



STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION Commissioner's Office

Mike Braun, Governor

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

[Amended]
Award Recommendation Letter

Date: 03/28/2025

To: Mark Hempel, Procurement Director,
Indiana Department of Administration

From: Syed Mohammad, Procurement Consultant,
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 25-79278, Electronic Monitoring Equipment and Service.

Based on its evaluation of responses to RFP 25-79278, it is the evaluation team's recommendation that BI Incorporated be selected to begin contract negotiations to administer the Electronic Monitoring Equipment and Services for the Indiana Department of Correction (IDOC).

BI Incorporated has committed to subcontract 8.00% of the contract value to Veracity Consulting, Inc. (a certified Minority-owned Business-MBE), 6.50% of the contract value to Nishida Services, Inc. (a certified Minority-owned Business-MBE), 11.00% of the contract value to AFIT Staffing Inc. (a certified Women-owned Business-WBE), 0.20% of the contract value to 185 Promotions and Apparel LLC (a certified Women-owned Business-WBE), 0.34% of the contract value to Indy Anna's, Inc. (a certified Women-owned Business-WBE), and 3.00% of the contract value to Vespa Group LLC (a certified Indiana Veteran Owned Small Business-IVOSB).

The terms of this recommendation are included in this letter.

Estimated 4-year Contract Value: \$2,965,625.00

The evaluation team received Five (5) proposals from:

1. Alcohol Monitoring Systems (AMS)
2. Allied Universal Electronic Monitoring Systems (AU)
3. BI Incorporated (BI)
4. Sentinel Offender Services (Sentinel)
5. Track Group (Track)

The proposals were evaluated by IDOC, Key Stakeholder State Agencies, 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. Buy Indiana	5
5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)

6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
7. Indiana Veteran Owned Small Business Enterprise Subcontractor Commitment	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 five (5) proposals were deemed responsive and adhered to the mandatory requirements.

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

- Experience Serving Similar Clients
- References

Technical Proposal

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

- General Information
- GPS System Specifications
- Monitoring and Notifications of Alarms
- General Equipment Requirements
- Spare/Replacement Inventory
- Lost, Stolen, or Damaged Equipment
- Training
- Analytics

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 evaluation team issued MAQ and Cost Clarifications to all Respondents prior to finalizing Round 1 scores. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Initial MAQ Score

Respondent	MAQ Score (45 Max)
AMS	34.25
AU	39.00
BI	38.00
Sentinel	34.17
Track	40.17

C. Cost Proposal (35 Points)

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

Score =

The initial cost score

- If Respondent's Cost amount is lowest among all Respondents, then score is 35.
- If Respondent's Cost amount is NOT lowest among all Respondents, then score is:

$$35 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$$

Table 2: Initial Cost Score

Respondent	Cost Score (35 Max)
AMS	31.27
AU	33.60
BI	35.00
Sentinel	33.50
Track	28.25

D. Initial Round Total Scores

The Cost Score was then combined with the Management Assessment and Quality Score to generate the total score for this step of the evaluation process as described in the RFP. The combined scores out of a maximum possible 80 points are listed in Table 3 below:

Table 3: Initial MAQ + Cost Score

Respondent	MAQ Score (45 Max)	Cost Score (35 Max)	Total Score (80 Max)
AMS	34.25	31.27	65.52
AU	39.00	33.60	72.60
BI	38.00	35.00	73.00
Sentinel	34.17	33.50	67.67
Track	40.17	28.25	68.42

E. Post Oral Presentations – Second Round MAQ Scores

The evaluation team's final MAQ scores were based on a review of the Respondent's proposed approach to each section of the business proposal, technical proposal, oral presentation and answers to clarifications. The final MAQ scores are listed in Table 4 below:

Table 4: Final MAQ Score

Respondent	MAQ Score (45 Max)
------------	--------------------

AMS	34.50
AU	40.33
BI	35.92
Sentinel	36.67
Track	42.75

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

The State elected to issue Best and Final Offers (BAFOs) to the Five (5) Respondents. The cost scoring as a result of the Respondents' BAFO Cost Proposals is as follows:

Table 5: BAFO Cost Score

Respondent	Cost Score (35 Max)
AMS	33.38
AU	35.00
BI	33.38
Sentinel	34.01
Track	26.46

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: MAQ + BAFO Cost Score

Respondent	MAQ Score (45 Max)	Cost Score (35 Max)	Total Score (80 Max)
AMS	34.50	33.38	67.88
AU	40.33	35.00	75.33
BI	35.92	33.38	69.30
Sentinel	36.67	34.01	70.68
Track	42.75	26.46	69.21

H. IDOA Scoring

IDOA scored the respondents in the following areas using criteria published in the RFP: Buy Indiana (5 points); Minority and Women Business Participation (5 points + 1 available bonus point); and Indiana Veteran Owned Small Business Participation (5 points + 1 available bonus point). The total scores out of 103 possible points are listed in Table 7 below:

Table 7: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE*	WBE*	IVOSB*	Total Score
------------	--------------	---------------	----------------	------	------	--------	----------------

Points Possible	45	35	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pt.)
AMS	34.50	33.38	0.00	-1.00	-1.00	-1.00	64.88
AU	40.33	35.00	0.00	1.88	1.35	-1.00	77.56
BI	35.92	33.38	5.00	6.00	5.00	5.00	90.30
Sentinel	36.67	34.01	0.00	3.13	3.60	4.18	81.59
Track	42.75	26.46	0.00	5.00	5.00	5.00	84.21

*See Sections 3.2.5 to 3.2.7 of the RFP for information on available M/WBE and 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 four (4) years from the date of contract execution. There may be one (1) four (4) year renewal for a total of eight (8) years at the State's option.