the contract file a written explanation of the reason for the award preference.

*Offerors Questions Regarding the RFP. All questions including technical questions regarding the RFP must be submitted electronically and should be thru the Q&A Board. The response to the written questions and any modifications and/or clarifications will be posted on the Q&A board and/or as an Amendment which will become part of the RFP file. The questions and answers will not indicate any reference to the Offeror that submitted the questions(s).