STATE OF INDIANA

Request for Proposal 18-007

INDIANA DEPARTMENT OF ADMINISTRATION

On Behalf Of
Division of Mental Health and Addiction

Solicitation For:
Indiana’s Expansion of Addiction Residential Treatment

Response Due Date: August 17, 2017 @ 3:00 PM EST

Teresa Deaton-Reese, CPPO, CPPB Senior Account Manager
Indiana Department of Administration
Procurement Division
402 W. Washington St., Room W468
Indianapolis, Indiana 46204
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SECTION ONE
GENERAL INFORMATION AND REQUESTED PRODUCTS/SERVICES

1.1 INTRODUCTION

In accordance with Indiana statute, including IC 5-22-9, the Indiana Department of Administration (IDOA), acting on behalf of the Division of Mental Health and Addiction requires the development of Indiana’s Expansion of Addiction Residential Treatment. It is the intent of IDOA to solicit responses to this Request for Proposals (RFP) in accordance with the statement of work, proposal preparation section, and specifications contained in this document. This RFP is being posted to the IDOA website (http://www.IN.gov/idoa/2354.htm) for downloading. A nominal fee will be charged for providing hard copies. Neither this RFP nor any response (proposal) submitted hereto are to be construed as a legal offer.

1.2 DEFINITIONS AND ABBREVIATIONS

Following are explanations of terms and abbreviations appearing throughout this RFP. Other special terms may be used in the RFP, but they are more localized and defined where they appear, rather than in the following list.

- **Award Recommendation**: IDOA’s summary to the agency being supported, typically in letter format, of the solicitation and suggestion on vendor selection for the purposes of beginning contract negotiations.
- **IAC**: Indiana Administrative Code
- **IC**: Indiana Code
- **Contract Award**: The acceptance of IDOA’s Award Recommendation by the agency being supported in conjunction with the public posting of the Award Recommendation.
- **CUF**: Commercially Useful Function – A business function that supports the scope of this solicitation
- **Full Time Equivalent (FTE)**: The State defines FTE as a measurement of an employee's productivity when executing the scope of work in this RFP for a specific project or contract. An FTE of 1 would mean that there is one worker fully engaged on a project. If there are two employees each spending 1/2 of their working time on a project that would also equal 1 FTE
- **Implementation**: The successful implementation of Indiana’s Expansion of Addiction Residential Treatment at the Indiana Government Center as specified in the contract resulting from this RFP
- **Installation**: The delivery and physical setup of products or services requested in this RFP
Other Governmental Body
An agency, a board, a branch, a bureau, a commission, a council, a department, an institution, an office, or another establishment of any of the following:
1) The judicial branch
2) The legislative branch
3) A political subdivision (includes towns, cities, local governments, etc.)
4) A state educational institution

Products
Tangible goods or manufactured items as specified in this RFP

Proposal
An offer as defined in IC 5-22-2-17

Respondent
An offeror as defined in IC 5-22-2-18. The State will not consider a proposal responsive if two or more offerors submit a joint or combined proposal. One entity or individual must be clearly identified as the respondent who will be ultimately responsible for performance of the contract

Services
Work to be performed as specified in this RFP

State
The State of Indiana

State Agency
As defined in IC 4-13-1, “state agency” means an authority, board, branch, commission, committee, department, division, or other instrumentality of the executive, including the administrative, department of state government

Total Bid Amount
The amount that the respondent proposes on Attachment D that represents their total, all-inclusive price.

Vendor
Any successful respondent selected as a result of the procurement process to deliver the products or services requested by this RFP

1.3 PURPOSE OF THE RFP

The purpose of this RFP is to select a vendor that can satisfy the State’s need for the Expansion of Residential/Inpatient Detoxification and Treatment. It is the intent of the Division of Mental Health and Addiction to contract with a vendor that provides quality Indiana’s Expansion of Addiction Residential Treatment for the DMHA.

1.4 SUMMARY SCOPE OF WORK

Indiana received $10.9M in funding from the Substance Abuse and Mental Health Services Administration (SAMHSA) through the 21st Century Cures Act to support initiatives that address
our states opioid epidemic. One of the required goals for the SAMHSA application includes a need for increased residential and inpatient treatment capacity. SAMHSA approved Indiana’s plan to address this goal through increase in number of residential/inpatient detoxification treatment beds. This goal is based on the need expand resources for inpatient and residential detoxification and treatment, including staff and space, and is expected to increase the number of people who receive OUD treatment, increase the number of people who receive OUD recovery services, and increase the number of providers implementing MAT.

Scope of Work

Federal guidelines revised in 2015 carefully separate traditional ‘detoxification,’ which is a fairly rapid movement to an opioid-free state, and ‘medically-supervised withdrawal,’ which is a more gradual tapering at the patient’s pace. Accordingly, there are a variety of levels of care and settings associated with detoxification or withdrawal management. For the purposes of this strategic goal, we propose expansion(s) of statewide capacity for both inpatient detoxification (withdrawal management), which includes 24-hour observation, supervision, and an interdisciplinary staff, and residential detoxification (withdrawal management), which still provides 24-hour supervision and observation, but which also puts greater emphasis on peer support and may not have a ‘complete’ medical team on-site at all times.

As noted, the traditional goal of detoxification (withdrawal management) is to remove the opioid’s influence in a controlled and humane fashion; maximizing treatment retention and detoxification success rates while minimizing degree of discomfort (Amato et al., 2005). It is specifically not recommended by SAMHSA for healthcare professionals to attempt to manage opiate withdrawal without any form of detoxification, whether traditional or medically-supervised withdrawal (http://store.samhsa.gov/shin/content/SMA06-4225/SMA06-4225.pdfhttp://store.samhsa.gov/shin/content//SMA09-4331/SMA09-4331.pdf). Ambulatory detoxification (with and without monitoring), intensive outpatient detoxification, and freestanding urgent care or ER detoxification all may be utilized in cases of mild or moderate withdrawal, but for moderate to severe withdrawal, acute care inpatient detoxification tends to be a first step, followed by migration to a separate residential or inpatient process.

At the same time, medical providers do not view detoxification (withdrawal management) alone as an effective treatment for opiate dependence (Gossop, 2006), as it often fails to produce satisfactory retention rates and to promote long-term abstinence (O’Connor, 2005; World Health Organization, 2009). This is especially true for ‘ultra-rapid’ opiate detoxification (UROD) with naltrexone; a recent study found that 100% of patients who underwent UROD and were offered counseling had relapsed to regular opiate use within 6 months (Forozeshfard et al., 2014). Individuals who report opiates as their primary drug of choice are at greater risk of detoxification dropout than other patients admitted to an inpatient facility for other types of drug use (Broers et al., 2000), and parents often experience additional complications leading to reduced retention (Conners et al., 2001). It is nonetheless extremely important to provide access to resources for detoxification (withdrawal management) in cases where it is the appropriate first-line response as determined by the medical provider’s professional opinion and/or the presence of withdrawal symptoms. Given the dearth of service capacity identified in Section A, especially as it pertains to underserved populations within the state, it will be important to expand facilities’ capacity to provide ‘beds’ (an inclusive term referring not only to patient space but to infrastructure and staff capacity) to individuals who require opiate detoxification (withdrawal management).
Treatment Overview

As noted, detoxification is a necessary but not sufficient process as it infrequently results in long-term cessation of use without migration to treatment. Involvement with treatment is a fundamentally important second-line response to OUD. Recent research indicates that following detoxification, about 30% of patients prefer residential or inpatient treatment, 30% of patients prefer counseling without medication assistance, and about 40% prefer medication-assisted outpatient treatment (Stein et al., 2015). Preferences vary across a number of factors including whether the patient is homeless, has prior experience with opioid detoxification, is a hazardous alcohol user, or perceives a risk of relapse (Stein et al., 2015). Other comorbid factors such as pain and depression may also complicate treatment formulae for clients (Veilleux et al., 2010) as research is unclear about the influence of comorbid psychopathology on OUD treatment programs (Strain, 2002).

