



Eric J. Holcomb, Governor

Indiana Government Center South
402 West Washington Street, Room W469
Indianapolis, IN 46204

Award Recommendation Letter

Date: January 14, 2025
To: Lottie Hooyer, Director Strategic Sourcing
Indiana Department of Administration
From: Nathaniel Spears, Procurement Specialist
Indiana Department of Administration
Subject: **Negotiated Bid 25-81328
Light Duty Trucks**

Recommendation of Award for a One Year Quantity Purchase Agreement (QPA)

Based on the evaluation of the responses received for **Negotiated Bid 25-81328 Light Duty Trucks, Bloomington Ford, Garber Highland Inc, Kelley Automotive Group** are recommended for award to provide **Light Duty trucks** to all State Agencies. Terms of this recommendation are outlined in this letter.

The State received bids from Five (5) Respondents:

- **Bloomington Ford Inc.**
- **Garber Highland Inc.**
- **Heritage Ford Mercury Inc.**
- **Kelley Automotive Group LLC**
- **Larkin Greenwood Ford**

The solicitation was issued as a Negotiated Bid for a One Year Quantity Purchase Agreement (QPA) of the following lines.

Table 1 -- Meets Specifications and the following bidders submitted a complete response.

Bidder	Met all Specifications
Bloomington Ford	Yes
Garber Highland Inc.	Yes
Heritage Ford Mercury Inc	Yes
Kelley Automotive Group LLC	Yes
Larkin Greenwood Ford	Yes

Bid Summary

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements.

Table 2- No Preferences were used in this Negotiated Bid.

Bidder	Preference
Bloomington Ford	None
Garber Highland Inc.	None
Kelley Automotive Group LLC	None

Award Summary

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements. Preference details are listed in table 3 below. The State awarded the overall lowest bidder meeting all specification requirements.

¹Table 3- BID and Award Summary

Make	Line Number	Model	Vendor	Lowest Bid
Chevrolet	1	Colorado Crew cab Short Box 4x4	Garber Highland Inc.	\$30,475.00
Ford	2	Maverick	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$26,921.00
Ford	3	Maverick (Hybrid)	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$26,521.00
Ford	4	Ranger XL	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$30,723.00
GMC	5	Canyon 4x4		NO BID
Honda	6	Ridgeline		NO BID
Jeep	7	Gladiator	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$35,755.00

¹ Heritage Ford Mercury Inc. and Larkin Greenwood Ford did not receive award based on pricing.

Nissan	8	Frontier King Cab 4x4	Bloomington Ford	\$34,496.25
Toyota	9	Tacoma SR-5		NO BID
Chevrolet	10	Silverado 1500 Crew Cab 5.3L V8 Long Box	Bloomington Ford	\$38,980.25
	11	Silverado 2500 HD 6.6L V8 Gas Crew Cab Long Box 4x4	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$46,030.00
	12	Silverado EV (Electric)	Garber Highland Inc.	\$52,830.00
Ford	13	F-150 5.0L V8 Crew Cab Long Box 4x4	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$43,892.00
	14	F-150 (Hybrid)	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$46,094.00
Ford	15	F-150 Lightning (Electric)	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$42,366.00
	16	Super Duty F-250 7.3 V8 Crew Cab Long Box 4x4	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$52,147.00
GMC	17	Sierra 1500 Crew Cab Long Box 4x4 5.3 V8		NO BID
	18	Sierra 2500 HD Crew Cab Long Box 6.6L V8 Gas 4x4		NO BID
Nissan	19	Titan		NO BID
	20	Titan XD		NO BID

Ram	21	Ram 1500	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$43,227.00
	22	Ram 1500 Classic (DT)	Bloomington Ford	\$38,428.25
	23	Ram 1500 (Hybrid)		NO BID
	24	Ram 2500	Kelley Automotive Group, LLC (Includes the following dealerships: Kelley Chevrolet, Tom Kelley Chrysler Dodge Jeep Ram, Tom Kelley Ford)	\$37,809.00
Toyota	25	Tundra		NO BID
	26	Tundra (Hybrid)		NO BID

During the course of evaluation, the State scrutinized the bids to determine the viability of the proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the bids based on the stipulated criteria outlined in the bid documents.

Pending successful negotiations, there will be a one-year (1) Quantity Purchase Agreement with **Bloomington Ford, Garber Highland Inc and Kelley Automotive Group LLC.**

Nathaniel Spears

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Procurement Specialist
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