



Eric J. Holcomb, Governor

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

**Award Recommendation Letter**

Date: January 16, 2025  
To: Lottie Hooyer, Director Strategic Sourcing  
Indiana Department of Administration  
From: Nathaniel Spears, Procurement Specialist  
Indiana Department of Administration  
Subject: **Negotiated Bid 25-81334  
Sport Utility Vehicles**

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

Based on the evaluation of the responses received for **Negotiated Bid 25-81334 Sport Utility Vehicles, Bloomington Ford, Fletcher Chrysler, Kelley Automotive Group** are recommended for award to provide **Sport Utility Vehicles** to all State Agencies. Terms of this recommendation are outlined in this letter.

The State received bids from Five (5) Respondents:

- **Bloomington Ford Inc.**
- **Fletcher Chrysler**
- **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
Fletcher Chrysler	Yes
Heritage Ford Mercury	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. Preference details are listed in table 2 below.

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

Bidder	Preference
Bloomington Ford	None
Fletcher Chrysler	None
Heritage Ford Mercury	None
Kelley Automotive Group LLC	None
Larkin Greenwood Ford	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.

<sup>1</sup>Table 3- Bid and Award Summary

Make	Line Number	Model	Vendor	Lowest Bid
<b>Buick</b>	<b>1</b>	<b>Enclave</b>	<b>Kelley Auto</b>	<b>\$43,013.00</b>
<b>Buick</b>	<b>2</b>	<b>Encore</b>		<b>NO BID</b>
<b>Buick</b>	<b>3</b>	<b>Encore GX</b>	<b>Kelley Auto</b>	<b>\$25,968.00</b>
<b>Buick</b>	<b>4</b>	<b>Envision</b>	<b>Kelley Auto</b>	<b>\$35,318.00</b>
<b>Chevrolet</b>	<b>5</b>	<b>Blazer 3.6 V6</b>	<b>Kelley Auto</b>	<b>\$36,308.00</b>
<b>Chevrolet</b>	<b>6</b>	<b>Bolt EUV</b>		<b>NO BID</b>
<b>Chevrolet</b>	<b>7</b>	<b>Equinox</b>	<b>Kelley Auto</b>	<b>\$26,308.00</b>
<b>Chevrolet</b>	<b>8</b>	<b>Trailblazer</b>	<b>Kelley Auto</b>	<b>\$21,953.00</b>
<b>Chevrolet</b>	<b>9</b>	<b>Traverse</b>	<b>Kelley Auto</b>	<b>\$36,544.00</b>
<b>Ford</b>	<b>10</b>	<b>Bronco Sport</b>	<b>Bloomington Ford</b>	<b>\$28,399.25</b>
<b>Ford</b>	<b>11</b>	<b>Edge</b>		<b>NO BID</b>
<b>Ford</b>	<b>12</b>	<b>Escape</b>	<b>Kelley Auto</b>	<b>\$25,304.00</b>
<b>Ford</b>	<b>13</b>	<b>Explorer Active</b>	<b>Kelley Auto</b>	<b>\$36,657.00</b>
<b>Ford</b>	<b>14</b>	<b>Mustang Mach-E (Electric)</b>	<b>Kelley Auto</b>	<b>\$34,713.00</b>
<b>GMC</b>	<b>15</b>	<b>Acadia</b>		<b>NO BID</b>
<b>GMC</b>	<b>16</b>	<b>Terrain</b>	<b>Kelley Auto</b>	<b>\$29,938.00</b>
<b>Honda</b>	<b>17</b>	<b>CR-V (Hybrid)</b>		<b>NO BID</b>
<b>Honda</b>	<b>18</b>	<b>HR-V</b>		<b>NO BID</b>
<b>Honda</b>	<b>19</b>	<b>Passport</b>		<b>NO BID</b>
<b>Honda</b>	<b>20</b>	<b>Pilot</b>		<b>NO BID</b>
<b>Honda</b>	<b>21</b>	<b>CR-V</b>		<b>NO BID</b>
<b>Hyundai</b>	<b>22</b>	<b>Kona</b>		<b>NO BID</b>
<b>Hyundai</b>	<b>23</b>	<b>B</b>		<b>NO BID</b>
<b>Hyundai</b>	<b>24</b>	<b>Santa Fe</b>		<b>NO BID</b>

<sup>1</sup> Heritage Ford Mercury and Larkin Greenwood Ford did not receive Award based on pricing.