Expansion of Medication-Assisted Therapy (MAT)

The Betty Ford Institute Consensus Panel (2007) reported that methadone, naltrexone, and buprenorphine have produced superior outcomes when compared to non-medication based therapies in the areas of increased treatment retention, reduced mortality, improved social functioning, decreased drug use, and improved quality of life. Volkow and colleagues (2014) produced an excellent summative table of medications that can be utilized for MAT:

**Characteristics of Medications for Opioid-Addiction Treatment.**

1) Methadone – “An agonist-class medication, meaning it fully activates opioid receptors. It is taken orally and reduces both opioid cravings and withdrawal symptoms. It is generally available through outpatient treatment programs, but not as a take-home prescription.”

2) Naltrexone – “An antagonist-class medication, meaning it blocks the opioid receptors and interferes with the rewarding and analgesic effects of opioids. It can be taken orally or by injection. It is not considered to be addicting or sedating. However, it historically has suffered from poor patient compliance, as initiation requires attaining prolonged abstinence.”

3) Buprenorphine – “A partial-agonist-class medication that activates opioid receptors but produces a diminished response. It can be taken orally or sublingually on a daily basis to relieve opioid cravings and withdrawal symptoms. It can be prescribed by certified physicians for use outside of a treatment clinic. Some formulations have abuse liability, which can be mitigated by including naloxone into the formulation (e.g. Suboxone).”

Care must be taken when working with special populations and MAT. Specifically, neither naloxone nor naltrexone is recommended for use by pregnant women (Jones et al., 2010). Both buprenorphine and methadone have been used with good success among incarcerated populations (Kinloch et al., 2009), but oral naltrexone requires close supervision for adherence in this population (Coviello et al., 2010). Multiple studies have indicated a preference for use of combined buprenorphine/naloxone (Suboxone) in MAT (Shuman-Oliver et al., 2014). However, Suboxone may be less effective with emerging adults than with older adults (Dreifuss et al., 2013; Schuman-Oliver et al., 2014) in terms of relapse risk and treatment retention.
Indiana currently has 14 Opioid Treatment Providers (OTPs) in 10 counties within the state, 13 of which are overseen by DMHA and one of which is a VA hospital overseen by SAMHSA. A second goal of this proposed detoxification and treatment expansion will be an effort to expand OTP capacity throughout the state, including training nurse practitioners and physician assistants to provide MAT in office-based settings, allowable via Public Law 114-198 through Oct. 1, 2021 (https://www.gpo.gov/fdsys/pkg/PLAW-114publ198/pdf/PLAW-114publ198.pdf). This goal will be supplemented by work completed through proposed Goal 2, I-ECHO. Further, additional focus will be placed on ensuring the needs of pregnant women, emerging adults, and incarcerated populations are met by including their unique needs within the capacity-building efforts that are supported.

Training for Psychosocial Interventions

Though a moderately-sized segment of the OUD treatment-seeking population prefers to engage only in psychosocial interventions, these techniques are important components of best-practice MAT efforts and are required by federal law to be offered to all MAT patients (https://www.samhsa.gov/medication-assisted-treatment/treatment#counseling-behavioral-therapies). Thus, every patient who engages with the MAT process in Indiana will participate in at least one type of psychosocial intervention. Further, as noted below, there is a paucity of evidence that psychosocial treatment alone is sufficient to address OUDs, and so patients should be encouraged to engage in a form of MAT whenever feasible, even when their preference is to engage only in psychosocial treatment.

Relatively standardized cognitive therapies for OUD include both individual- and group-level processes such as motivational interviewing, contingency management, and relapse prevention. A meta-analysis of 34 randomized controlled trials using one or more of these techniques found an aggregated moderate effect (McHugh et al., 2010) on SUD outcomes in general. In some cases, outcomes have been strengthened by tailoring language and content in standard therapies, such as an MI-infused brief intervention for opiate-dependent patients (Darker et al., 2016). Fewer individuals nationally have been trained in so-called ‘third wave’ psychosocial treatment models that focus on contextual elements of substance use, including acceptance and commitment therapy (ACT) and dialectical behavior therapy (DBT), which also show promising results for SUDs (Stotts & Northrup, 2015). Finally, manualized fusions of multiple extant EBPs for psychosocial treatment of SUDs are available and may present unique opportunities for providers (e.g., Integrating Dialectical Behavior Therapy with the Twelve Steps; http://www.hazelden.org/OA_HTML/ibeCCtpItmDspRte.jsp?item=176106).

Cochrane reviews and individual studies of the benefits of psychosocial treatment for OUD have found insufficient evidence that they are efficacious by themselves, without MAT (e.g., Hser, 2001; Mayet et al., 2004). Thus, Indiana’s training programming will be designed in such a way that individuals providing MAT, recovery coaches, and other health professionals integrated into the OUD treatment system in Indiana are trained in at least one cognitive behavioral therapy such as MI, contingency management, ACT, DBT, or DBT-Twelve Step, all of which, except the latter, also appear on SAMHSA’s National Registry of Evidence-Based Programs and Practices for Substance Use Disorders (NREPP; http://www.nrepp.samhsa.gov/01_landing.aspx). The program that does not currently appear on NREPP is an amalgam of two programs that do (DBT and the Twelve Step Therapeutic Approach).
Expansion of Residential/Inpatient Treatment Capacity

As noted previously, inpatient or residential treatment is the preferred modality for approximately 30% of patients following opioid detoxification (Stein et al., 2015), but this baseline likely will be a minimum as other proposed initiatives, such as IRPSI, will match and refer additional overdose clients to appropriate treatment services. As is the case with detoxification, lack of ‘beds,’ including staffing and supportive infrastructure, limits the extent to which residential treatment can be utilized. This barrier is especially likely to impact high-risk OUD clients, such as intravenous drug users or patients with HIV/AIDS (Appel et al., 2009). Lack of capacity for residential/inpatient treatment often results in significant waiting times for entry, and research indicates that relapse, additional substance use, and other criminal activity may occur or even partly be driven by such waiting times (Redko et al., 2006). This strategic goal therefore will expand the number of available ‘beds’ for residential opiate treatment and recovery, focusing especially on areas that currently are undersupplied or where residents would need to travel significant distances to access these resources.

