



# STATE OF INDIANA

Michael R. Pence, Governor

DEPARTMENT OF ADMINISTRATION  
Commissioner's Office

Indiana Government Center South  
402 West Washington Street, Room W469  
Indianapolis, IN 46204

## Award Recommendation Letter

Date: July 2, 2015

To: Stan Judson, Director of Strategic Sourcing  
Indiana Department of Administration

From: Greg Moorman, Strategic Sourcing Analyst

Subject: Recommendation for selection of ASA 15-078; Meals Ready to Eat

### Estimated Contract Amount: \$704,816.00

Based on the evaluation of the bids received, **Ameriquel Group, LLC** is recommended for award for all 10 (ten) Indiana Homeland Security districts. Terms of this recommendation are included in this letter.

The State of Indiana received five (5) proposals from four (4) vendors:

- Ameriquel Group, LLC
- J2 Systems and Supply, LLC
- Luxfer Magtech, Inc.
- Nex-Xos Worldwide, LLC (submitted 2 proposals)

All respondents claimed the US Manufacturing Preference. Ameriquel also claimed the Indiana Business Preference and the Indiana Manufactured Preference. J2 Systems and Supply also claimed the Indiana Small Business Preference.

Upon initial review of the proposals, the State clarified pricing submitted by certain vendors.

The proposals were then fully evaluated by the Indiana Department of Administration (IDOA) and the Indiana Department of Homeland Security (IDHS) according to the criteria established in the bid documents.

The following vendor was removed from further consideration for not meeting specifications for one or more line items:

### **Luxfer Magtech**

The proposed product did not meet specification three, requiring a 5-year shelf life.

The remaining respondents were then evaluated on price and preferences. The final evaluation is detailed in the table below.

Vendor	District	Extended Price	Price Preferences	U.S. Manufactured	Evaluated Price
Ameriquel	District 1	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 2	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 3	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 4	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 5	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 6	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 7	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 8	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 9	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
	District 10	\$ 70,481.60	IB-5% IN Manufactured- 2%	Y	\$ 65,547.89
J2 Systems & Supply	District 1	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 2	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 3	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 4	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 5	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 6	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 7	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 8	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 9	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
	District 10	\$ 100,944.00	ISB- 15%	Y	\$ 85,802.40
Nex-Xos (Proposal 1)	District 1	\$ 86,043.33	None	Y	\$ 86,043.33
	District 2	\$ 86,043.33	None	Y	\$ 86,043.33
	District 3	\$ 86,043.33	None	Y	\$ 86,043.33
	District 4	\$ 86,043.33	None	Y	\$ 86,043.33
	District 5	\$ 86,043.33	None	Y	\$ 86,043.33
	District 6	\$ 86,043.33	None	Y	\$ 86,043.33
	District 7	\$ 86,043.33	None	Y	\$ 86,043.33
	District 8	\$ 86,043.33	None	Y	\$ 86,043.33
	District 9	\$ 86,043.33	None	Y	\$ 86,043.33
	District 10	\$ 86,043.33	None	Y	\$ 86,043.33
Nex-Xos (Proposal 2)	District 1	\$ 81,781.56	None	Y	\$ 81,781.56
	District 2	\$ 81,781.56	None	Y	\$ 81,781.56
	District 3	\$ 81,781.56	None	Y	\$ 81,781.56
	District 4	\$ 81,781.56	None	Y	\$ 81,781.56
	District 5	\$ 81,781.56	None	Y	\$ 81,781.56
	District 6	\$ 81,781.56	None	Y	\$ 81,781.56
	District 7	\$ 81,781.56	None	Y	\$ 81,781.56
	District 8	\$ 81,781.56	None	Y	\$ 81,781.56
	District 9	\$ 81,781.56	None	Y	\$ 81,781.56
	District 10	\$ 81,781.56	None	Y	\$ 81,781.56

### **Award Summary**

During the course of evaluation, the state scrutinized all proposals to determine the viability of the proposed business solutions to meet the needs of the state. The Indiana Department of Administration evaluated the proposals based on the stipulated criteria outlined in the bid documents.

The term of the contract shall be for a period of one (1) year from the date of contract execution with 3 (three) one-year renewals at the State's option.

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Greg Moorman, Strategic Sourcing Analyst  
Indiana Department of Administration