



STATE OF INDIANA

Eric J. Holcomb, Governor

DEPARTMENT OF ADMINISTRATION Commissioner's Office

Indiana Government Center South
402 West Washington Street, Room W462
Indianapolis, IN 46204

Award Recommendation Letter

Date: July 8, 2022

To: L. Erin Kellam
Erin Kellam, Deputy Commissioner,
Indiana Department of Administration

From: Teresa Deaton-Reese, CPPB, CPPO
Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 22-70307; Mobile Crisis Services Pilot

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Erin Kellam
Date: 2022.06.30
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Based on its evaluation of responses to RFP 22-70307 and the RFP scope to award four (4) mobile crisis teams, it is the evaluation team's recommendation that Anthony Wayne Rehabilitation Center, Choices Coordinated Care Solutions, Four County Comprehensive Mental Health Center, Inc., and Porter-Starke Services, Inc. be selected to begin contract negotiations to administer Mobile Crisis Services for the Indiana Family and Social Services Administration (FSSA), Division on Mental Health and Addiction (DMHA).

Choices Coordinated Care Solution has committed to subcontract 1.46% of the contract value to Data Integrated Counseling (a certified Minority-owned Business (MBE)) and 1.46% of the contract value to Favorite Part of my Day and 1.46% of the contract value to JB Graphics (both a certified Women-owned Business (WBE)).

The terms of this recommendation are included in this letter.

Estimated Dollars for award:

Anthony Wayne Rehabilitation Center – \$904,750.00

Choices Coordinated Care Solutions - \$1,028,975.00

Four County Comprehensive Mental Health Center, Inc. - \$893,600.00

Porter-Starke Services - \$728,687.78

The evaluation team received eight (8) proposals from:

1. Anthony Wayne Rehabilitation Center
2. Choices Coordinated Care Solutions
3. Community Mental Health Center, Inc.
4. Four County Comprehensive Mental Health Center, Inc.
5. Hamilton Center, Inc.
6. Lifesprings, Inc.
7. Porter-Starke Services Inc.
8. Syra Health Corporation

The proposals were evaluated by FSSA, DMHA and IDOA according to the following criteria established in the RFP:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail

2. Management Assessment/Quality (Business and Technical Proposal)	45
3. Cost (Cost Proposal)	35
4. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
5. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
6. Indiana Veteran's Owned Small Business	5 (1 bonus pt. available)
Total: 100 (103 if bonus awarded)	

The proposals were evaluated according to the process outlined in Section 3.2 ("Evaluation Criteria") of the RFP. Scoring was completed as follows:

A. Adherence to Requirements

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. All eight (8) proposals were deemed responsive and adhered to the mandatory requirements.

B. Management Assessment/Quality: Initial Consensus Scoring

The Respondents' proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

Business Proposal (5 points)

For the Business Proposal evaluation, the evaluation team considered the information the Respondent provided in the Business Proposal. These areas were reviewed to assess the Respondent's ability to serve the State:

- Company Information
- References

Technical Proposal (40 Points)

For the Technical Proposal evaluation, the evaluation team considered the Respondent's proposal in the following areas:

- Geographic Area
- Crisis Continuum
- Experience
- Team Support
- Diversity, equity, and inclusion
- Certified Peers
- Proposed composition
- Dress Code
- Training
- Special Populations
- Assessments
- Documentation
- Supervision Structure
- Dispatch
- Follow-Up
- Community Partnerships
- Marketing
- Challenges

The evaluation team's Round 1 scoring is based on a review of the Respondent's proposed approach to each section of the Business Proposal and Technical Proposal. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Round 1 – Management Assessment/Quality Scores

Respondent	MAQ Score 45 pts.
Anthony Wayne Rehabilitation Center	20.00
Choices Coordinated Care Solutions	25.00
Community Mental Health Center, Inc.	4.50
Four County Comprehensive Mental Health Center, Inc.	32.75
Hamilton Center, Inc.	16.75
LifeSprings, Inc.	16.75
Porter-Starke Services, Inc.	29.25
Syra Health Corporation	5.75

