



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: August 28, 2023

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

From: Roxie Coble, Director of Strategic Sourcing
Indiana Department of Administration

Subject: Negotiated Bid 24-76190
Mid-Size Sedans and SUVs

This is a one-time purchase¹. Pricing is by category.

- A). Mid-Size Sedans**
- B). Full-Size Sedans**
- C). Hybrid Sedans**
- D). Mid-Size SUVs**
- E). Full-Size SUVs**
- F). Hybrid SUVs**

Bid Summary

The solicitation was issued as a Negotiated Bid to purchase of Mid-Size Sedans and SUVs.

The bids submitted 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.

¹ As defined in the bid, this refers to the PO being the contractual method for purchase; not that only one purchase is permitted.

A). Mid-Size Sedans

Based on the evaluation of the responses received for Negotiated Bid 24-76190, the following is recommended for award to provide the specified category of Mid-Size Sedans. Terms of this recommendation are outlined in this letter.

Bidder	Vehicle Manufacturer/Model	Total Bid Amount
Bloomington Ford	Chevrolet Malibu	\$ 23,486.25
John Jones	Chevrolet Malibu	\$ 26,445.00
Whitley County Chevrolet	Chevrolet Malibu FL/FS	\$ 23,079.80

The State received the four (4) responses for Mid-Size Sedans

- Bloomington Ford
- John Jones
- Tom Kelley Ford²
- Whitley County Chevrolet

Purchasing Preferences Claimed³- Mid-Size Sedans

Bidder	Total Bid Amount	Preference	Preference %	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 23,486.25	Buy IN	5%	\$ 22,311.94
John Jones	\$ 26,445.00	US Manufacturer	15%	\$ 22,478.25
Whitley County Chevrolet	\$ 23,079.80	None		\$ 23,079.80

Award Summary- Mid-Size Sedans

The final overall order of the evaluation amounts is summarized in the table below⁴.

Bidder	Total Bid Amount	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 23,486.25	\$ 22,311.94
John Jones	\$ 26,445.00	\$ 22,478.25
Whitley County Chevrolet	\$ 23,079.80	\$ 23,079.80

B). Full-Size Sedans - No Bids were received.

C). Hybrid Sedans – No Bids were received.

² Missing a mandatory requirement; therefore not evaluated.

³ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining DPAPManual.pdf](#) – see page 39-40.

D). Mid-Size SUVs

Based on the evaluation of the responses received for Negotiated Bid 24-76190, the following is recommended for award to provide the specified category of Mid-Size SUVs. Terms of this recommendation are outlined in this letter.

Bidder	Vehicle Manufacturer/Model	Total Bid Amount
Bloomington Ford	Ford Edge SE AWD (K4G)	\$ 34,998.25
John Jones	Stellantis/Dodge Durango	\$ 40,773.00
Larkin Greenwood Ford	Ford Edge	\$ 42,123.16
Whitley County Chevrolet	Chevrolet Blazer (3LT)	\$ 38,953.00

The State received the six (6) responses for Mid-Size SUVs

- Bloomington Ford
- John Jones
- Kelley Chevrolet⁵
- Larkin Greenwood Ford
- Tom Kelley Ford⁶
- Whitley County Chevrolet

Purchasing Preferences Claimed⁷- Mid-Size SUVs

Bidder	Total Bid Amount	Preference	Preference %	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 34,998.25	Buy IN	5%	\$ 33,248.34
John Jones	\$ 40,773.00	US Manufacturer	15%	\$ 37,657.05
Larkin Greenwood Ford	\$ 42,123.16	None		\$ 42,123.16
Whitley County Chevrolet	\$ 38,953.00	None		\$ 38,953.00

Award Summary- Mid-Size SUVs

The final overall order of the evaluation amounts is summarized in the table below⁸.

⁵ Missing a mandatory requirement; therefore not evaluated.

⁶ Missing a mandatory requirement; therefore not evaluated.

⁷ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining DPAPManual.pdf](#) – see page 39-40.

Bidder	Total Bid Amount	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 34,998.25	\$ 33,248.34
John Jones	\$ 40,773.00	\$ 37,657.05
Larkin Greenwood Ford	\$ 42,123.16	\$ 42,123.16
Whitley County Chevrolet	\$ 38,953.00	\$ 38,953.00

E). Full-Size SUVs

Based on the evaluation of the responses received for Negotiated Bid 24-76190, the following is recommended for award to provide the specified category of Full-Size SUVs. Terms of this recommendation are outlined in this letter.

Bidder	Vehicle Manufacturer/Model	Total Bid Amount
Bloomington Ford	Ford Explorer 4x4 Base	\$ 39,010.25
Larkin Greenwood Ford	Ford Explorer	\$ 51,461.16

The State received the three (3) responses for Full-Size SUVs

- Bloomington Ford
- Larkin Greenwood Ford
- Tom Kelley Ford⁹

Purchasing Preferences Claimed¹⁰- Full-Size SUVs

Bidder	Total Bid Amount	Preference	Preference %	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 39,010.25	Buy IN	5%	\$ 37,059.74
Larkin Greenwood Ford	\$ 51,461.16	None	15%	\$ 51,461.16

Award Summary- Full-Size SUVs

The final overall order of the evaluation amounts is summarized in the table below¹¹.

Bidder	Total Bid Amount	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 39,010.25	\$ 37,059.74
Larkin Greenwood Ford	\$ 51,461.16	\$ 51,461.16

⁹ Missing a mandatory requirement; therefor not evaluated.

¹⁰ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining DPAPManual.pdf](#) – see page 39-40.

F). Hybrid SUVs

Based on the evaluation of the responses received for Negotiated Bid 24-76190, the following is recommended for award to provide the specified category of Hybrid SUVs. Terms of this recommendation are outlined in this letter.

Bidder	Vehicle Manufacturer/Model	Total Bid Amount
Bloomington Ford	Ford, Explorer Platinum Hybrid AWD	\$ 56,990.00

The State received the one (1) response for Hybrid SUVs

- Bloomington Ford

Purchasing Preferences Claimed¹²- Hybrid SUVs

Bidder	Total Bid Amount	Preference	Preference %	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 56,990.00	Buy IN	5%	\$ 54,140.50

Award Summary- Hybrid SUVs

The final overall order of the evaluation amounts is summarized in the table below¹³.

Bidder	Total Bid Amount	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 56,990.00	\$ 54,140.50

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. The Indiana Department of Administration evaluated the bids based on the stipulated criteria outlined in the bid documents.

Roxie A. Coble

Roxie A. Coble
Director of Strategic Sourcing
Indiana Department of Administration

¹² Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining DPAPManual.pdf](#) – see page 39-40.