



STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION
Commissioner's Office

Eric J. Holcomb, Governor

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

Award Recommendation Letter

Date: February 2, 2024

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

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

Subject: Recommendation of Selection for Negotiated Bid 385-24-76821,
Structural Firefighting Gear and Self-Contained Breathing Apparatus

Estimated 4-year Contract Total Bid Amount: \$39,809,875.00

Based on the evaluation of the response received for Negotiated Bid 385-24-76821, **Municipal Emergency Services (MES)** is recommended for award to provide Structural Firefighting Gear and Self-Contained Breathing Apparatus to All State Entities specifically the Indiana Department of Homeland Security. Terms of this recommendation are included in this letter.

The State received three (3) bid response from:

1. Municipal Emergency Services (MES)
2. Dinges Partners Group, LLC
3. Donley and Associates

The state requested pricing on the following line items:

Structural Firefighting Gear	
1	Coat
2	Pant
3	Helmet
4	Hoods
5	Boots
6	Glove
7	Self-Contained Breathing Apparatus (SCBA)

Bid Evaluation Summary

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

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

Self-Contained Breathing Apparatus

Year (1) 2024			Dinges Partners Group, LLC		Donley and Associates		MES	
Self-Contained Breathing Apparatus	Quantity Estimated	UOM	Price	Total	Price	Total	Price	Total
Self-Contained Breathing Apparatus (SCBA)	875	EA	No Bid		\$7,842.60	\$6,862,275.00	\$7,300.00	\$6,387,500.00
						\$6,862,275.00		\$6,387,500.00

Year (2) 2025			Dinges Partners Group, LLC		Donley and Associates		MES	
Structural Firefighting Gear	Quantity Estimated	UOM	Price	Total	Price	Total	Price	Total
Self-Contained Breathing Apparatus (SCBA)	875	EA	No Bid		\$7,842.60	\$6,862,275.00	\$7,527.00	\$6,586,125.00
						\$6,862,275.00		\$6,586,125.00

Year (3) 2026			Dinges Partners Group, LLC		Donley and Associates		MES	
Structural Firefighting Gear	Quantity Estimated	UOM	Price	Total	Price	Total	Price	Total
Self-Contained Breathing Apparatus (SCBA)	875	EA	No Bid		\$8,169.46	\$7,148,277.50	\$7,747.00	\$6,778,625.00
						\$7,148,277.50		\$6,778,625.00

Year (4) 2027			Dinges Partners Group, LLC		Donley and Associates		MES	
Structural Firefighting Gear	Quantity Estimated	UOM	Price	Total	Price	Total	Price	Total
Self-Contained Breathing Apparatus (SCBA)	875	EA	No Bid		\$8,599.45	\$7,524,518.75	\$7,987.00	\$6,988,625.00
						\$7,524,518.75		\$6,988,625.00

Structural Firefighting Gear

Year (1) 2024			Dinges Partners Group, LLC		Donley and Associates		MES	
Structural Firefighting Gear	Quantity Estimated	UOM	Price	Total	Price	Total	Price	Total
Coat	875	EA	\$1,824.79	\$1,596,691.25	\$1,165.98	\$1,020,232.50	\$1,558.00	\$1,363,250.00
Pant	875	EA	\$1,185.60	\$1,037,400.00	\$1,681.72	\$1,471,505.00	\$1,054.00	\$922,250.00
Helmet	875	EA	\$248.00	\$217,000.00	\$338.80	\$296,450.00	\$296.00	\$259,000.00
Hoods	875	EA	\$94.60	\$82,775.00	\$98.53	\$86,213.75	\$141.00	\$123,375.00
Boots	875	EA	\$298.00	\$260,750.00	\$175.40	\$153,475.00	\$165.00	\$144,375.00
Glove	875	EA	\$74.95	\$65,581.25	\$82.28	\$71,995.00	\$115.00	\$100,625.00
			\$3,260,197.50		\$3,099,871.25		\$2,912,875.00	

