



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: June 27, 2023

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

From: Teresa Deaton-Reese, CPPB, CPPO, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Award for 515-23-75269; Corrugated Boxes for Indiana Correctional Industries (ICI)

Estimated Amount of two (2) year contract: \$1,055,127.54

Based on the State’s evaluation of responses received for negotiated Bid 515-23-75269, Brown & Pratt, Inc. is recommended for award in all categories to provide corrugated boxes. Terms of the award recommendation are outlined in this letter.

The State of Indiana received proposals from four (4) bids:

- Brown & Pratt, Inc.
- Carey Services, Inc.
- Jetco Packaging Solutions
- SMC Packaging

Bid Summary

The solicitation was issued as a negotiated bid with four (4) categories (delivery points) that will result in a contract for the following products:

Corrugated Boxes for Miami Correctional.

The following vendors responded to this category:

- Brown & Pratt, Inc. - \$203,525.28
- Jetco Packaging Solutions-\$296,243.92
- SMC Packaging –\$ 247,999.30

Specifications	UOM	2 Year Qty
BOX CORRUGATED, 200#, C-FLUTE, 20-7/8"x15-5/8"x8"	EA	9,820.00

CORRUGATED, 200#, C-FLUTE BOX,RSC,200#,19X12-1/2X12-1/16	EA	1,262.00
CORRUGATED, 200#, C-FLUTE OX, RSC, 200#, 18X12X8-7/16	EA	21,168.00
CORRUGATED, 200#, C-FLUTE BOX, RSC, 8-3/4X5-3/4X5	EA	344.00
CORRUGATED, 200#, C-FLUTE BOX, RSC, 24X22X22	EA	2,348.00
CORRUGATED, 200#, C-FLUTE BOX, RSC, 12-1/2X6-3/8X12-1/8	EA	1,300.00
CORRUGATED, 200#, C-FLUTE BOX, RSC, 10-3/4X9-1/4X7	EA	406.00
CORRUGATED, 200#, C-FLUTE BOX, RSC, 12-3/4X8-1/4X7	EA	24,780.00
200#, UNITED NATIONS APPROVED BOX, RSC, 12-1/2X12-1/2X12-1/2	EA	30,238.00
CORRUGATED, 200#, C-FLUTE BOX, RSC,200#,15X11-1/8X10-3/4	EA	3,712.00
BOX, RSC,200#,20X17-1/2X17	EA	6,316.00
16 OZ, CORRUGATED,200#, C-FLUTE BOX, RSC, 19-3/4X13-1/4X8-5/8	EA	900.00
CORRUGATED, 200#, C-FLUTE BOX, RSC, 200#, 11X7-1/2X10	EA	13,408.00
CORRUGATED, 200#, C-FLUTE BOX, RSC, 7-7/8X5-1/2X9-3/4	EA	422.00
32ect C - Kraft Box 8.875x6.75x8.0	EA	150.00
DIVIDER, 6-1/8X12	EA	162.00

CORRUGATED PARTITION, C FLUTE PARTITION,200#,12-3/8X11-13/16	EA	56,600.00
PARTITION, 11-3/4X8-1/4	EA	3,000.00
PARTITION, 17-3/4X8-1/4	EA	4,990.00
PARTITION, 14-3/4X10-1/2	EA	11,420.00
PARTITION, 11X10-1/2	EA	12,976.00
1/2GAL JUG PARTITION, PART A PARTITION, 10-5/8X9-5/8	EA	15,920.00
1/2GAL JUG PARTITION, PART B PARTITION, 7-1/8X9-5/8	EA	15,526.00

Corrugated Boxes for Wabash Correctional.

The following vendors responded to this category:

- Brown & Pratt, Inc. – \$33,586.56
- Jetco Packaging Solutions -\$52,026.24
- SMC Packaging - \$44,134.50

CORRUGATED DIVIDER, 84 X 60	UOM	2 Year Qty
CORRUGATED DIVIDER, 84 X 60	EA	10,976.00

Corrugated Boxes for Correctional Industrial.