Tentative Implementation Plan

As with all initiatives described in this proposal, implementation will be guided by additional information gained from the needs assessment and strategic planning process. Presently, the state of Indiana proposes to increase the number of ‘beds’ that offer 24-hour residential medium-intensity services as well as clinically managed high-intensity residential services pending certification through DMHA. These levels correspond to ASAM 3.1 and 3.5 criteria (http://www.asam.org/quality-practice/guidelines-and-consensus-documents/the-asam-criteria/about). The exact number of ‘beds’ created throughout the state will be contingent on the needs assessment and processes described subsequently, but is expected to represent a significant increase by percentage, relative to the baseline.

To accomplish this, the applicant agency (DMHA) will issue a request for proposals (RFP) for (a) existing qualifying residential detoxification (withdrawal management) and/or treatment facilities that do not currently offer ASAM 3.5 or higher services to expand their services to meet the ASAM 3.1 or 3.5 levels of care, and (b) existing qualifying treatment facilities that currently offer ASAM 3.1 or 3.5 levels of care to expand their capacity to offer those services. While no regional restrictions will be levied in terms of who may apply, in terms of resource allocation, preference will be given to organizations in traditionally underserved areas of Indiana or that serve patients who likely experience disparities in access to care in these areas, including pregnant women, women with children, and adolescents. All participating organizations will be expected to train (via this funding mechanism) physicians, recovery coaches, nurse practitioners, physician assistants, or other health professionals (determined by the responding center) in one of the evidence-based psychosocial treatment protocols supported by DMHA, or to demonstrate a sufficient threshold of individuals with those skillsets to accommodate the expanded services. Physicians, nurse practitioners, and physician assistants also will be required to be trained in and, where appropriate, to receive waivers for MAT. Additional funding will be set aside for individuals outside of the applicant organizations who work with OUD patients who also wish to receive these trainings. Finally, organizations will be encouraged to offer programs that specifically support mothers with children ages 5 and under. Successful piloting of such programming using the best-practices described in this section has been accomplished by Volunteers of American in Indiana’s ‘Fresh Start’ program, which provides an
acute stabilization program involving detoxification, psychosocial treatment, parenting and life skills for the mother, and child engagement and family bonding work with the unit. An additional long-term treatment program is also available for mothers and children.

After DMHA has selected the centers, DMHA staff or qualified subcontractors will assess the applicants’ organizational readiness for change, a key indicator of implementation success (Weiner, 2009), and will work with the organizations to develop an implementation plan that includes training, certification, and other components of the expansion process. Centers will also be required to provide a detailed budget of all expenses to expand capacity, including costs to mitigate barriers experienced by low-income or underserved clients, such as transportation and childcare costs for qualifying individuals.

Estimated Annual Contract Cost: $4,000,000

These figures are only an estimate and are not to be construed as an amount to be offered under this RFP. However, when completing Minority and Women’s Business Enterprises Participation Plan Form (Attachment A), the Indiana Economic Impact Form (Attachment C) and Indiana Veterans’ Participation Plan Form (Attachment A1) please use the total bid amount from the Cost Proposal (Attachment D).

1.5 RFP OUTLINE

The outline of this RFP document is described below:

<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Section 1 – General Information and Requested Products or Services</td>
<td>This section provides an overview of the RFP, general timelines for the process, and a summary of the products/services being solicited by the State/Agency via this RFP</td>
</tr>
<tr>
<td>Section 2 – Proposal Preparation Instruction</td>
<td>This section provides instructions on the format and content of the RFP including a Letter of Transmittal, Business Proposal, Technical Proposal, and a Cost Proposal</td>
</tr>
<tr>
<td>Section 3 – Proposal Evaluation Criteria</td>
<td>This sections discusses the evaluation criteria to be used to evaluate respondents’ proposals</td>
</tr>
<tr>
<td>Attachment A</td>
<td>M/WBE Participation Plan Form</td>
</tr>
<tr>
<td>Attachment A1</td>
<td>IVOSB Participation Plan Form</td>
</tr>
<tr>
<td>Attachment B</td>
<td>Sample Contract</td>
</tr>
<tr>
<td>Attachment C</td>
<td>Indiana Economic Impact Form</td>
</tr>
<tr>
<td>Attachment D</td>
<td>Cost Proposal Template</td>
</tr>
<tr>
<td>Attachment E</td>
<td>Business Proposal Template</td>
</tr>
</tbody>
</table>
1.6 PRE-PROPOSAL CONFERENCE

A pre-proposal conference will be held on July 21, 2017 at 10:30 AM in Indiana Government Center South Conference Center Room TBA. At this conference, potential respondents may ask questions about the RFP and the RFP process. Respondents are reminded that no answers issued verbally at the conference are binding on the State and any information provided at the conference, unless it is later issued in writing, also is not binding on the State.

1.7 QUESTION/INQUIRY PROCESS

All questions/inquiries regarding this RFP must be submitted in writing by the deadline of 3:00 p.m. Eastern Time on July 27, 2017. Questions/Inquiries may be submitted in Attachment G, Q&A Template, via email to rfp@idoa.IN.gov and must be received by the time and date indicated above.

Following the question/inquiry due date, Procurement Division personnel will compile a list of the questions/inquiries submitted by all Respondents. The responses will be posted to the IDOA website according to the RFP timetable established in Section 1.24. The question/inquiry and answer link will become active after responses to all questions have been compiled. Only answers posted on the IDOA website will be considered official and valid by the State. No Respondent shall rely upon, take any action, or make any decision based upon any verbal communication with any State employee.

Inquiries are not to be directed to any staff member of the Division of Mental Health and Addiction or any other participating agency. Such action may disqualify Respondent from further consideration for a contract resulting from this RFP.

If it becomes necessary to revise any part of this RFP, or if additional information is necessary for a clearer interpretation of provisions of this RFP prior to the due date for proposals, an addendum will be posted on the IDOA website. If such addenda issuance is necessary, the Procurement Division may extend the due date and time of proposals to accommodate such additional information requirements, if required.

1.8 DUE DATE FOR PROPOSALS

All proposals must be received at the address below by the Procurement Division no later than 3:00 p.m. Eastern Time on August 17, 2017. Each Respondent must submit one original CD-ROM (marked "Original") and three (3) complete copies on CD-ROM of the proposal, including the Transmittal Letter and other related documentation as required in this RFP. The original CD-ROM will be considered the official response in evaluating responses for scoring and protest resolution. The respondent's proposal response on this CD may be posted on the IDOA website, (http://www.in.gov/idoa/2462.htm) if recommended for selection. Each copy of the proposal
must follow the format indicated in Section Two of this document. Unnecessarily elaborate brochures or other presentations, beyond those necessary to present a complete and effective proposal, are not desired. All proposals must be addressed to:

Teresa Deaton-Reese
Indiana Department of Administration
Procurement Division
402 West Washington Street, Room W468
Indianapolis, IN 46204

If you hand-deliver solicitation responses:
To facilitate weapons restrictions at Indiana Government Center North and Indiana Government Center South, as of July 21, 2008, the public must enter IGC buildings through a designated public entrance. The public entrance to Indiana Government Center South is located at 10 N. Senate Avenue (East side of building). This entrance will be equipped with metal detectors and screening devices monitored by Indiana State Police Capitol Police. Passing through the public entrance may take some time. Please be sure to take this information into consideration if your company plans to submit a solicitation response in person.