Year (2) 2025			Dinges Partners Group, LLC		Donley and Associates		MES	
Structural Firefighting Gear	Quantity Estimated	UOM	Price	Total	Price	Total	Price	Total
Coat	875	EA	\$1,915.09	\$1,675,703.75	\$1,505.95	\$1,317,706.25	\$1,682.00	\$1,471,750.00
Pant	875	EA	\$1,244.83	\$1,089,226.25	\$2,171.95	\$1,900,456.25	\$1,139.00	\$996,625.00
Helmet	875	EA	\$230.00	\$201,250.00	\$338.80	\$296,450.00	\$311.00	\$272,125.00
Hoods	875	EA	\$101.23	\$88,576.25	\$127.52	\$111,580.00	\$152.00	\$133,000.00
Boots	875	EA	\$319.30	\$279,387.50	\$182.75	\$159,906.25	\$178.00	\$155,750.00
Glove	875	EA	\$86.50	\$75,687.50	\$105.25	\$92,093.75	\$125.00	\$109,375.00
			\$3,409,831.25		\$3,878,192.50		\$3,138,625.00	

Year (3) 2026			Dinges Partners Group, LLC		Donley and Associates		MES	
Structural Firefighting Gear	Quantity Estimated	UOM	Price	Total	Price	Total	Price	Total
Coat	875	EA	\$2,010.80	\$1,759,450.00	\$1,325.13	\$1,159,488.75	\$1,815.00	\$1,588,125.00
Pant	875	EA	\$1,307.10	\$1,143,712.50	\$1,911.18	\$1,672,282.50	\$1,231.00	\$1,077,125.00
Helmet	875	EA	\$234.90	\$205,537.50	\$356.68	\$312,095.00	\$328.00	\$287,000.00
Hoods	875	EA	\$108.30	\$94,762.50	\$112.10	\$98,087.50	\$165.00	\$144,375.00
Boots	875	EA	\$342.30	\$299,512.50	\$190.40	\$166,600.00	\$192.00	\$168,000.00
Glove	875	EA	\$85.82	\$75,092.50	\$92.50	\$80,937.50	\$135.00	\$118,125.00
			\$3,578,067.50		\$3,489,491.25		\$3,382,750.00	

Year (4) 2027			Dinges Partners Group, LLC		Donley and Associates		MES	
Structural Firefighting Gear	Quantity Estimated	UOM	Price	Total	Price	Total	Price	Total
Coat	875	EA	\$2,111.38	\$1,847,457.50	\$1,711.44	\$1,497,510.00	\$1,950.00	\$1,706,250.00
Pant	875	EA	\$1,372.43	\$1,200,876.25	\$2,468.25	\$2,159,718.75	\$1,327.00	\$1,161,125.00
Helmet	875	EA	\$246.46	\$215,652.50	\$375.50	\$328,562.50	\$345.00	\$301,875.00
Hoods	875	EA	\$115.00	\$100,625.00	\$145.04	\$126,910.00	\$178.00	\$155,750.00
Boots	875	EA	\$368.18	\$322,157.50	\$198.38	\$173,582.50	\$208.00	\$182,000.00
Glove	875	EA	\$96.25	\$84,218.75	\$119.72	\$104,755.00	\$146.00	\$127,750.00
			\$3,770,987.50		\$4,391,038.75		\$3,634,750.00	

All responses were evaluated on price and preferences. Municipal Emergency Services (MES) claimed the U.S. Manufactured Preference.

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

Preference Claimed

Bidder	Preference	U.S. Manufactured
Dinges Partners Group, LLC	None	No
Donley and Associates	None	No
MES	None	Yes

Award Summary

Self-Contained Breathing Apparatus	Dinges Partners Group, LLC	Donley and Associates	MES
	No Bid	\$28,397,346.25	\$26,740,875.00
Structural Firefighting Gear	Dinges Partners Group, LLC	Donley and Associates	MES
	\$14,019,083.75	\$14,858,593.75	\$13,069,000.00

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 term of the contract shall be for a period of Four years (4) years from the date of contract execution.

Arthur L. Sample IV

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Procurement Specialist
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