



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: November 25, 2015

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

From: Teresa Deaton-Reese, CPPO, Strategic Sourcing Analyst
Indiana Department of Administration

Subject: Recommendation selection for Negotiated Bid ASA-16-039, Infant Restraint Seats the Department of Child Services.

Stan
Judson

Digitally signed by Stan Judson
DN: cn=Stan Judson, o=IDOA,
ou=IDOA Procurement,
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c=US
Date: 2015.11.25 10:41:14 -05'00'

Total Purchase Price: \$190,244.70

Based on the evaluation of the bids received, a two-way split award is recommended between Ask Us First, LLC and Patriot Solutions. Terms of this recommendation are included in this letter.

The State of Indiana received three (3) proposals:

- Ask Us First, LLC
- Patriot Solutions
- The Evenflo Company
-

The following line items and quantities were requested from the using agencies:

| ITEM DESCRIPTION | UOM | Annual Estimated UOM Sold |
|-----------------------|-----|---------------------------|
| Infant Restraint Seat | EA | 320 |
| Convertible Car Seat | EA | 1510 |
| No Back Booster | EA | 800 |
| Combination Booster | EA | 500 |

When necessary, the state clarified with respondent(s) to ensure specifications were met for each item. Additionally, all respondents were given the opportunity to improve pricing from their original bid.

All vendors claimed the U.S. Manufactured Preference.

Ask Us First, LLC claimed and qualifies for the Indiana Small Business Preference.

Patriot Solutions and The Evenflo Company did not meet the specifications on item #1. Their product does not have a 5 point harness.

Ask Us First, LLC and The Evenflo Company did not meet specifications on item #2. Their product is only designed for up to 40 lbs.

All three vendors on item #3, bid a product that is designed for 4 years old and above, but met the weight requirement. This is acceptable to the using agency. The Evenflo is the low vendor, however once the preferences are applied, Ask Us First, LLC is the low and recommended vendor for item # 3.

All three vendors on item #4, bid a product that is designed for 4 years old and above, but only Patriot Solutions met the weight requirement. This is acceptable to the using agency.

The final evaluation is detailed in the table below:

| Vendor | Total Bid Amount | Price Preference | Total Evaluation Amount | Award Amount | Line Items |
|---------------------|------------------|------------------|-------------------------|--------------|------------|
| Ask Us First, LLC | \$183,560.00 | ISBP – 15% | \$156,026.00 | \$46,880.00 | 1 and 3 |
| Patriot Solutions | \$183,927.90 | None | \$183,927.90 | \$143,364.70 | 2 and 4 |
| The Evenflo Company | \$144,668.10 | None | \$144,668.10 | None | None |

Award Summary

During the course of evaluation, the State scrutinized all proposals to determine the viability of each proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated proposals and awarded in accordance with the requirements set forth in the published process and pursuant to Indiana law.

This award will result in contract award for two years with a one two-year renewal.



Teresa Deaton-Reese, CPPO
Strategic Sourcing Analyst
Indiana Department of Administration