



### Award Recommendation Letter

Date: July 19, 2021

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

From: Stephanie Nelson, Senior Account Manager  
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 21-66406; Uniforms and Related Items for the Indiana Department of Natural Resources (IDNR)

Based on the evaluation of responses to RFP 21-66406, it is the evaluation team's recommendation that Galls Parent Holdings, LLC and Blackjack Uniforms, Inc. be selected to begin contract negotiations to provide Uniforms and Related Items for the Indiana Department of Natural Resources (IDNR). Galls Parent Holdings, LLC will provide Uniforms for the Primary Component Category and Blackjack Uniforms, Inc. will provide Uniforms for the Related and Accessory Component Categories.

*Blackjack Uniforms, Inc. has committed to subcontract 8.00% to **Lakeside Specialties, Inc.** (a certified Minority-owned Business (MBE)) and 8.00% to **Print Solutions of Indiana** (a certified Women-owned Business (WBE)) for the Related and Accessory Component Categories.*

The terms of this recommendation are included in this letter.

Estimated Two (2) Year Contract Value:

- Primary Component Category - \$386,846.50
- Related Component Category - \$371,340.00
- Accessory Component Category - \$97,295.65

The evaluation team received five (5) RFP responses:

- Primary Component Category
  1. Galls Parent Holdings, LLC
  2. NextHill Capital Partners, LLC d/b/a Star Uniform
  3. The Uniform House
- Related Component Category
  1. Blackjack Uniforms, Inc.
  2. Eagle Group LLC
  3. Galls Parent Holdings, LLC
  4. NextHill Capital Partners, LLC d/b/a Star Uniform

- 5. The Uniform House
- Accessory Component Category
  - 1. Blackjack Uniforms, Inc.
  - 2. Galls Parent Holdings, LLC
  - 3. NextHill Capital Partners, LLC d/b/a Star Uniform
  - 4. The Uniform House

The proposals were evaluated by the Indiana Department of Natural Resources (IDNR) and the Indiana Department of Administration (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)	45 points
3. Cost (Cost Proposal)	35 points
4. Buy Indiana	5 points
5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus point available)
6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus point available)
7. Indiana Veterans Owned Small Business Subcontractor Commitment	5 (1 bonus point available)
Total: 100 (103 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. Eagle Group LLC did not adhere to the mandatory requirements and was eliminated from further consideration. All other Respondents adhered to the mandatory requirements and were moved to the next step in the evaluation process.

**B. Management Assessment/Quality (45 points)**

The Respondents proposals were evaluated based on their respective Business Proposal and Technical Proposal.

**Business Proposal (5 points)**

For the Business Proposal evaluation, the evaluation team considered the Respondents organizational structure and financial stability as defined in Section 2.3 of the RFP. The evaluation teams scores were based on a review of the Respondents Business Proposal, Attachment E.

**Technical Proposal (40 points)**

For the Technical Proposal evaluation, the evaluation team considered the Respondents ability to effectively perform the scope of work in Section 2.4 of the RFP. The evaluation teams scores were based on a review of the Respondents Technical Proposal, Attachment F.

The evaluation teams Round 1 scoring was based on a review of the Respondents proposed approach to each section of the Business Proposal, Technical Proposal, and responses to clarification questions. The initial results of the Management Assessment/Quality Evaluation are shown below:

**Table 1a – MAQ – Primary Category**

Respondents Name	MAQ Score
Galls Parent Holdings LLC	35.80

NextHill Capital Partners LLC	30.60
The Uniform House	24.85

**Table 1b – MAQ – Related Category**

<b>Respondent</b>	<b>MAQ Score</b>
Blackjack Uniforms, Inc.	33.25
Galls Parent Holdings LLC	35.80
NextHill Capital Partners LLC	30.60
The Uniform House	24.85

**Table 1c – MAQ – Accessory Category**

<b>Respondent</b>	<b>MAQ Score</b>
Blackjack Uniforms, Inc.	33.25
Galls Parent Holdings LLC	35.80
NextHill Capital Partners LLC	30.60
The Uniform House	24.85

**C. Cost Proposal (35)**

Cost scores would then be normalized to one another, based on the lowest cost proposal evaluated. The lowest cost proposal received a total of 35 points. The normalization formula is as follows:

- *Respondents Cost Score = (Lowest Cost Proposal / Total Cost of Proposal) X 35*

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

**Table 2a – Cost – Primary Category**

<b>Respondents Name</b>	<b>Cost Score</b>
Galls Parent Holdings LLC	33.54
NextHill Capital Partners LLC	35.00
The Uniform House	30.29

**Table 2b – Cost – Related Category**

<b>Respondent</b>	<b>Cost Score</b>
Blackjack Uniforms, Inc.	29.67
Galls Parent Holdings LLC	32.91
NextHill Capital Partners LLC	32.53
The Uniform House	35.00

**Table 2c – Cost – Accessory Category**

<b>Respondent</b>	<b>Cost Score</b>
Blackjack Uniforms, Inc.	33.78
Galls Parent Holdings LLC	35.00
NextHill Capital Partners LLC	27.62
The Uniform House	30.76

**D. Initial (Round 1) Total Scores and Shortlisting**

The initial Management Assessment and Quality (MAQ) Score in Table 1 were combined with the initial Cost Score in Table 2 to generate the combined initial scores in Table 3. The combined initial MAQ and Cost Scores from the initial evaluations are listed below.

