



STATE OF INDIANA

Eric Holcomb, Governor

Department of Administration  
Procurement Division

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**Award Recommendation Letter**

Date: April 27, 2023

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

From: Syed Mohammad, Procurement Consultant  
Indiana Department of Administration

Subject: Selection of RFP 23-73290: Unemployment Insurance Payment Distribution

Based on its evaluation of responses to RFP 23-73290, it is the evaluation team's recommendation that **The NoCheck Group, LLC** be selected to begin contract negotiations to provide Unemployment Insurance Payment Distribution for the Department of Workforce Development (DWD).

The terms of this recommendation are included in this letter.

Estimated four (4) year Contract Value: \$0.00

The evaluation team received five (5) proposals from:

1. FISERV - First Data Government Solutions, LP (Fiserv)
2. Geocko, Inc. dba FORWARD (Forward)
3. Indiana Interactive, LLC d/b/a NIC Indiana (NIC)
4. The Bank of New York Mellon (BNY Mellon)
5. The NoCheck Group, LLC (NoCheck)

The proposals were evaluated by DWD, IOT and IDOA according to the following criteria established in the RFP:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	50
3. Cost (Cost Proposal)	30
4. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
5. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
Total: 90 (92 if bonus awarded)	

The proposals were evaluated according to the process outlined in Section 3.2 (“Evaluation Criteria”) of the RFP. Scoring was completed as follows:

**A. Adherence to Requirements**

Each proposal was reviewed for responsiveness and adherence to mandatory requirements.

**B. Management Assessment/Quality: Initial Scoring (50 Points)**

The five (5) responsive Respondents’ proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

These areas were reviewed to assess the Respondent’s ability to serve the State:

- Company Information
- References
- Managing Disbursement Accounts and processing Payments
- Payment distribution options and preferred default options
- Fraud Prevention
- Returned Funds Process
- Additional Risk Management

The evaluation team’s Round 1 scoring is based on a review of the Respondent’s proposed approach to each section of the Business Proposal and Technical Proposal. The initial results of the Management Assessment/Quality Evaluation are shown below:

**Table 1: Management Assessment/Quality Scores - Round 1**

<b>Respondent</b>	<b>MAQ Score 50 pts.</b>
Fiserv	40.50
FORWARD	17.93
NIC	32.23
BNY Mellon	38.65
NoCheck	34.00

**C. Cost Proposal (30)**

Price points were awarded on the Respondents’ Costs as follows:

$$\text{Score} = \left\{ \begin{array}{l} \bullet \text{ If Respondent's Cost amount is lowest among all Respondents,} \\ \text{then score is 30.} \\ \\ \bullet \text{ If Respondent's Cost amount is NOT lowest among all} \\ \text{Respondents, then score is:} \\ \\ 30 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})} \end{array} \right.$$

The cost scoring as a result of the Respondents’ cost proposals is as follows:

**Table 2: Cost Scores - Round 1**

<b>Respondent</b>	<b>Cost Score 30 pts.</b>
Fiserv	20.51
FORWARD	0.24
NIC	1.20
BNY Mellon	30.00
NoCheck	15.08

**D. First Round Total Scores**

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

**Table 3: Total Scores - Round 1**

<b>Respondent</b>	<b>Total Score 80 pts.</b>
Fiserv	61.01
FORWARD	18.17
NIC	33.43
BNY Mellon	68.65
NoCheck	49.08

With IDOA approval, the evaluation team elected to shortlist Fiserv, BNY Mellon, and NoCheck based on Round 1 Total Scores. The evaluation team elected to invite the three (3) shortlisted Respondents to give oral presentations. Additionally, the evaluation team issued clarification questions and a request for Best and Final Offers (BAFOs) to the shortlisted Respondents.

**E. Post Clarifications, Oral Presentations and BAFO Evaluations**

The shortlisted Respondents' cost scores were updated based on their BAFOs. The shortlisted Respondents' MAQ scores were reviewed based on the responses to the clarification questions and the oral presentations. The scores for the shortlisted Respondents after the clarification questions, oral presentations and BAFOs were as follows:

**Table 4: Post-Oral Presentations and BAFOs - Evaluation Scores - Round 2**

<b>Respondent</b>	<b>MAQ Score (50)</b>	<b>Cost Score (30)</b>	<b>Total Score (80)</b>
Fiserv	39.50	0.00	39.50
BNY Mellon	31.75	0.00	31.75
NoCheck	41.83	30.00	71.83

**F. IDOA Scoring**

IDOA scored the Respondent in the following areas: MBE Subcontractor Commitment (5 points + 1 available bonus point) and WBE Subcontractor Commitment (5 points + 1 available bonus point using the criteria outlined in the RFP. When necessary, IDOA clarifies certain W/MBE information with Respondents. Once the final W/MBE forms were received from the Respondents, the total scores out of 92 possible points were tabulated and are as follows:

**Table 5: Final Evaluation Scores**

<b>Respondent</b>	<b>MAQ Score</b>	<b>Cost Score</b>	<b>MBE*</b>	<b>WBE*</b>	<b>Total Score</b>
<b>Points Possible</b>	<b>50</b>	<b>30</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>90 (+3 bonus pts.)</b>
Fiserv	39.50	0.00	6.00	6.00	51.50
BNY Mellon	31.75	0.00	-1.00	-1.00	29.75
NoCheck	41.83	30.00	-1.00	-1.00	69.83

\* See Sections 3.2.4 and 3.2.5 of the RFP for information on available MBE/WBE bonus points.

#### **Award Summary**

During the course of evaluation, the State scrutinized all proposals to determine the ability of the proposed solutions to meet the goals of the program and the needs of the State. The evaluation team evaluated proposals based on the stipulated criteria outlined in the RFP.

The term of the contract shall be for a period of four (4) years. There may be four (4) one-year renewals for a total of eight (8) years at the State's option.