



# STATE OF INDIANA

Michael R. Pence, Governor

DEPARTMENT OF ADMINISTRATION  
Procurement Division  
402 W Washington Street, Room W468  
Indianapolis, Indiana 46204  
317 / 232-3053

## Award Recommendation Letter

Date: May 12, 2016  
To: Mark Hempel, Director of Account Management  
Indiana Department of Administration  
From: Jennifer Mayfield, Senior Account Manager  
Indiana Department of Administration  
Subject: Recommendation for Selection for 190-16-1333  
Glock 9mm Handguns, Handgun Trade-in, and Ammunition

**Total Estimated Value of Award: \$38,620.20**

Based on the State’s evaluation of bids received for 190-16-1333, **Kiesler Police Supply, Inc. and Ray O’Herron Co., Inc.** are recommended for a split award to provide Handguns, Handguns Trade-in, and Ammunition for the Indiana Gaming Commission as specified below. Terms of the award recommendation are outlined in this letter.

**Kiesler Police Supply, Inc. – Handguns and Handgun Trade-in**

**Ray O’Herron Co., Inc. - Ammunition**

BID 190-16-1333 requested the items listed below:

ITEM DESCRIPTION	QUANTITY	UOM
<i>Handgun - Glock 19 Gen 4 9mm Trijicon Night Sight</i>	155	EA
<i>Trade in of Glock G-27, 40 cal, 9 shot handgun with Trijicon Night Sight</i>	153	EA
<i>Winchester 9mm T-series R49T-147 Grain Hollow Point Duty Ammunition</i>	50	CS (1,000 rounds/cs)

The State of Indiana received proposals from three (3) bidders:

- Kiesler Police Supply, Inc.
- Ray O’Herron Co., Inc.
- Steven R. Jenkins Co., Inc.

Steven R. Jenkins Co., Inc. did not meet specifications of the bid due to bidding Glock Night Sights instead of the specified Trijicon Night Sights.

Kiesler Police Supply, Inc. claimed and qualified for the Indiana Business Preference. Ray O’Herron Co., Inc. did not claim any preferences. Ultimately, the Preferences applied did not affect the outcome of this award.

The bid was evaluated by the Indiana Department of Administration according to the criteria established in BID 190-16-1333. When necessary, the bidder was asked to clarify their responses in order to ensure State needs were met.

Bidders were given the opportunity to improve initial bid prices through a round of best and final offer. The cost evaluation is outlined below. Please refer to **Attachment A** for detailed bid prices by line item.

**Award Summary**

The table below outlines the award summary for 190-16-1333. Please refer to **Attachment A** for a detailed summary.

Bidder	Line Items Awarded	Preference	Total Award Amount
Kiesler Police Supply, Inc.	Handguns and Handgun Trade-in	Indiana Business	\$26,245.20
Ray O’Herron Co., Inc.	Ammunition	None	\$12,375.00

During the course of the evaluation, proposals were scrutinized to determine the viability of the proposed business solutions to meet the needs of the State.

The term of each initial contract shall be for a one-time purchase.

---

Jennifer Mayfield  
Senior Account Manager  
Indiana Department of Administration

**BID 190-16-1333, Glock 9mm Handguns, Handgun Trade-in, and Ammunition**  
**ATTACHMENT A: BID PRICE DETAIL**

Bidder	Line Items Awarded	Preference	Unit Price	Quantity	UOM	Total Award Amount
Kiesler Police Supply, Inc.	Handguns	Indiana Business	\$435.84	155	each	\$67,555.20
	Handgun Trade-in	Indiana Business	\$270.00	153	each	(\$41,310.00)
<b>Handgun Total:</b>						\$26,245.20
Ray O'Herron Co., Inc.	Ammunition	None	\$247.50	50	cs (1,000 rounds/cs)	\$12,375.00