**Table 3a: Round 1 – Primary Category Total Scores**

<b>Respondent</b>	<b>Total Score 80 pts.</b>
Galls Parent Holdings LLC	69.34
NextHill Capital Partners LLC	65.60
The Uniform House	55.14

**Table 3b: Round 1 – Related Category Total Scores**

<b>Respondent</b>	<b>Total Score 80 pts.</b>
Blackjack Uniforms, Inc.	62.92
Galls Parent Holdings LLC	68.71
NextHill Capital Partners LLC	63.13
The Uniform House	59.85

**Table 3c: Round 1 – Accessory Category Total Scores**

<b>Respondent</b>	<b>Total Score 80 pts.</b>
Blackjack Uniforms, Inc.	67.03
Galls Parent Holdings LLC	70.80
NextHill Capital Partners LLC	58.22
The Uniform House	55.61

Based on the initial (Round 1) scores, the evaluation team elected to shortlist the following:

- Primary Component Category
  1. Galls Parent Holdings LLC
  2. NextHill Capital Partners LLC
- Related Component Category (All responsive Respondents were shortlisted)
  1. Blackjack Uniforms, Inc.
  2. Galls Parent Holdings LLC
  3. NextHill Capital Partners LLC
  4. The Uniform House
- Accessory Component Category
  1. Blackjack Uniforms, Inc.
  2. Galls Parent Holdings LLC

The evaluation team elected to invite the Respondents in for virtual Oral Presentations. Additionally, the evaluation team elected to request samples on certain items along with issuing a Best and Final Offer (BAFO) request to the shortlisted respondents. None of the shortlisted Respondents elected to change their pricing.

**E. Second Round Scores - Samples, Post Oral Presentations, and BAFO Responses**

The shortlisted Respondents MAQ and Cost Scores were reviewed and re-evaluated based on samples, Oral Presentations, and the BAFO responses. The Round 2 scores for the shortlisted Respondents after Oral Presentations and the BAFO responses were as follows:

**Table 4a: Samples, Post Oral Presentations, and BAFO Responses – Primary**

Respondent	MAQ Score (45)	Cost Score (35)	Total Score (80)
Galls Parent Holdings LLC	37.55	33.54	71.09
NextHill Capital Partners LLC	29.40	35.00	64.40

**Table 4b: Samples, Post Oral Presentations, and BAFO Responses – Related**

Respondent	MAQ Score (45)	Cost Score (35)	Total Score (80)
Blackjack Uniforms, Inc.	33.35	29.67	63.02
Galls Parent Holdings LLC	37.55	32.91	70.46
NextHill Capital Partners LLC	29.40	32.53	61.93
The Uniform House	24.10	35.00	59.10

**Table 4c: Samples, Post Oral Presentations, and BAFO Responses – Accessory**

Respondent	MAQ Score (45)	Cost Score (35)	Total Score (80)
Blackjack Uniforms, Inc.	33.35	33.78	67.13
Galls Parent Holdings LLC	37.55	35.00	72.55

**F. IDOA Scoring**

IDOA scored the Respondent in the following areas: Buy Indiana (5 pts.), MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), and Indiana Veterans Owned Small Business Subcontractor Commitment (5 points + 1 available bonus point) using the criteria outlined in the RFP. The total scores out of 103 possible points were tabulated and are as follows:

**Table 5a: Final Overall Evaluation Scores – Primary Category**

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	IVOSB	Total Score
<b>Points Possible</b>	<b>45</b>	<b>35</b>	<b>5</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>100 (+3 bonus pts.)</b>
Galls Parent Holdings LLC	37.55	33.54	0.00	-1.00	-1.00	-1.00	68.09
NextHill Capital Partners LLC	29.40	35.00	5.00	-1.00	-1.00	-1.00	66.40

**Table 5b: Final Overall Evaluation Scores – Related Category**

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	IVOSB	Total Score
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<b>Points Possible</b>	<b>45</b>	<b>35</b>	<b>5</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>100 (+3 bonus pts.)</b>
Blackjack Uniforms, Inc.	33.35	29.67	5.00	5.00	5.00	-1.00	77.02
Galls Parent Holdings LLC	37.55	32.91	0.00	-1.00	-1.00	-1.00	67.46
NextHill Capital Partners LLC	29.40	32.53	5.00	-1.00	-1.00	-1.00	63.93
The Uniform House	24.10	35.00	5.00	-1.00	6.00	-1.00	68.10

**Table 5c: Final Overall Evaluation Scores – Accessory Category**

<b>Respondent</b>	<b>MAQ Score</b>	<b>Cost Score</b>	<b>Buy Indiana</b>	<b>MBE</b>	<b>WBE</b>	<b>IVOSB</b>	<b>Total Score</b>
<b>Points Possible</b>	<b>45</b>	<b>35</b>	<b>5</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>100 (+3 bonus pts.)</b>
Blackjack Uniforms, Inc.	33.35	33.78	5.00	5.00	5.00	-1.00	81.13
Galls Parent Holdings LLC	37.55	35.00	0.00	-1.00	-1.00	-1.00	69.55

**Award Summary**

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

The term of the contract shall be for a period of two (2) years from the date of contract execution. There may be two (2) one-year renewals for a total of four (4) years at the State’s option.

*Stephanie Nelson*

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Stephanie Nelson  
Senior Account Manager  
Indiana Department of Administration