



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: May 21, 2025

To: Jennifer Jansen, Procurement
Indiana Department of Administration

From: Angie Alexander, Procurement Specialist
Indiana Department of Administration

Subject: Selection Recommendation for RFP# 25-80285 ISPHN Lab Services

Based on the evaluation of responses to RFP 25-80285, it is the evaluation team's recommendation that **Quest Diagnostics ("Quest")** be selected to begin contract negotiations for the implementation of ISPHN Lab Services for the Family & Social Services Administration ("FSSA").

Terms of this recommendation are included in this letter.

Estimated Two (2) Year Contract Value: \$1,137,804.90

The evaluation team received proposals from three (3) vendors:

- Accu Reference Medical Lab
- Quest Diagnostics
- Triumphant Lab Services, LLC.

Proposals were evaluated and scored by the Indiana Department of Administration ("IDOA") and FSSA according to the following criteria established in the RFP.

Criteria	Points
Adherence to Requirements	Pass/Fail
Management Assessment/Quality	45
Price	35
Indiana Economic Impact	5
Buy Indiana/Indiana Company	5
Minority Business Participation	5 (1 bonus point available)
Women Business Participation	5 (1 bonus point available)
Indiana Veteran Owned Small Business Participation	5 (1 bonus point available)
TOTAL:	100 (103 if all bonus points awarded)

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

A. Adherence to Requirements

The proposals were reviewed for adherence to mandatory requirements. Quest was the only respondent of the three that met mandatory requirements. Quest's proposal was then evaluated based on the business proposal, technical proposal, and cost proposal.

B. Management Assessment/Quality (“MAQ”)

Business Proposal

For the business proposal evaluation, the evaluation team reviewed and assessed the respondents’ ability to serve the State in the following categories:

- References
- Company Financials
- Experience servicing State Governments

Technical Proposal

For the technical proposal evaluation, the evaluation team reviewed and assessed the respondents’ ability to serve the State in the following categories:

- Requirements
- STAT Collection and procedures
- Routine Collections
- Scheduling
- Reporting

The evaluation team’s scores were based on a review of the respondent’s proposed approach to each section of the technical proposal and any subsequent clarifications.

Results of the management assessment/quality evaluation are shown below:

Table 1: Initial MAQ Score

Respondent	MAQ Score (45 Max)
Quest Diagnostics	31.75

C. Cost Proposal

According to the process outlined in the RFP, cost scores for all respondents would have been normalized based on the lowest cost proposal evaluated. Because Quest’s proposal was the only one received that adhered to the mandatory requirements outlined in the RFP, the cost scoring is as follows.

Table 2: Initial Cost Score

Respondent	Cost Score (35 Max)
Quest Diagnostics	35.00

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 75 points are tabulated in Table 3 below.

Table 3: Initial MAQ + Initial Cost Score

Respondent	MAQ Score (45 Max)	Cost Score (35 max)	Total Score (80 max)
Quest Diagnostics	31.75	35.00	66.75

E. IDOA Scoring

IDOA scored the respondents in the following areas using criteria published in the RFP: Buy Indiana (5 points); Indiana Economic Impact (5 points); Minority and Women Business Participation (5 points each, with one available bonus point each); and Indiana Veteran Owned Small Business Participation (5 points, with one available bonus point). When necessary, IDOA clarified certain Buy Indiana, Indiana Economic Impact, Minority and Women Business Participation and Indiana Veteran Owned Small Business Participation information with the respondents.

Table 7: Final Overall Evaluation Scores

Respondent	MAQ Score (45Max)	Cost Score (35 Max)	Buy Indiana (5 max)	MBE (5 max + 1 bonus)	WBE (5 max + 1 bonus)	IVBE (5 max + 1 bonus)	Total Score ¹ (100 max + 3 bonus)
Quest Diagnostics	31.75	35.00	5.00	-1.0	-1.0	-1.0	68.75

Award Summary

The term of the contract shall be for a period of two (2) years from the date of contract execution. There may be two (2) one-year renewals for a total of four (4) years at the State's option.

Angie Alexander
Procurement Specialist
Indiana Department of Administration
