



STATE OF INDIANA

Mike Braun, Governor

DEPARTMENT OF ADMINISTRATION

Commissioner's Office

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

Award Recommendation Letter

Date: October 1, 2026

To: Robert Cohen, Category Director – Major Procurements
Indiana Dept of Administration (IDOA)

From: Angie Alexander, Procurement Consultant
Indiana Dept of Administration (IDOA)

Subject: Recommendation of Selection for RFP 26-87234
SECC Campaign Fiscal Agent & Campaign Administrator

Signed by:

Robert Cohen
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Based on its evaluation of responses to RFP 26-87234, it is the evaluation team's recommendation that America's Charities, Inc. be selected to begin contract negotiations to administer the SECC Campaign Fiscal Agent & Campaign Administrator for the Indiana State Personnel Department (ISPD).

This award recommendation is conditioned upon successful finalization of a contract between the State and ISPD within forty-five (45) calendar days. If the State and Americas Charities, Inc. fail to reach an agreement on contract terms in a timely manner, the State may choose to withdraw this award recommendation and may select an alternative respondent.

The terms of this recommendation are included in this letter.

One (1)-year contract value: \$123,800.00

Maximum Award Value (Initial One (1)-year term plus four (4) optional One (1) -year extensions): \$619,000.00

The evaluation team received two (2) proposals from:

1. America's Charities, Inc.
2. The Indiana Association of United Ways, Inc. D/B/A Indiana United Ways

The proposals were evaluated by ISPD 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)	55

3. Cost (Cost Proposal)	25
4. Buy Indiana	5
5. Indiana Veteran Owned Small Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
Total: 90 (91 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. Two (2) proposals were deemed responsive and adhered to the mandatory requirements. Zero (0) proposals were disqualified.

B. Management Assessment/Quality: Initial Scoring

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

Business Proposal

For the Business Proposal evaluation, the evaluation team considered the Respondent’s proposal in the following areas:

- Company Financials
- References
- Experience Serving State Governments and Similar Clients

Technical Proposal

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

- Project Timeline
- Security & Confidentiality
- Documenting & Reporting
- Documentation Methods
- Donation Portal Functionality
- Transition Plan

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 55 pts.
America's Charities, Inc.	44.78
Indiana United Ways	41.67

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 25 pts.
Americas Charities, Inc.	25.00
Indiana United Ways	24.54

D. First Round Total Scores

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

Table 3: Round 1 – Total Scores (MAQ + Cost)

Respondent	Total Score 80 pts.
America's Charities, Inc.	69.78
Indiana United Ways	66.21

The evaluation team elected to issue invites to Oral Presentations to the both Respondents.

E. Post Oral Presentations – Second Round MAQ Scores

The Respondents' MAQ scores were reviewed and re-evaluated based on the Oral Presentations and the written responses to the clarification questions. The scores for the Respondents after the Oral Presentations were as follows.

Table 4: Round 2 – Management Assessment/Quality Scores

Respondent	MAQ Score 55 pts.
America's Charities, Inc.	46.56
Indiana United Ways	42.56

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

The State elected to issue Best and Final Offers (BAFOs) to the both 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 25 pts.
America's Charities, Inc.	25.00
Indiana United Ways	20.77

G. Round 2 - Total Scores

The combined final scores for the Respondents, based on Round 2 Management Assessment/Quality and

BAFO Cost Scores are listed below.

Table 6: Round 2 - Evaluation Scores

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	55	25	80
America's Charities, Inc.	46.56	25.00	71.56
Indiana United Ways	42.56	20.77	63.33

H. IDOA Scoring

IDOA scored the Respondents in the following areas: IVOSB Subcontractor Commitment (5 points + 1 available bonus point) and Buy Indiana (5 points) using the criteria outlined in the RFP. IDOA requested updated IVOSB commitments from the Respondents who submitted BAFO Cost Proposals. Once the final IVOSB forms were received from the Respondent, the total scores out of 90 possible points (91 with bonus) were tabulated and are as follows:

Table 7: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	55	25	5	5 (+1 bonus pt.)	90 (+1 bonus pt.)
America's Charities, Inc.	46.56	25.00	0	-1.00	70.56
Indiana United Ways	42.56	20.77	0	-1.00	62.33

* See Sections 3.2.5 of the RFP for information on available IVOSB bonus points.

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) years from the date of contract execution. There may be four (4) 1-years renewal years for a total of five (5) years at the State's option.