The following vendors responded to this category:

- Brown & Pratt, Inc.
- Jetco Packaging Solutions
- SMC Packaging

SPECIFICATIONS	UOM	2 Year Qty

GAYLORD, DOUBLE WALL, 24" X 24" X5" HSC/48 ECT 150 BOXES PER SKID	EA	3830.00
GAYLORD, DOUBLE WALL, 28" X 28" X5" HSC/48 ECT 150 BOXES PER SKID	EA	2000.00

Corrugated Boxes for Plainfield.

The following vendors responded to this category:

- Brown & Pratt, Inc.
- Carey Services, Inc.
- Jetco Packaging Solutions
- SMC Packaging

SPECIFICATIONS	UOM	2 YEAR QTY
Corrugated Boxes, 16 x 13 x 11, length 16, width 13, depth 11, style - Regular slotted carton(RSC), oard grade - ECT 32C, joint glued, Print two panel, 1 color	EA	1,120,000

The proposals were evaluated by IDOA and ICI according to the criteria established in the bid documents.

Award Summary

The table below outlines the award summary for 515-23-75269:

Award for Miami Correctional.

Respondent	Total Evaluation Amount	Preferences	Total Preference Amount	Total Award Amount	Line Items Award
Brown & Pratt, Inc.	\$203,525.28	15% Recycled	\$172,996.49	\$203,525.28	All
Jetco Packaging Solutions	\$296,243.92	None	\$296,996.92	None	None
SMC Packaging	\$247,999.30	None	\$247,996.30	None	None

Award for Wabash Correctional.

Respondent	Total Evaluation Amount	Preferences	Total Preference Amount	Total Award Amount	Line Items Award
Brown & Pratt, Inc.	\$33,586.56	15% Recycled	\$28,548.58	\$33,586.56	All
Jetco Packaging Solutions	\$52,026.24	None	\$52,026.24	None	None
SMC Packaging	\$44,134.50	None	\$44,134.50	None	None

Award for Correctional Industrial.

Respondent	Total Evaluation Amount	Preferences	Total Preference Amount	Total Award Amount	Line Items Award
Brown & Pratt, Inc.	\$11,615.70	15% Recycled	\$9,876.35	\$11,615.70	All
Jetco Packaging Solutions	\$23,895.70	None	\$23,895.70	None	None
SMC Packaging	\$26,838.36	None	\$26,838.36	None	None

Award for Plainfield.

In accordance with Indiana Code 5-22-13, Carey Services, Inc., is a qualified nonprofit agency with Persons with Severe Disabilities and qualifies for the award if they are within fair market value. Based upon the price quotes received, an Average Market Price was calculated and compared to Carey Services, Inc. proposed pricing. The final price evaluation is detailed in the table below:

Item	UOM	State of Indiana Average Market Price Analysis	Carey Services, Inc. Proposed Cost	Within Fair Market Value
Corrugated Box, 13" x 16" x 11"	EA	\$.80	\$1.06	No

Respondent	Total Evaluation Amount	Preferences	Total Preference Amount	Total Award Amount	Line Items Award
Brown & Pratt, Inc.	\$806,400.00	15% Recycled	\$685,440.00	\$806,400.00	All
Carey Services, Inc.	\$1,187,200.00	None	\$1,187,200.00	None	None
Jetco Packaging Solutions	\$1,041,600.00	None	\$1,041,600.00	None	None
SMC Packaging	\$872,480.00	None	\$872,480.00	None	None

During the course of evaluation, the State scrutinized all proposals to determine the viability of each proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the proposal and awarded in accordance with the requirements set forth in the published process and pursuant to Indiana law.

Type of Award

The State intends to establish a contract for a period of two (2) years. The contract can be mutually renewed yearly for two additional years under the same terms and conditions.

Renewals are subject to the approval of the Department of Administration and the State Budget Agency. Total term of this agreement including all renewals, shall not exceed four years.