If you ship or mail solicitation responses: United States Postal Express and Certified Mail are both delivered to the Government Center Central Mailroom, and not directly to the Procurement Division. It is the responsibility of the Respondent to make sure that solicitation responses are received by the Procurement Division at the Department of Administration’s reception desk on or before the designated time and date. Late submissions will not be accepted. The Department of Administration, Procurement Division clock is the official time for all solicitation submissions.

Regardless of delivery method, all proposal packages must be sealed and clearly marked with the RFP number, due date, and time due. IDOA will not accept any unsealed bids. Any proposal received by the Department of Administration, Procurement Division after the due date and time will not be considered. Any late proposals will be returned, unopened, to the Respondent upon request. All rejected proposals not claimed within 30 days of the proposal due date will be destroyed.

No more than one proposal per Respondent may be submitted.

The State accepts no obligations for costs incurred by Respondents in anticipation of being awarded a contract.

1.9 MODIFICATION OR WITHDRAWAL OF OFFERS

Modifications to responses to this RFP may only be made in the manner and format consistent with the submittal of the original response, acceptable to IDOA and clearly identified as a modification.

The Respondent’s authorized representative may withdraw the proposal, in person, prior to the due date. Proper documentation and identification will be required before the Procurement Division will release the withdrawn proposal. The authorized representative will be required to sign a receipt for the withdrawn proposal.

Modification to, or withdrawal of, a proposal received by the Procurement Division after the exact hour and date specified for receipt of proposals will not be considered.
1.10 **PRICING**

Pricing on this RFP must be firm and remain open for a period of not less than 180 days from the proposal due date. Any attempt to manipulate the format of the document, attach caveats to pricing, or submit pricing that deviates from the current format will put your proposal at risk.

Please refer to the Cost Proposal sub-section under Section 2 for a detailed discussion of the proposal pricing format and requirements.

1.11 **PROPOSAL CLARIFICATIONS AND DISCUSSIONS, AND CONTRACT DISCUSSIONS**

The State reserves the right to request clarifications on proposals submitted to the State. The State also reserves the right to conduct proposal discussions, either oral or written, with Respondents. These discussions could include request for additional information, request for cost or technical proposal revision, etc. Additionally, in conducting discussions, the State may use information derived from proposals submitted by competing respondents only if the identity of the respondent providing the information is not disclosed to others. The State will provide equivalent information to all respondents which have been chosen for discussions. Discussions, along with negotiations with responsible respondents may be conducted for any appropriate purpose.

The Procurement Division will schedule all discussions. Any information gathered through oral discussions must be confirmed in writing.

A sample contract is provided in Attachment B. Any requested changes to the sample contract must be submitted with your response (See Section 2.3.5 for details). The State reserves the right to reject any of these requested changes. It is the State’s expectation that any material elements of the contract will be substantially finalized prior to contract award.

1.12 **BEST AND FINAL OFFER**

The State may request best and final offers from those Respondents determined by the State to be reasonably viable for contract award. However, the State reserves the right to award a contract on the basis of initial proposals received. Therefore, each proposal should contain the Respondent’s best terms from a price and technical standpoint.

Following evaluation of the best and final offers, the State may select for final contract negotiations/execution the offers that are most advantageous to the State, considering cost and the evaluation criteria in this RFP.

1.13 **REFERENCE SITE VISITS**

The State may request a site visit to a Respondent’s working support center to aid in the evaluation of the Respondent’s proposal. Site visits, if required will be discussed in the technical proposal.
1.14 TYPE AND TERM OF CONTRACT

The State intends to sign a contract with one or more Respondent(s) to fulfill the requirements in this RFP.

The term of the contract shall be for a period of eight (8) months from the date of contract execution. There may be three (1) one-year renewals for a total of four (4) years at the State’s option.

1.15 CONFIDENTIAL INFORMATION

Respondents are advised that materials contained in proposals are subject to the Access to Public Records Act (APRA), IC 5-14-3 et seq., and, after the contract award, the entire RFP file may be viewed and copied by any member of the public, including news agencies and competitors. Respondents claiming a statutory exception to the APRA must indicate so in the Transmittal Letter. Confidential Information must also be clearly marked in a separate folder on any included CD-ROM. The Respondent must also specify which statutory exception of APRA that applies. The State reserves the right to make determinations of confidentiality. If the Respondent does not identify the statutory exception, the Procurement Division will not consider the submission confidential. If the State does not agree that the information designated is confidential under one of the disclosure exceptions to APRA, it may seek the opinion of the Public Access Counselor. Prices are not confidential information.

1.16 TAXES

Proposals should not include any tax from which the State is exempt.

1.17 PROCUREMENT DIVISION REGISTRATION

In order to receive an award, you must be registered as a bidder with the Department of Administration, Procurement Division. Therefore, to ensure there is no delay in the award all Respondents are strongly encouraged to register prior to submission of their response. Respondents should go to www.in.gov/idoa/2464.htm.

1.18 SECRETARY OF STATE REGISTRATION

If awarded the contract, the Respondent will be required to register, and be in good standing, with the Secretary of State. The registration requirement is applicable to all limited liability partnerships, limited partnerships, corporations, S-corporations, nonprofit corporations and limited liability companies. Information concerning registration with the Secretary of State may be obtained by contacting:

Secretary of State of Indiana
Corporation Division
402 West Washington Street, E018
Indianapolis, IN 46204
(317) 232-6576
1.19 COMPLIANCE CERTIFICATION

Responses to this RFP serve as a representation that it has no current or outstanding criminal, civil, or enforcement actions initiated by the State, and it agrees that it will immediately notify the State of any such actions. The Respondent also certifies that neither it nor its principals are presently in arrears in payment of its taxes, permit fees or other statutory, regulatory or judicially required payments to the State. The Respondent agrees that the State may confirm, at any time, that no such liabilities exist, and, if such liabilities are discovered, that State may bar the Respondent from contracting with the State, cancel existing contracts, withhold payments to setoff such obligations, and withhold further payments or purchases until the entity is current in its payments on its liability to the State and has submitted proof of such payment to the State.

1.20 EQUAL OPPORTUNITY COMMITMENT

Pursuant to IC 4-13-16.5 and in accordance with 25 IAC 5, Executive Order 13-04 and IC 5-22-14-3.5, it has been determined that there is a reasonable expectation of minority, woman, and Indiana veteran business enterprises subcontracting opportunities on a contract awarded under this RFP. Therefore a contract goal of 8% for Minority Business Enterprises, 8% for Woman Business Enterprises, and 3% for Veteran Business Enterprises have been established and all respondents will be expected to comply with the regulation set forth in 25 IAC 5, Executive Order 13-04 and IC 5-22-14-3.5.

Failure to address these requirements may impact the evaluation of your proposal.

