



STATE OF INDIANA

MICHAEL R. PENCE, Governor

DEPARTMENT OF ADMINISTRATION
Procurement Division
402 W Washington Street, Room W468
Indianapolis, Indiana 46204
317 / 232-3053

Award Recommendation Letter

Date: May 23, 2016

To: Eric Klinefelter, Deputy Director of Strategic Sourcing & Buyer Operations
Indiana Department of Administration

From: Patrick O'Connor, Strategic Sourcing Analyst

Subject: Recommendation selection for Negotiated Bid ASA-16-081, Pest Control Services

Based on the evaluation of our team, a split award is recommend between **Finally Pest Control, LLC** and **The Terminix International Company** to the individual lows per category Terms of the recommendation are included in this letter.

The evaluation team received proposals from two (2) vendors:

- Finally Pest Control, LLC
- The Terminix International Company

The following line items are needed and were requested for the using agencies based on predetermined locales:

Inspection
Ongoing Treatment of Regular Pests
Ongoing Treatment of Specialty Pests
One-time Treatment of Regular Pests
One-time Treatment of Specialty Pests
Emergency Treatment of Regular Pests
Emergency Treatment of Specialty Pests

When necessary, the State clarified with respondents to ensure specifications were met for each item. Additionally, respondents were given the opportunity to improve their pricing from the original bid.

Finally Pest Control, LLC claimed and qualifies for the Indiana Small Business Preference

The final evaluation is detailed below:

Pest Control Services Bid 16-081
Final Evaluation

Service Type	Weighted Hours ¹	Crawfordsville		Fort Wayne		Greenfield		Laporte		Seymour		Vincennes	
		Finally ²	Terminix										
Inspection	10	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ongoing Treatment of Regular Pests	25	\$ 69.99	\$63.00	\$ 91.99	\$72.00	\$ 64.99	\$63.00	\$ 74.99	\$65.00	\$ 66.99	\$67.00	\$ 74.99	\$65.00
Ongoing Treatment of Specialty Pests	15	\$ 81.04	\$73.00	\$ 129.04	\$108.00	\$ 81.04	\$73.00	\$ 91.04	\$82.00	\$ 115.04	\$120.00	\$ 119.73	\$97.00
One-time Treatment of Regular Pests	5	\$ 103.98	\$98.00	\$ 148.47	\$112.00	\$ 120.94	\$112.00	\$ 125.47	\$112.00	\$ 135.10	\$125.00	\$ 90.73	\$82.00
One-time Treatment of Specialty Pests	5	\$ 103.98	\$98.00	\$ 148.47	\$134.00	\$ 140.94	\$133.00	\$ 135.99	\$124.00	\$ 200.10	\$175.00	\$ 119.73	\$108.00
Emergency Treatment of Regular Pest	25	\$ 200.00	\$180.00	\$ 225.94	\$180.00	\$ 180.00	\$180.00	\$ 200.00	\$180.00	\$ 200.00	\$200.00	\$ 181.46	\$163.00
Emergency Treatment of Specialty Pest	15	\$ 215.00	\$196.00	\$ 250.94	\$225.00	\$ 225.00	\$225.00	\$ 224.95	\$225.00	\$ 250.00	\$250.00	\$ 181.46	\$163.00
Total Bid Amount	100	\$ 10,395.63	\$ 11,090.00	\$ 12,862.75	\$ 12,525.00	\$ 10,221.04	\$ 11,770.00	\$ 10,983.62	\$ 11,910.00	\$ 11,752.40	\$ 13,725.00	\$ 10,184.19	\$ 10,550.00

¹ Weighted hours were determined and finalized in cost evaluation methodology document prior to bid opening.

² Finally claimed and qualifies for the Indiana Small Business Preference which provides for a 15% price reduction for evaluation purposes.

Award Summary

During the course of evaluation, the state scrutinized all proposals to determine the viability of the proposed business solutions to meet the goals of the program and to meet the needs of the state. The team evaluated proposals based on the stipulated criteria outlined in the RFP document.

It is the intent of the State to award a one (1) year contract with the option to renew by mutual agreement for three (3) additional years in one (1) year increments under the same terms and conditions.

Patrick O'Connor, Strategic Sourcing Analyst
Indiana Department of Administration