



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: April 20, 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 385-16-14200
Fire Props

Total Estimated Value of Award: \$176,594.00

Based on the State's evaluation of bids received for 385-16-14200, **Firehouse Innovations, Corp. and Florian Industries** are recommended for a split award to provide Fire Props for the Department of Homeland Security as specified below. Terms of the award recommendation are outlined in this letter.

Firehouse Innovations, Corp. – Forcible Entry Door Prop

Florian Industries – Vertical Ventilation Prop

BID 385-16-14200 requested the items listed below:

ITEM DESCRIPTION	Quantity/ea
Forcible Entry Door Training Prop	10
Vertical Ventilation Training Prop	10

The State of Indiana received proposals from two (2) bidders:

- Firehouse Innovations, Corp.
- Florian Industries

Firehouse Innovations, Corp. claimed and qualified for the U.S. Manufactured Preference items. Florian Industries did not claim any preferences.

The bid was evaluated by the Indiana Department of Administration according to the criteria established in BID 385-16-14200. 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 385-16-14200. Please refer to **Attachment A** for a detailed summary.

Bidder	Line Items Awarded	Preference	Total Award Amount
Firehouse Innovations, Corp.	Forcible Entry Door Prop	US Manufactured	\$64,594.00
Florian Industries	Vertical Ventilation Training Prop	None	\$112,000.00

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 385-16-14200, FIRE PROPS AWARD RECOMMENDATION
ATTACHMENT A: BID PRICE DETAIL**

Bidder	Line Items Awarded	Preference	Unit Price	Quantity	Total Award Amount
Firehouse Innovations, Corp.	Forcible Entry Door Prop	US Manufactured	\$6,459.40	10	\$64,594.00
Florian Industries	Vertical Ventilation Training Prop	None	\$11,200.00	10	\$112,000.00