1.21 MINORITY & WOMEN'S BUSINESS ENTERPRISES RFP SUBCONTRACTOR COMMITMENT (MWBE)

In accordance with 25 IAC 5-5, the respondent is expected to submit with its proposal a Minority & Women's Business Enterprises RFP Subcontractor Commitment Form. The Form must show that there are, participating in the proposed contract, Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) listed in the Minority and Women's Business Enterprises Division (MWBED) directory of certified firms located at [http://www.in.gov/idoa/2352.htm](http://www.in.gov/idoa/2352.htm).

If participation is met through use of vendors who supply products and/or services directly to the Respondent, the Respondent must provide a description of products and/or services provided that are directly related to this proposal and the cost of direct supplies for this proposal. Respondents must complete the Subcontractor Commitment Form in its entirety. The amount entered in “TOTAL BID AMOUNT” should match the amount entered in the Attachment D, Cost Proposal Template.

Failure to meet these goals will affect the evaluation of your Proposal. The Department reserves the right to verify all information included on the MWBE Subcontractor Commitment Form.

Respondents are encouraged to contact and work with MWBED at 317-232-3061 to design a subcontractor commitment to meet established goals as referenced in this solicitation.
Prime Contractors must ensure that the proposed subcontractors meet the following criteria:

- Must be listed on the IDOA Directory of Certified Firms, on or before the proposal due date
- Prime Contractor must include with their proposal the subcontractor’s M/WBE Certification Letter provided by IDOA, to show current status of certification.
- Each firm may only serve as one classification – MBE, WBE, or IVOSB (see section 1.22)
- A Prime Contractor who is an MBE or WBE must meet subcontractor goals by using other listed certified firms. Certified Prime Contractors cannot count their own workforce or companies to meet this requirement.
- **Must serve a Commercially Useful Function (CUF).** The firm must serve a value-added purpose on the engagement, as confirmed by the State.
- Must provide goods or service only in the industry area for which it is certified as listed in the directory at [http://www.in.gov/idoa/2352.htm](http://www.in.gov/idoa/2352.htm)
- Must be used to provide the goods or services specific to the contract
- National Diversity Plans are generally not acceptable

**MINORITY & WOMEN'S BUSINESS ENTERPRISES RFP SUBCONTRACTOR LETTER OF COMMITMENT (MWBE)**

A signed letter(s), on company letterhead, from the MBE and/or WBE must accompany the MWBE Subcontractor Commitment Form. Each letter shall state and will serve as acknowledgement from the MBE and/or WBE of its subcontract amount, a description of products and/or services to be provided on this project, and approximate date the subcontractor will perform work on this contract. The State may deny evaluation points if the letter(s) is not attached, not on company letterhead, not signed and/or does not reference and match the subcontract amount, subcontract amount as a percentage of the “TOTAL BID AMOUNT” and the anticipated period that the Subcontractor will perform work for this solicitation.

By submission of the Proposal, the Respondent acknowledges and agrees to be bound by the regulatory processes involving the State’s M/WBE Program. Questions involving the regulations governing the MWBE Subcontractor Commitment Form should be directed to: Minority and Women’s Business Enterprises Division at (317) 232-3061 or [http://www.in.gov/idoa/2352.htm](http://www.in.gov/idoa/2352.htm).

**1.22 INDIANA VETERAN OWNED SMALL BUSINESS SUBCONTRACTOR COMMITMENT (IVOSB)**

In accordance with Executive Order 13-04 and IC 5-22-14-3.5, it has been determined that there is a reasonable expectation of Indiana Veteran Owned Small Business subcontracting opportunities on a contract awarded under this RFP. The IVOSB Subcontractor Commitment Form is to be submitted alongside the Respondent’s proposal. The Form must show that they are participating in the proposed contract and IVOSB firms that meet the requirements listed at the Veteran’s Business Program website ([http://www.in.gov/idoa/2862.htm](http://www.in.gov/idoa/2862.htm)).

If participation is met through use of vendors who supply products and/or services directly to the Respondent, the Respondent must provide a description of products and/or services provided that
are directly related to this proposal and the cost of direct supplies for this proposal. Respondents must complete the Subcontractor Commitment Form in its entirety. The amount entered in “TOTAL BID AMOUNT” should match the amount entered in the Attachment D, Cost Proposal Template.

Failure to address these goals may impact the evaluation of your Proposal. The Department reserves the right to verify all information included on the IVOSB Subcontractor Commitment Form.

Prime Contractors must ensure that the proposed IVOSB subcontractors meet the following criteria:

- Must be listed on Federal Center for Veterans Business Enterprise (VA OSDBU) registry or listed on the IDOA Directory of Certified Firms, **on or before** the proposal due date
- Prime Contractor must include with their proposal the subcontractor’s veteran business Certification Letter provided by either IDOA or Federal Govt. (VA OSDBU), to show current status of certification.
- Each firm may only serve as one classification – MBE, WBE (see Section 1.21) or IVOSB
- IVOSB must have a Bidder ID (see section 2.3.7 - Department of Administration, Procurement Division)
- A Prime Contractor who is an IVOSB must meet subcontractor goals by using other listed certified firms. Certified Prime Contractors cannot count their own workforce or companies to meet this requirement.
- **Must serve a Commercially Useful Function (CUF). The firm must serve a value-added purpose on the engagement, as confirmed by the State.**
- Must provide goods or service only in the industry area for which it is certified as listed in the VA OSDBU or IDOA Certified Firm directories [http://www.in.gov/idoa/2352.htm](http://www.in.gov/idoa/2352.htm)
- Must be used to provide the goods or services specific to the contract

**INDIANA VETERAN OWNED SMALL BUSINESS RFP SUBCONTRACTOR LETTER OF COMMITMENT**

A signed letter(s), on company letterhead, from the IVOSB must accompany the IVOSB Subcontractor Commitment Form. Each letter shall state and will serve as acknowledgement from the IVOSB of its subcontract amount, a description of products and/or services to be provided on this project, and approximate date the subcontractor will perform work on this contract. The State reserves the right to deny evaluation points if the letter(s) is not attached. The State may deny evaluation points if the letter(s) is not attached, not on company letterhead, not signed and/or does not reference and match the subcontract amount, subcontract amount as a percentage of the “TOTAL BID AMOUNT” and the anticipated period that the Subcontractor will perform work for this solicitation.

By submission of the Proposal, the Respondent acknowledges and agrees to be bound by the policies and processes involving the State’s IVOSB Program. Questions involving the regulations governing the IVOSB Subcontractor Commitment Form should be directed to: indianaveteranspreference@idoa.in.gov.
1.23  AMERICANS WITH DISABILITIES ACT


1.24  SUMMARY OF MILESTONES

The following timeline is only an illustration of the RFP process. The dates associated with each step are not to be considered binding. Due to the unpredictable nature of the evaluation period, these dates are commonly subject to change. At the conclusion of the evaluation process, all Respondents will be informed of the evaluation team’s findings.

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issue of RFP</td>
<td>July 12, 2017</td>
</tr>
<tr>
<td>Pre-Proposal Conference</td>
<td>July 21, 2017</td>
</tr>
<tr>
<td>Deadline to Submit Written Questions</td>
<td>July 27, 2017</td>
</tr>
<tr>
<td>Response to Written Questions/RFP Amendments</td>
<td>August 2, 2017</td>
</tr>
<tr>
<td>Submission of Proposals</td>
<td>August 17, 2017</td>
</tr>
</tbody>
</table>

The dates for the following activities are target dates only. These activities may be completed earlier or later than the date shown.

