



STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION
Commissioner's Office

Eric J. Holcomb, Governor

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

Award Recommendation Letter

Date: January 8, 2025

To: Lottie Hooyer, Director Strategic Sourcing
Indiana Department of Administration

From: Nathaniel Spears, Procurement Specialist
Indiana Department of Administration

Subject: **Negotiated Bid 25-81331
Medium Duty Trucks**

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

Based on the evaluation of the responses received for **Negotiated Bid 25-81331 Medium Duty Trucks, Bloomington Ford, Garber Highland Inc, Kelley Automotive Group** are recommended for award to provide **Medium Duty trucks** to all State Agencies. Terms of this recommendation are outlined in this letter.

The State received bids from Four (4) Respondents:

- **Bloomington Ford Inc.**
- **Garber Highland 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.

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

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

¹ The proposals were evaluated according to the criteria established in the bid documents. Four (4) suppliers met the specifications and submitted a complete response.

²Table 2- Make, Line number, Model, Vendor, Lowest Bid, Preference %, Total Evaluation Amount with Preference applied.

Make	Line Number	Model	Vendor	Lowest Bid	Preference % U.S. Manufactured 15% Buy Indiana 5%	Total Evaluation Amount with Preference Applied
Chevrolet	1	Silverado 3500 HD	Garber Highland	\$42,140.00	15%	\$35,819.00
Ford	2	Super Duty F-350	Kelley Automotive	\$42,468.00	5%	\$40,334.60
	3	Super Duty F-450	Kelley Automotive	\$54,541.00	5%	\$51,813.95
GMC	4	Sierra 3500 HD		\$0.00		NO BID
RAM	5	3500	Kelley Automotive	\$37,688.00	5%	\$35,803.00
Chevrolet	6	Silverado 3500 HD Chassis Cab	Garber Highland	\$41,200.00	15%	\$35,020.00
	7	Silverado 4500 HD Chassis Cab	Garber Highland	\$52,200.00	15%	\$44,370.00
	8	Silverado 5500 HD Chassis Cab	Garber Highland	\$58,200.00	15%	\$49,470.00
	9	Silverado 6500 HD Chassis Cab	Garber Highland	\$61,700.00	15%	\$52,445.00
FORD	10	Chassis Cab F-350	Bloomington Ford	\$43,069.25	No Preference	\$43,069.25
	11	Chassis Cab F-450	Kelley Automotive Group	\$52,520.00	5%	\$49,894.00
	12	Chassis Cab F-550	Kelley Automotive Group	\$52,837.00	5%	\$50,195.15
	13	Chassis Cab F-600	Kelley Automotive Group	\$54,335.00	5%	\$51,618.25
GMC	14	Sierra 3500 HD Chassis Cab		\$0.00		NO BID
RAM	15	Chassis Cab 3500	Kelley Automotive Group	\$46,416.00	5%	\$44,095.20
	16	Chassis Cab 4500	Kelley Automotive Group	\$51,369.00	5%	\$48,800.55
	17	Chassis Cab 5500	Bloomington Ford	\$47,571.75	No Preference	\$47,571.75

² Larkin Greenwood Ford did not receive award based on pricing.

Bid Summary

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

Award Summary

The State awarded the overall lowest bidder meeting all specification requirements. The evaluation details are listed in Table 2.

Table 3- Preferences were used in this Negotiated Bid.

Bidder	Preference
Bloomington Ford	None
Garber Highland Inc.	U.S. Manufactured
Kelley Automotive Group LLC	Buy Indiana

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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