MEMORANDUM

TO: Board of Directors, Massachusetts School Building Authority
FROM: James A. MacDonald, First Deputy Treasurer, Chief Executive Officer
Mary L. Pichetti, Executive Director, Deputy Chief Executive Officer
SUBJECT: Recommendations for Data Master Plan Consultant
DATE: February 11, 2026

On September 15, 2025, the Massachusetts School Building Authority ("MSBA") issued a Request for Responses ("RFR") seeking qualified consultants to assist in developing a comprehensive Data Master Plan that will assess, structure, and optimize the MSBA's data collection, management, and analysis practices with a focus on the needs of the Capital Planning Department. This effort aims to enhance operational efficiency, assess and improve overall data governance, improve reporting, and support strategic decision-making.

In accordance with the MSBA's procurement policies, six MSBA staff members were appointed to serve on the Procurement Management Team ("PMT"). The MSBA advertised the RFR in the Goods and Services Bulletin, and posted the document on the MSBA's website, and on COMMBUYS, a web-based market center for the Commonwealth.

The MSBA received twelve (12) Responses to the RFR before the deadline on October 20, 2025 at 3:00pm: Auribus Consulting LLC; Berry, Dunn, McNeil & Parker LLC; Consultadd Inc; Data Meaning Services Group Inc; Double Line, Inc; Gartner, Inc; InApp Inc; Incept Data Solutions, Inc; Marq Neasman Consulting; Right Angle Solutions Inc; Saige, Inc; and Zagaran, Inc. Marq Neasman Consulting was deemed unresponsive, amounting to a total of eleven (11) responsive submittals. The PMT met on December 2, 2025, and December 4, 2025, to discuss the responses. The Phase Two review and scorecard was based on the following evaluation criteria that were also included in the RFR:

- Demonstrated intent to further the development of Certified Business Enterprises – (Supplier Diversity Program);
- Demonstrated experience of key personnel, including at a minimum those with backgrounds in areas such as project management, data strategy, data governance, data architecture, and business/data analysis;
- Demonstrated knowledge and understanding of planning UX development for workflow data capture;
- Demonstrated capacity and organizational structure to perform the services described in the RFR;
- The proposed overall approach as it aligns with the Scope of Work described in Section IV of the RFR;
- Demonstrated intent that 50% or more of the work hours will be performed in Massachusetts - (Invest in Massachusetts); and
- The overall value of the price is included in the response.

The PMT conducted a thorough evaluation and discussion of the responses, subsequently determining the following scores based on their assessment.

Firms	Phase II Scores
Gartner, Inc	90
Auribus Consulting LLC	85
Right Angle Solutions Inc	85
Zagaran, Inc	85
Consultadd Inc	70
Double Line, Inc	70
InApp Inc	65
Berry, Dunn, McNeil & Parker LLC	60
Saige, Inc	55
Incept Data Solutions, Inc	45
Data Meaning Services Group Inc	25

The PMT unanimously agreed to request virtual presentations from the following Respondents accordance with the RFR: Auribus Consulting LLC, Gartner, Inc., Right Angle Solutions Inc., and Zagaran, Inc. Virtual presentations were performed by Respondents via Microsoft Teams on the following dates:

- Tuesday, December 16, 2025, by Gartner, Inc
- Wednesday, December 17, 2025, by Auribus Consulting LLC
- Thursday, December 18, 2025, by Zagaran, Inc
- Monday, December 22, 2025, by Right Angle Solutions, Inc

Following Respondent presentations, the PMT convened on January 2, 2026, to discuss the Phase III evaluation of the Respondents, including the virtual presentations. The PMT assigned scores for presentations based on their performance. The final scores are listed below.

Firms	Phase II Scores
Auribus Consulting LLC	95
Right Angle Solutions Inc	85
Gartner, Inc	80
Zagaran, Inc	60

After completing the Phase Two Review evaluation, the PMT recommended contracting with Auribus Consulting LLC.

Recommendations: Authorize the Executive Director to enter into a Master Services Agreement with Auribus Consulting LLC, to provide the services solicited in the RFR for an initial two-year term, through March 30, 2028. The MSBA may, at its sole option, extend the term for three (3) additional one-year terms, under the same terms and conditions and based on a negotiated scope and not-to-exceed budget.

The aggregate value of the Master Services Agreements with each vendor will exceed $250,000. Pursuant to the MSBA's By-laws, the Board must authorize the Executive Director to enter into agreements that exceed this amount.