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proposal Evaluation</td>
<td>TBD</td>
</tr>
<tr>
<td>Proposal Discussions/Clarifications (if necessary)</td>
<td>TBD</td>
</tr>
<tr>
<td>Oral Presentations (if necessary)</td>
<td>TBD</td>
</tr>
<tr>
<td>Best and Final Offers (if necessary)</td>
<td>TBD</td>
</tr>
<tr>
<td>RFP Award Recommendation</td>
<td>September 1, 2017</td>
</tr>
</tbody>
</table>

1.26  CONFLICT OF INTEREST

Any person, firm or entity that assisted with and/or participated in the preparation of this RFP document is prohibited from submitting a proposal to this specific RFP. For the purposes of this RFP “person” means a state officer, employee, special state appointee, or any individual or entity working with or advising the State or involved in the preparation of this RFP proposal. This prohibition would also apply to an entity who hires, within a one-year period prior to the publication of this RFP, a person that assisted with and/or participated in the preparation of this RFP.

SECTION TWO
PROPOSAL PREPARATION INSTRUCTIONS
2.1 GENERAL

To facilitate the timely evaluation of proposals, a standard format for proposal submission has been developed and is described in this section. All Respondents are required to format their proposals in a manner consistent with the guidelines described below:

- Each item must be addressed in the Respondent’s proposal.
- The Transmittal Letter must be in the form of a letter. The business and technical proposals must be organized under the specific section titles as listed below.
- The electronic copies of the proposal submitted via CD-ROM should be organized to mirror the sections below and the attachments.
- Each item, i.e. Transmittal Letter, Business Proposal, Technical Proposal, Cost Proposal, etc., must be separate standalone electronic files on the CD-ROM. Please do not submit your proposal as one large file.
- Whenever possible, please submit all attachments in their original format.
- Confidential Information must also be clearly marked in a separate folder/file on any included CD-ROM.

2.2 TRANSMITTAL LETTER

The Transmittal Letter must address the following topics except those specifically identified as “optional.”

2.2.1 Agreement with Requirement in listed in Section 1

The Respondent must explicitly acknowledge understanding of the general information presented in Section 1 and agreement with any requirements/conditions listed in Section 1.

2.2.2 Summary of Ability and Desire to Supply the Required Products or Services

The Transmittal Letter must briefly summarize the Respondent’s ability to supply the requested products and/or services that meet the requirements defined in Section 2.4 of this RFP. The letter must also contain a statement indicating the Respondent’s willingness to provide the requested products and/or services subject to the terms and conditions set forth in the RFP including, but not limited to, the State’s mandatory contract clauses.

2.2.3 Signature of Authorized Representative

A person authorized to commit the Respondent to its representations and who can certify that the information offered in the proposal meets all general conditions including the information requested in Section 2.3.4, must sign the Transmittal Letter. In the Transmittal Letter, please indicate the principal contact for the proposal along with an address, telephone and fax number as well as an e-mail address, if that contact is different than the individual authorized for signature.
2.2.4 Respondent Notification

Unless otherwise indicated in the Transmittal Letter, Respondents will be notified via e-mail.

It is the Respondent’s obligation to notify the Procurement Division of any changes in any address that may have occurred since the origination of this solicitation. The Procurement Division will not be held responsible for incorrect vendor/contractor addresses.

2.2.5 Confidential Information

Respondents are advised that materials contained in proposals are subject to the Access to Public Records Act (APRA), IC 5-14-3 et seq. (see section 1.16).

Provide the following information:
- List all documents where claiming a statutory exemption to the APRA;
- Specify which statutory exception of APRA that applies for each document;
- Provide a description explaining the manner in which the statutory exception to the APRA applies for each document.

2.2.6 Other Information

This item is optional. Any other information the Respondent may wish to briefly summarize will be acceptable.

2.3 BUSINESS PROPOSAL

The Business Proposal must address the following topics except those specifically identified as “optional.” The Business Proposal Template is Attachment E.

2.3.1 General (optional)

This section of the business proposal may be used to introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

2.3.2 Respondent’s Company Structure

The legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization are to be included in this section. If the organization includes more than one product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization.
2.3.3 Company Financial Information

This section must include the Respondent’s financial statement, including an income statement and balance sheet, for each of the two most recently completed fiscal years. The financial statements must demonstrate the Respondent’s financial stability. If the financial statements being provided by the Respondent are those of a parent or holding company, additional financial information should be provided for the entity/organization directly responding to this RFP.

2.3.4 Integrity of Company Structure and Financial Reporting

This section must include a statement indicating that the CEO and/or CFO has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The particular areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

The Sarbanes Oxley Act of 2002, H.R. 3763, is NOT directly applicable to this procurement; however, its goals and objectives may be used as a guide in the determination of corporate responsibility for financial reports.

2.3.5 Contract Terms/Clauses

A sample contract that the state expects to execute with the successful Respondent(s) is provided in Attachment B. This contract contains both mandatory and non-mandatory clauses. Mandatory clauses are listed below and are non-negotiable. Other clauses are highly desirable. It is the State’s expectation that the final contract will be substantially similar to the sample contract provided in Attachment B.

In your Transmittal Letter please indicate acceptance of these mandatory contract terms (see section 2.2.2). In this section please review the rest of the contract and indicate your acceptance of the non-mandatory contract clauses. If a non-mandatory clause is not acceptable as worded, suggest specific alternative wording to address issues raised by the specific clause. If you require additional contract terms please include them in this section. To reiterate it’s the State’s strong desire to not deviate from the contract provided in the attachment and as such the State reserves the right to reject any and all of these requested changes.

The mandatory contract terms are as follows:

- Duties of Contractor, Rate of Pay, and Term of Contract
- Authority to Bind Contractor
- Compliance with Laws
• Drug-Free Workplace Provision and Certification
• Employment Eligibility
• Funding Cancellation
• Governing Laws
• Indemnification
• Information Technology
• Non-Discrimination Clause
• Ownership of Documents and Materials
• Payments
• Penalties/Interest/Attorney’s Fees
• Termination for Convenience
• Non-Collusion and Acceptance

Any or all portions of this RFP and any or all portions of the Respondents response may be incorporated as part of the final contract

2.3.6 References

The Respondent must include a list of at least five (5) clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. Organization should include any necessary letters of support with organizations and/or community partners the organization will be working with to accomplish this goal. Information provided should include the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information.

2.3.7 Registration to do Business

Secretary of State
If awarded the contract, the Respondent will be required to be registered, and be in good standing, with the Secretary of State. The registration requirement is applicable to all limited liability partnerships, limited partnerships, corporations, S-corporations, nonprofit corporations and limited liability companies. The Respondent must indicate the status of registration, if applicable, in this section of the proposal.

Department of Administration, Procurement Division
Additionally, respondents must be registered with the IDOA. This can be accomplished on-line at http://www.in.gov/idoa/2464.htm.

