



# STATE OF INDIANA

Eric J. Holcomb, Governor

## DEPARTMENT OF ADMINISTRATION

### Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

### Award Recommendation Letter

Date: February 16, 2023

To: Erin Kellam, Deputy Commissioner, Procurement Division  
Indiana Department of Administration

From: Arthur L. Sample IV, Procurement Specialist  
Indiana Department of Administration

Subject: Recommendation of Award for 100-23-74086; Firearms Exchange Services (Reverse Auction with trade) for Indiana State Police

**Total Bid amount: \$177,814.00**

**Trade in Value: \$90,450.00**

Based on the State's evaluation of responses received for Negotiated Bid 100-23-74086, Kiesler Police Supply Inc., is recommended for award to provide; Firearms Exchange Services (Reverse Auction with trade) for Indiana State Police. Terms of the award recommendation are outlined in this letter.

The State of Indiana received proposals from Two (2) bidders:

- Kiesler Police Supply Inc.
- Vance Outdoors

### Bid Summary

The solicitation was issued as a negotiated bid for a contract for Firearms Exchange Services (Reverse Auction with trade) for Indiana State Police.

The proposals were evaluated by IDOA and ISP according to the criteria established in the bid documents. The supplier met the required and requested specifications. Therefore, the State evaluated the supplier for cost.

### Specifications:

Total Bid Amount				Kiesler Police Supply Inc		Vance Outdoors	
Item No.	Description	UOM	Estimated Quantity	Unit Price	Extended Price	Unit Price	Extended Price
1	Streamlight RM2	EA	1100	119.72	\$131,692.00	135.05	\$148,555.00
2	Streamlight TLR1 HL	EA	200	115.61	\$23,122.00	130.42	\$26,084.00
3	Safariland 6280-77421-9X Hi-gloss finish for TLR1 light. (RH & LT Holsters TBD and provided to vendor)	EA	200	115	\$23,000.00	151.4	\$30,280.00
Totals					\$177,814.00		\$204,919.00

Trade in Value				Kiesler Police Supply Inc		Vance Outdoors	
Item No.	Description	UOM	Estimated Quantity	Unit Price	Extended Price	Unit Price	Extended Price
1	Remington 870 shotguns - good working condition	EA	562	150	\$84,300.00	150	\$84,300.00
2	Remington 870 shotguns - poor or damaged condition	EA	82	75	\$6,150.00	50	\$4,100.00
Totals					\$90,450.00		\$88,400.00

## Award Summary

Kiesler Police Supply Inc. claimed and qualified for the Indiana Business Preference (5%) and U.S. Manufactured Preference  
Vance Outdoors claimed and qualified for U.S. Manufactured Preference.

The table below outlines the award summary for 100-23-7486:

Summary			Kiesler Police Supply Inc		Vance Outdoors	
Item No.	Description	UOM	Estimated Quantity	Extended Price	Estimated Quantity	Extended Price
1	Total Bid Amount	EA	1500	\$177,814.00	1500	\$204,919.00
2	Trade in Value	EA	644	\$90,450.00	644	\$88,400.00
				<b>\$87,364.00</b>		<b>\$116,519.00</b>

Bidder	Total Bid Amount	Preference	Evaluation Trade in Credit	U.S. Manufactured
Kiesler Police Supply Inc	\$177,814.00	Indiana Business	\$168,923.30	Yes
Vance Outdoors	\$204,919.00	US Manufactured	\$204,919.00	Yes

## Officer Buy Back Program

The Indiana State Police request that the bidder allow for ISP personnel to purchase their assigned shotgun back at a price set by the bidder. ISP is requesting the bidder provide information as to how this transaction would be accomplished and overall purchase price for the shotgun buy-back.

The table below outlines the shotgun buyback program for 100-23-7486:

Buy Back Program			Kiesler Police Supply Inc		Vance Outdoors	
Item No.	Description	UOM	Quantity Per Officer	Price	Quantity Per Officer	Price
1	Officer Shotgun Buy Back	EA	1	\$230.00 (tax and shipping included)	1	\$210.00 + Tax

During the course of the evaluation, the State scrutinized the proposal to determine the viability of the proposed business solutions and ability to meet the goals of the program and the needs of the State. IDOA evaluated proposal response based on the stipulated criteria outlined in the bid documents.