



Mike Braun, Governor

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

Award Recommendation Letter

Date: September 4, 2026

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

Signed by:
Jonathan Huth
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From: Alexis Humbert, Procurement Consultant - Health and Human Services
Indiana Department of Administration

Subject: Recommendation of Selection for RFS 26-87624, Hospice Services

Based on its evaluation of responses to RFS 26-87624, it is the evaluation team's recommendation that the following respondents are selected to begin contract negotiations to administer the Hospice Services for the Indiana Veteran's Home (IVH).

Day by Day Hospice, Inc dba Elara Caring
ViaQuest Hospice of Indiana, LLC
Franciscan health Lafayette

The terms of this recommendation are included in this letter.

The evaluation team received 4 proposals from:

1. Day by Day Hospice, Inc dba Elara Caring
2. ViaQuest Hospice of Indiana, LLC
3. Franciscan health Lafayette
4. INES Enterprises, Inc.

The proposals were evaluated by IVH and IDOA according to the following criteria established in the RFS:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	50
3. Cost (Cost Proposal)	Omitted
4. Buy Indiana	5

5. Indiana Veteran Owned Small Business Enterprise Subcontractor
Commitment

Omitted

Total: 55

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

A. Adherence to Requirements

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. 3 proposals were deemed responsive and adhered to the mandatory requirements. 1 proposal was 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:

1. Company Information
2. References

Technical Proposal

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

1. Admission: The Respondent must provide a description of the admissions process.
2. Assessment: The Respondent must provide a description of the assessment process for the patient and how the Respondent will maintain those records.
3. Professional Management: The Respondent must provide pursuant to the Medicare Conditions of Participation for Hospice Care and state and local laws and regulations, Professional Management for services provided to the Hospice Patients. Please describe.
4. Communication: The Respondent must provide a description of how the Hospice's Interdisciplinary Team (IDT) will communicate with the Facility's designated IDT member.
5. Orientation and Ongoing Training: The Respondent must provide a description of the orientation and ongoing training to the Facility's personnel as necessary to facilitate the provision of safe and effective care to Hospice Patients.

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 50 pts.
Day by Day Hospice, Inc dba Elara Caring	40.89
ViaQuest Hospice of Indiana, LLC	40.67
Franciscan Health Lafayette	22.44

C. Cost Proposal (Omitted)

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)

Respondent	Total Score 50 pts.
Day by Day Hospice, Inc dba Elara Caring	40.89
ViaQuest Hospice of Indiana, LLC	40.67
Franciscan Health Lafayette	22.44

The evaluation team elected to issue invites to Oral Presentations to the 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 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 50 pts.
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Day by Day Hospice, Inc dba Elara Caring	42.89
ViaQuest Hospice of Indiana, LLC	42.67
Franciscan Health Lafayette	39.33

F. IDOA Scoring

IDOA scored the Respondents in the following areas: IVOSB Subcontractor Commitment (Omitted in this RFS) and Buy Indiana (5 points) using the criteria outlined in the RFS. The total scores out of 55 possible points were tabulated and are as follows:

Table 7: Final Evaluation Scores

Respondent	MAQ Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	50	5	Omitted	55
Day by Day Hospice, Inc dba Elara Caring	42.89	0	0	42.89
ViaQuest Hospice of Indiana, LLC	42.67	0	0	42.67
Franciscan Health Lafayette	39.33	0	0	39.33

* See Sections 3.2.5 of the RFS 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 RFS document.

The term of the contract shall be for a period of 5 years from the date of contract execution. There may be one (1) 1-year extension year for a total of six (6) years at the State's option.