The IDOA Procurement Division maintains two databases of vendor information. The Bidder registration database is set up for vendors to register if you are interested in selling a product or service to the State of Indiana. Respondents may register on-line at no cost to become a Bidder with the State of Indiana. To complete the on-line Bidder registration, go to http://www.in.gov/idoa/2464.htm. The Bidder registration offers email notification of upcoming solicitation opportunities,
corresponding to the Bidder’s area(s) of interest, selected during the registration process. Respondents do need to be registered to bid on and receive email notifications. Completion of the Bidder registration will result in your name being added to the Bidder’s Database, for email notification. The Bidder registration requires some general business information, an indication of the types of goods and services you can offer the State of Indiana, and locations(s) within the state that you can supply or service. There is no fee to be placed in Procurement Division’s Bidder Database. To receive an award, you must be registered as a bidder. Problems or questions concerning the registration process or the registration form can be e-mailed to Amey Redding, Vendor Registration Coordinator, aredding@idoa.in.gov, or you may reach her by phone at (317) 234-3542.

IVOSB entities (whether a prime or subcontractor) must have a bidder ID. If registered with IDOA, this should have already been provided (as with MWBEs). IVOSBs that are only registered with the Federal Center for Veterans Business Enterprise will need to ensure that they also have a Bidder ID provided by IDOA.

2.3.8 Authorizing Document

Respondent personnel signing the Transmittal Letter of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement.

2.3.9 Subcontractors

The Respondent is responsible for the performance of any obligations that may result from this RFP, and shall not be relieved by the non-performance of any subcontractor. Any Respondent’s proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.

Any subcontracts entered into by the Respondent must be in compliance with all State statutes, and will be subject to the provisions thereof. For each portion of the proposed products or services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor’s related qualifications and experience.

The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State’s evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.
The Respondent must list any subcontractor’s name, address and the state in which formed that are proposed to be used in providing the required products or services. The subcontractor’s responsibilities under the proposal, anticipated dollar amount for subcontract, the subcontractor’s form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority, Women, or Veteran Owned Business under IC 4-13-16.5-1 and Executive Order 13-04 and IC 5-22-14-3.5. See Sections 1.21, 1.22 and Attachments A/A1 for Minority, Women, and Veteran Business information.

IVOSB entities (whether a prime or subcontractor) must have a bidder ID. If registered with IDOA, this should have already been provided (as with MWBEs). IVOSBs that are only registered with the Federal Center for Veterans Business Enterprise will need to ensure that they also have a Bidder ID provided by IDOA (please see section 2.3.7, Department of Administration, Procurement Division for details).

2.3.11 General Information

Each Respondent must enter your company’s general information including contact information.

2.3.12 Experience Serving State Governments

Each Respondent is asked to please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

2.3.13 Experience Serving Similar Clients

Each Respondent is asked to please describe your company’s experience in serving clients of a similar size to the State that also had a similar scope. Please provide specific clients and detailed examples.

2.3.14 Indiana Preferences

Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent’s ability to claim eligibility for Buy Indiana points. Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent’s Buy Indiana status must be finalized when the RFP response is submitted to the State.

Buy Indiana
Refer to Section 2.7 for additional information.
2.4 TECHNICAL PROPOSAL

The Technical Proposal must be divided into the sections as described below. Every point made in each section must be addressed in the order given. The same outline numbers must be used in the response. RFP language should not be repeated within the response. Where appropriate, supporting documentation may be referenced by a page and paragraph number. However, when this is done, the body of the technical proposal must contain a meaningful summary of the referenced material. The referenced document must be included as an appendix to the technical proposal with referenced sections clearly marked. If there are multiple references or multiple documents, these must be listed and organized for ease of use by the State. The Technical Proposal Template is Attachment F.

2.5 COST PROPOSAL

The Cost Proposal Template is Attachment D.

Please provide a detailed budget of all expenses to expand capacity, include costs associated with mitigating barriers, development of support systems, child care costs for qualifying individuals, staffing needs/training, infrastructure, and administrative costs.

The Cost Proposal must be submitted in the original format. Any attempt to manipulate the format of the Cost Proposal document, attach caveats to pricing, or submit pricing that deviates from the current format will put your proposal at risk.

Cost Proposal Narrative
The Respondent should provide a brief narrative (not longer than two pages) in support of each Cost Proposal item. The narrative should be focused on clarifying how the proposed prices correspond directly to the Respondent's Technical Proposal. For example, evaluators will expect detailed explanation of Maintenance and Support to correspond to Maintenance and Support items if described in the Technical Proposal. Please compose and return this document in a Microsoft Word format.

Cost Assumptions, Conditions and Constraints
The respondent should list and describe as part of its Cost Proposal any special cost assumptions, conditions, and/or constraints relative to, or which impact, the prices presented on the Cost Schedules. It is of particular importance to describe any assumptions made by the respondent in the development of the respondent’s Technical Proposal that have a material impact on price. It is in the best interest of the respondent to make explicit the assumptions, conditions, and/or constraints that underlie the values presented on the Cost Schedules. Assumptions, conditions or constraints that conflict with the RFS requirements are not acceptable. Please compose and return this document in a Microsoft Word format.
2.6 INDIANA ECONOMIC IMPACT

All companies desiring to do business with state agencies must complete an “Indiana Economic Impact” form (Attachment C). The collection and recognition of the information collected with the Indiana Economic Impact form places a strong emphasis on the economic impact a project will have on Indiana and its residents regardless of where a business is located. The collection of this information does not restrict any company or firm from doing business with the state. The amount entered in Line 16 “Total amount of this proposal, bid, or current contract” should match the amount entered in the Attachment D, Cost Proposal Template.

2.7 BUY INDIANA INITIATIVE/INDIANA COMPANY

It is the Respondent’s responsibility to confirm its Buy Indiana status for this portion of the process. If a Respondent has previously registered its business with IDOA, go to http://www.in.gov/idoa/2464.htm and click on the link to update this registration. Click the tab titled Buy Indiana. Select the appropriate category for your business. Respondents may only select one category. Certify this selection by clicking the check box next to the certification paragraph. Once this is complete, save your selection and exit your account.

Respondents that have not previously registered with IDOA must go to http://www.in.gov/idoa/2464.htm and click on the link to register. During the registration process, follow the steps outlined in the paragraph above to certify your business’ status. The registration process should be complete at the time of proposal submission.

Respondent must clearly indicate which preference(s) they intend to claim in the Business Proposal, Attachment E, section 2.3.14 (Respondent will only be evaluated on the criteria selected/cited from IC 5-22-15-20.5).

Additionally, Respondents that wish to claim the Buy Indiana preference (for any criteria listed below) must have an email confirmation of their Buy Indiana status provided by buyindianainvest@idoa.in.gov included in the proposal response. The email confirmation must have been provided from within one year prior to the proposal due date.

Respondents must also fully complete the Indiana Economic Impact form (Attachment C) and include it with their proposal response.

Defining an Indiana Business:

“Indiana business” refers to any of the following:

1. A business whose principal place of business is located in Indiana.
2. A business that pays a majority of its payroll (in dollar volume) to residents of Indiana.
3. A business that employs Indiana residents as a majority of its employees.
4. A business that makes significant capital investments in Indiana.
5. A business that has a substantial positive economic impact on Indiana.