C. Cost Proposal (30 Points)

The price points on the Respondent's Costs were awarded as follows:

Score =

- If Respondent's Cost amount is lowest among all Respondents, then score is 30.
- If Respondent's Cost amount is NOT lowest among all Respondents, then score is:

$$30 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$$

The cost scoring as a result of the Respondents' cost proposals is as follows:

Table 2: Round 1 – Cost Scores

Respondent	Cost Score 35 pts.
Anthony Wayne Rehabilitation Center	33.29
Choices Coordinated Care Solutions	29.27
Community Mental Health Center, Inc.	35.00
Four County Comprehensive Mental Health Center, Inc.	30.12
Hamilton Center, Inc.	30.45
LifeSprings, Inc.	30.84

Porter-Starke Services, Inc.	33.54
Syra Health Corporation	6.13

D. First Round Total Scores and Shortlisting

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

Table 3: Round 1 – Total Scores

Respondent	MAQ Score 45 pts.
Anthony Wayne Rehabilitation Center	53.29
Choices Coordinated Care Solutions	54.27
Community Mental Health Center, Inc.	39.50
Four County Comprehensive Mental Health Center, Inc.	62.87
Hamilton Center, Inc.	47.20
LifeSprings, Inc.	47.59
Porter-Starke Services, Inc.	62.79
Syra Health Corporation	11.88

With IDOA approval, the evaluation team elected to shortlist six (6) respondents; Anthony Wayne Rehabilitation Center, Choices Coordinated Care Solutions, Four County Comprehensive Mental Health Center, Inc. Hamilton Center, Inc, LifeSprings, Inc., and Porter-Starke Services, Inc. based on Round 1 Total Scores.

E. Post Best and Final Offer Opportunity – Final Round Cost Scores

The State elected to issue Best and Final Offers (BAFOs) to the six (6) shortlisted Respondents.

The cost scoring as a result of the Respondents' BAFO Cost Proposals is as follows:

Table 5: Round 2 – BAFO Cost Scores

Respondent	Cost Score 35 pts.
Anthony Wayne Rehabilitation Center	28.19
Choices Coordinated Care Solutions	24.79
Four County Comprehensive Mental Health Center, Inc..	28.54
Hamilton Center, Inc.	25.78
LifeSprings, Inc.	27.71
Porter-Starke Services, Inc.	35.00

F. IDOA Scoring

IDOA scored the Respondents in the following areas: MBE Subcontractor Commitment (5 points + 1 available bonus point) and WBE Subcontractor Commitment (5 points + 1 available bonus point) using the criteria outlined in the RFP. IDOA requested updated M/WBE from the Respondents who submitted BAFO Cost Proposals. Once the final M/WBE forms were received from the Respondent, the total scores out of 92 possible points were tabulated and are as follows:

Table 7: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	IVOSB	Total Score
Points Possible	45	35	5 Pts.	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5(+1 bonus pt.)	100 (+3 bonus pt.)
Anthony Wayne Rehabilitation Center	20.00	28.19	5.00	-1.00	-1.00	-1.00	50.19
Choice Coordinated Care Solutions	25.00	24.79	.00	0.63	1.98	-1.00	51.39
Four County Comprehensive Mental Health Center, Inc..	32.75	28.54	5.00	-1.00	-1.00	-1.00	63.29
Hamilton Center	16.75	25.78	5.00	-1.00	-1.00	-1.00	44.53
LifeSprings, Inc.	16.75	27.71	0.00	-1.00	-1.00	-1.00	41.46
Porter-Starke Services, Inc.	16.75	35.00	5.00	-1.00	-1.00	-1.00	66.25

Award Summary

During the course of evaluation, the State scrutinized all proposals to determine the viability to meet the goals of the program and the needs of the State. The team evaluated proposals based on the stipulated criteria outlined in the RFP document.

The term of the contract shall be for a period of one (1) year from the date of contract execution. There may be three (3) one-year renewals for a total of four (4) years at the State's option.