



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

Award Recommendation Letter

Date: September 14, 2026

To: Jonathan Huth, Category Director – Health and Human Services
Indiana Department of Administration

From: Christina Garcia, Procurement Consultant,
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 26-86367,
Job Profiling and Workplace Skills Assessment System

Signed by:

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Based on its evaluation of responses to RFP 26-86367, it is the evaluation team's recommendation that ACT Education Corp. (ACT) be selected to begin contract negotiations to provide Job Profiling and Workplace Skills Assessment System for the Indiana Department of Workplace Skills Assessment System.

ACT has not committed to subcontract with any subcontractors.

The terms of this recommendation are included in this letter.

5-year Contract Value: \$2,191,000.00
1 year extension: \$503,000.00
Total contract value: \$2,694,000.00

The evaluation team received five (5) proposals from:

1. ACT Education Corp. (ACT)
2. Concourse Tech Inc.
3. Kiosite LLC
4. Testlify, Inc.
5. Worldwide Interactive Network Inc. (WIN)

The proposals were evaluated by IOT, 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. 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. 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:

- References
- Company Financials
- Experience Serving State Government

Technical Proposal

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

- General Requirements and Definitions
- AI Use
- Recommendations
- Job Profiles
- Profiler Requirements
- Job Profile
- Other
- Assessment Tool
- Assessments
- Foundational Skill Remediation Tool
- Certification or Certificate Process
- Transmission of Assessment Results

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: Round 1 – Management Assessment/Quality Scores

Respondent	MAQ Score 45 pts.
ACT Education Corp.	31.67
Concourse Tech Inc.	9.89
Kiosite LLC	21.44
Testlify, Inc.	10.22
Worldwide Interactive Network Inc.	39.44

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

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

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.
ACT Education Corp.	17.64
Concourse Tech Inc.	35.00
Kiosite LLC	25.00
Testlify, Inc.	11.63
Worldwide Interactive Network Inc.	11.99

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 (MAQ + Cost)

Respondent	Total Score 80 pts.
ACT Education Corp.	49.31
Concourse Tech Inc.	44.89
Kiosite LLC	46.44
Testlify Inc.	21.85
Worldwide Interactive Network Inc.	51.43

With IDOA approval, the evaluation team elected to shortlist ACT Education Corp., Kiosite LLC, and Worldwide Interactive Network inc. based on Round 1 Total Scores.

The evaluation team elected to issue invites to Oral Presentations to the two (3) shortlisted Respondents.

E. Post Oral Presentations – Second Round MAQ Scores

The Respondents' (who were shortlisted after the First Round) MAQ scores were reviewed and re-evaluated based on the Oral Presentations and the written responses to questions asked during Oral Presentations. The scores for the Respondents (who were shortlisted after the First Round) after the Oral Presentations were as follows.

Table 4: Round 2 – Management Assessment/Quality Scores

Respondent	MAQ Score 45 pts.
ACT Education Corp.	33.89
Kiosite LLC	6.33
Worldwide Interactive Network Inc.	23.44

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

The State elected to issue Best and Final Offers (BAFOs) to the three 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.
ACT Education Corp.	26.49
Kiosite LLC	35.00
Worldwide Interactive Network Inc.	17.25

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	45	35	80
ACT Education Corp.	33.89	26.49	60.38
Kiosite LLC	6.33	35.00	41.33
Worldwide Interactive Network Inc.	23.44	17.25	40.69

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 were tabulated and are as follows:

Table 7: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	45	35	5	5 (+1 bonus pt.)	100 (+3 bonus pt.)
ACT Education Corp.	33.89	26.49	0.00	-1.00	59.38
Kiosite LLC	6.33	35.00	0.00	5.00	46.33

Worldwide Interactive Network Inc.	23.44	17.25	0.00	6.00	46.69
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* See Sections 3.2.5, 3.2.6, and 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 five (5) years from the date of contract execution. There may be one (1) one-year extension for a total of six (6) years at the State's option.

