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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.

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