



# STATE OF INDIANA

Eric J. Holcomb, Governor

## DEPARTMENT OF ADMINISTRATION Commissioner's Office

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

### Award Recommendation Letter

Date: February 8, 2024

To: L. Erin Kellam, Deputy Commissioner  
Indiana Department of Administration

From: Angie Alexander, Procurement Specialist  
Indiana Department of Administration

Subject: Recommendation of Selection for RFS 24-76653  
Home Energy Rebate Program Service Provider (RFS)

Based on its evaluation of responses to RFS 24-76653, it is the evaluation team's recommendation that BLN, be selected to begin contract negotiations to administer the Home Energy Rebate Program (RFS).

*BLN has committed to subcontract 9.08% of the contract value to **Sondhi Solutions** (a certified Minority-owned Business (MBE)), 12.31% of the contract value to **RJL Solutions** (a certified Women-owned Business (WBE)), and 4.07% of the contract value to **Veteran Strategies** (a certified Indiana Veteran Owned Small Business (IVOSB)).*

The terms of this recommendation are included in this letter.

**Initial contract term of five (5) years, and an, optional, one (1) year renewal, with an estimated contract amount of \$23,961,226.40.**

The evaluation team received five (5) proposals from:

1. Accenture
2. BLN
3. CLEAResult
4. Crowe
5. Franklin Energy Services

The proposals were evaluated by IOT, Office of Energy Development (OED), 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)          | 50                        |
| 3. Cost (Cost Proposal)                                                     | 30                        |
| 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 RFS. 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:

- Company Information
- References
- Program Planning and Design
- Program Implementation
- Community Benefits plan
- Education and Outreach Strategy
- Consumer Protection Plan
- Utility Data Access Plan
- Privacy and Security Risk Assessment
- Market Transformation Plan

The evaluation team's Round 1 scoring is based on a review of the Respondent's proposed approaches to each section of the Business Proposal and Scope of Work. The initial results of the Management Assessment/Quality Evaluation are shown below:

**Table 1: Round 1 – Management Assessment/Quality Scores**

| Respondent               | MAQ Score<br>50 pts. |
|--------------------------|----------------------|
| Accenture                | 28.92                |
| BLN                      | 43.75                |
| CLEAResult               | 28.50                |
| Crowe                    | 15.75                |
| Franklin Energy Services | 37.67                |

#### C. Cost Proposal (30 Points)

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

Score =

The cost scoring :

- 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:

$$30 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$$

**Table 2: Round 1 – Cost Scores**

| <b>Respondent</b>        | <b>Cost Score<br/>30 pts.</b> |
|--------------------------|-------------------------------|
| Accenture                | 23.90                         |
| BLN                      | 19.69                         |
| CLEAResult               | 17.52                         |
| Crowe                    | 30.00                         |
| Franklin Energy Services | 13.67                         |

**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)**

| <b>Respondent</b>        | <b>Total Score<br/>80 pts.</b> |
|--------------------------|--------------------------------|
| Accenture                | 52.81                          |
| BLN                      | 63.44                          |
| CLEAResult               | 46.02                          |
| Crowe                    | 45.75                          |
| Franklin Energy Services | 51.34                          |

**E. Round 2 - Total Scores**

The State elected to issue Best and Final Offers (BAFOs) to all 5 Respondents.

The combined final scores for the Respondents, based on Round 2 Management Assessment/Quality and BAFO Cost Scores are listed below.

**Table 4: Round 2 - Evaluation Scores**

| <b>Respondent</b>        | <b>MAQ<br/>Score</b> | <b>Cost Score</b> | <b>Total<br/>Score</b> |
|--------------------------|----------------------|-------------------|------------------------|
| <b>Points Possible</b>   | <b>50</b>            | <b>30</b>         | <b>80</b>              |
| Accenture                | 28.92                | 22.61             | 51.53                  |
| BLN                      | 43.75                | 17.83             | 61.58                  |
| CLEAResult               | 28.50                | 16.48             | 44.98                  |
| Crowe                    | 15.75                | 30.00             | 45.75                  |
| Franklin Energy Services | 37.67                | 14.20             | 51.86                  |
|                          |                      |                   |                        |

## F. IDOA Scoring

IDOA scored the Respondents in the following areas: MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), IVOSB Subcontractor Commitment (5 points + 1 available bonus point), and Buy Indiana (5 points) using the criteria outlined in the RFP. IDOA requested updated M/WBE and IVOSB commitments from the Respondents who submitted BAFO Cost Proposals. Once the final M/WBE and IVOSB forms were received from the Respondent, the total scores out of 100 possible points were tabulated and are as follows:

**Table 5: Final Evaluation Scores**

| <b>Respondent</b>        | <b>MAQ Score</b> | <b>Cost Score</b> | <b>Buy Indiana*</b> | <b>MBE*</b>             | <b>WBE*</b>             | <b>IVOSB*</b>           | <b>Total Score</b>        |
|--------------------------|------------------|-------------------|---------------------|-------------------------|-------------------------|-------------------------|---------------------------|
| <b>Points Possible</b>   | <b>50</b>        | <b>30</b>         | <b>5</b>            | <b>5 (+1 bonus pt.)</b> | <b>5 (+1 bonus pt.)</b> | <b>5 (+1 bonus pt.)</b> | <b>100 (+3 bonus pt.)</b> |
| Accenture                | 28.92            | 22.61             | 5                   | 5                       | 5                       | 5                       | 71.53                     |
| BLN                      | 43.75            | 17.83             | 5                   | 5                       | 5                       | 5                       | 81.58                     |
| CLEARresult              | 28.50            | 16.48             | 0                   | 6                       | 5                       | 5                       | 60.98                     |
| Crowe                    | 15.75            | 30.0              | 5                   | 5                       | 6                       | 6                       | 67.75                     |
| Franklin Energy Services | 37.67            | 14.20             | 0                   | 5                       | -1                      | -1                      | 54.86                     |

\* 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) year renewal for a total of six (6) years at the State's option.