Hyundai	25	Santa Fe (Hybrid)		NO BID
Hyundai	26	Santa Fe (Plug-In Hybrid)		NO BID
Hyundai	27	Tucson		NO BID
Hyundai	28	Tucson (Hybrid)		NO BID
Hyundai	29	Tucson (Plug-In Hybrid)		NO BID
Hyundai	30	Venue		NO BID
Jeep	31	Cherokee 4x4 3rd Row Seating	Fletcher Chrysler	\$39,407.00
Jeep	32	Compass Sport	Fletcher Chrysler	\$26,654.00
Kia	33	Niro	Bloomington Ford	\$28,202.25
Kia	34	Seltos	Bloomington Ford	\$26,041.25
Kia	35	Sorento	Bloomington Ford	\$31,226.25
Kia	36	Soul	Bloomington Ford	\$21,428.25
Kia	37	Sportage	Bloomington Ford	\$27,576.25
Kia	38	Telluride	Bloomington Ford	\$37,126.25
Mazda	39	CX-30		NO BID
Mazda	40	CX-5		NO BID
Mazda	41	CX-50		NO BID
Mazda	42	CX-90		NO BID
Mitsubishi	43	Eclipse Cross		NO BID
Mitsubishi	44	Outlander		NO BID
Mitsubishi	45	Outlander PHEV (Plug-In Hybrid)		NO BID
Mitsubishi	46	Outlander Sport		NO BID
Nissan	47	ARIYA	Bloomington Ford	\$32,106.25
Nissan	48	Kicks	Bloomington Ford	\$22,846.25
Nissan	49	Murano		NO BID
Nissan	50	Pathfinder	Bloomington Ford	\$33,066.25
Nissan	51	Rogue	Bloomington Ford	\$37,680.25
Subaru	52	Ascent		NO BID
Subaru	53	Crosstrek		NO BID
Subaru	54	Forester		NO BID
Subaru	55	Outback		NO BID
Subaru	56	Solterra (Electric)		NO BID
Toyota	57	bZ4X (Electric)		NO BID
Toyota	58	C-HR		NO BID
Toyota	59	Corolla Cross		NO BID
Toyota	60	Corolla Cross (Hybrid)		NO BID
Toyota	61	Highlander		NO BID
Toyota	62	Highlander (Hybrid)		NO BID
Toyota	63	RAV4		NO BID
Toyota	64	RAV4 (Hybrid)		NO BID
Toyota	65	Venza (Hybrid)		NO BID

Volkswagen	66	ID.4 (Electric)		NO BID
Volkswagen	67	Atlas		NO BID
Volkswagen	68	Atlas Cross Sport		NO BID
Volkswagen	69	Tiguan		NO BID
Volkswagen	70	Taos		NO BID
Chevrolet	71	Suburban 5.3 V8	Kelley Auto	\$53,264.00
Chevrolet	72	Tahoe 5.3 V8	Kelley Auto	\$50,949.00
Dodge	73	Durango	Kelley Auto	\$38,466.00
Ford	74	Bronco	Kelley Auto	\$37,071.00
Ford	75	Expedition	Bloomington Ford	\$50,098.25
GMC	76	Yukon		NO BID
GMC	77	Yukon XL		NO BID
Jeep	78	Grand Cherokee	Kelley Auto	\$35,245.00
Jeep	79	Grand Cherokee 4xe (Plug-In Hybrid)	Fletcher Chrysler	\$56,523.00
Jeep	80	Wagoneer	Kelley Auto	\$50,878.00
Jeep	81	Wrangler	Kelley Auto	\$34,242.00
Jeep	82	Wrangler 4xe (Plug-In Hybrid)	Fletcher Chrysler	\$50,337.00
Nissan	83	Armada		NO BID
Toyota	84	4Runner		NO BID
Toyota	85	Sequoia (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, Fletcher Chrysler and Kelley Automotive Group LLC.**

*Nathaniel Spears*

Nathaniel Spears  
Procurement Specialist  
Indiana Department of Administration