



## Award Recommendation Letter

Date: April 21, 2023

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

From: Stephanie Nelson, Procurement Consultant  
Indiana Department of Administration

Subject: Negotiated Bid ASA-23-74580; Fish Feed for All State Agencies, Specifically  
Indiana Department of Natural Resources

### **Estimated Two (2) Year Contract Amount: \$363,360.00**

Based on the evaluation of the response received for Negotiated Bid ASA-23-74580, **Zeigler Bros., Inc.** is recommended for award to provide Fish Feed to All State Agencies, specifically the Indiana Department of Natural Resources. Terms of this recommendation are included in this letter.

The State received one (1) bid response from:

- Zeigler Bros., Inc.

The solicitation was issued as a Negotiated Bid to establish a Quantity Purchase Agreement (QPA).

The bid was evaluated according to the criteria established in the bid documents and their adherence to requirements. When necessary, the State clarified with the Respondent to ensure specifications were met.

### **Purchasing Preferences Claimed**

- Zeigler, Bros. Inc. claimed but did not qualify for the U.S. Manufactured Preference (USMP).

The final overall evaluation score is listed in the table below.

**TABLE 1: Final Overall Evaluation Score**

Bidder	Total Bid Amount	Preference	Evaluation Bid Amount	U.S. Manufactured
Zeigler Bros., Inc.	\$363,360.00	None	\$363,360.00	NO

**Award Summary**

Line Item	Item Description	Estimated Qty (2 year)	Unit Price	Extended Price
1	Starter Feed, Fry Life-Stage #1, #2, 0.7 mm, and 1.0 mm	20,000	\$ 2.04	\$ 40,800.00
2	Granule or Grower Feed, Fingerling Life-Stage, 1.5 mm and 2.0 mm	56,000	\$ 1.49	\$ 83,440.00
3	Pellet Feed, Production and Broodstock Life-Stage 2.5 mm to 5.0 mm	230,000	\$ 1.02	\$ 234,600.00
4	Pellet Feed, Fish Brood Life-Stage 6.0 mm	4,000	\$ 1.13	\$ 4,520.00
<b>TOTAL BID AMOUNT</b>			<b>\$</b>	<b>363,360.00</b>

During the course of evaluation, the State scrutinized the bids to determine the viability of the proposed business solution to meet the needs of the State. IDOA evaluated the bids based on the stipulated criteria outlined in the bid documents.

Pending successful contract negotiations, the initial term of the contract shall be for a period of two (2) years from the date of contract execution. There may be two (2) one-year renewals for a total of four (4) years at the State’s option.

*Stephanie Nelson*

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