Substantial Capital Investment:

Any company that can demonstrate a minimum capital investment in Indiana of $5 million or more in plant and/or equipment or annual lease payments in Indiana of $2.5 million or more shall qualify as an Indiana business under I.C.5-22-15-20.5 (b)(4).
Substantial Indiana Economic Impact:
Any company that is in the top 500 companies (adjusted) for one of the following categories: number of employees (DWD), unemployment taxes (DWD), payroll withholding taxes (DOR), or Corporate Income Taxes (DOR); it shall qualify as an Indiana business under I.C. 5-22-15-20.5 (b)(5).
SECTION THREE
PROPOSAL EVALUATION

3.1 PROPOSAL EVALUATION PROCEDURE

The State has selected a group of personnel to act as a proposal evaluation team. Subgroups of this team, consisting of one or more team members, will be responsible for evaluating proposals with regard to compliance with RFP requirements. All evaluation personnel will use the evaluation criteria stated in Section 3.2. The Commissioner of IDOA or their designee will, in the exercise of their sole discretion, determine which proposals offer the best means of servicing the interests of the State. The exercise of this discretion will be final.

The procedure for evaluating the proposals against the evaluation criteria will be as follows:

3.1.1 Each proposal will be evaluated for adherence to requirements on a pass/fail basis. Proposals that are incomplete or otherwise do not conform to proposal submission requirements may be eliminated from consideration.

3.1.2 Each proposal will be evaluated on the basis of the categories included in Section 3.2. A point score has been established for each category.

3.1.3 If technical proposals are close to equal, greater weight may be given to price.

3.1.4 Based on the results of this evaluation, the qualifying proposal determined to be the most advantageous to the State, taking into account all of the evaluation factors, may be selected by IDOA and Division of Mental Health and Addiction for further action, such as contract negotiations. If, however, IDOA and Division of Mental Health and Addiction decide that no proposal is sufficiently advantageous to the State, the State may take whatever further action is deemed necessary to fulfill its needs. If, for any reason, a proposal is selected and it is not possible to consummate a contract with the Respondent, IDOA may begin contract preparation with the next qualified Respondent or determine that no such alternate proposal exists.

3.2 EVALUATION CRITERIA

Proposals will be evaluated based upon the proven ability of the Respondent to satisfy the requirements of the RFP in a cost-effective manner. Each of the evaluation criteria categories is described below with a brief explanation of the basis for evaluation in that category. The points associated with each category are indicated following the category name (total maximum points = 103). For further information, please reference Section 3.2.3 below. If any one or more of the listed criteria on which the responses to this RFP will be evaluated are found to be inconsistent or incompatible with applicable federal laws, regulations or policies, the specific criterion or criteria will be disregarded and the responses will be evaluated and scored without taking into account such criterion or criteria.
Summary of Evaluation Criteria:

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Adherence to Mandatory Requirements</td>
<td>Pass/Fail</td>
</tr>
<tr>
<td>2. Management Assessment/Quality (Business and Technical Proposal)</td>
<td>40 available points</td>
</tr>
<tr>
<td>3. Cost (Cost Proposal)</td>
<td>35 available points</td>
</tr>
<tr>
<td>4. Indiana Economic Impact</td>
<td>5</td>
</tr>
<tr>
<td>5. Buy Indiana</td>
<td>5</td>
</tr>
<tr>
<td>6. Minority Business Enterprise Subcontractor Commitment</td>
<td>5 (1 bonus point is available, see Section 3.2.6)</td>
</tr>
<tr>
<td>7. Women Business Enterprise Subcontractor Commitment</td>
<td>5 (1 bonus point is available, see Section 3.2.6)</td>
</tr>
<tr>
<td>8. Indiana Veteran Business Enterprise (IVOSB) Subcontractor Commitment</td>
<td>5 (1 bonus point is available, see Section 3.2.7)</td>
</tr>
</tbody>
</table>

**Total** 100 (103 if bonus awarded)

All proposals will be evaluated using the following approach.

**Step 1**

In this step proposals will be evaluated only against Criteria 1 to ensure that they adhere to Mandatory Requirements. Any proposals not meeting the Mandatory Requirements will be disqualified.

**Step 2**

The proposals that meet the Mandatory Requirements will then be scored based on Criteria 2 and 3 ONLY. This scoring will have a maximum possible score of 75 points. All proposals will be ranked on the basis of their combined scores for Criteria 2 and 3 ONLY. This ranking will be used to create a “short list”. Any proposal not making the “short list” will not be considered for any further evaluation.

Step 2 may include one or more rounds of proposal discussions, oral presentations, clarifications, demonstrations, etc. focused on cost and other proposal elements. Step 2 may include a second “short list”.

**Step 3**

The short-listed proposals will then be evaluated based on all the entire evaluation criteria outlined in the table above.
If the State conducts additional rounds of discussions and a BAFO round which lead to changes in either the technical or cost proposal for the short listed Respondents, their scores will be recomputed.

The section below describes the different evaluation criteria.

3.2.1 Adherence to Requirements – Pass/Fail
Respondents passing this category move to Phase 2 and proposal is evaluated for Management Assessment/Quality and Price.

The following 2 categories cannot exceed 75 points.

3.2.2 Management Assessment/Quality
40 available points

3.2.3 Price
35 available points

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

- Respondent’s Cost Score = (Lowest Cost Proposal / Total Cost of Proposal) X 35

3.2.4 Indiana Economic Impact (5 points)

See Section 2.6 for additional information.

The total number of full time equivalent (FTE – please see Section 1.2 for a definition of FTE’s) Indiana resident employees for the Respondent’s proposal, to execute the scope of work proposed in this RFP, (prime contractor and subcontractors) will be used to evaluate the Respondent’s Indiana Economic Impact. Points will be awarded based on a graduated scale. The Respondent with the most Indiana FTEs will be awarded 5 points. Points will then be awarded to the remaining Respondents proportionately. Please see Attachment C, Indiana Economic Impact Form, for more detailed instructions.

3.2.5 Buy Indiana Initiative – 5 points

Respondents qualifying as an Indiana Company as defined in Section 2.7 will receive 5 points in this category.

3.2.6 Minority (5 points) & Women's Business (5 points) Subcontractor Commitment - (10 points).

The following formula will be used to determine points to be awarded based on the
MBE and WBE goals listed in Section 1.20 of this RFP. Scoring is conducted based on an assigned 10-point, plus possible 2 bonus-points, scale (MBE: Possible 5 points + 1 bonus point, WBE: Possible 5 points + 1 bonus Point). Points are assigned for respective MBE participation and WBE participation based upon the BAFO meeting or exceeding the established goals.

If the respondent’s commitment percentage is less than the established MBE or WBE goal, the maximum points achieved will be awarded according to the following schedule:

<table>
<thead>
<tr>
<th>%</th>
<th>1%</th>
<th>2%</th>
<th>3%</th>
<th>4%</th>
<th>5%</th>
<th>6%</th>
<th>7%</th>
<th>8%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pts.</td>
<td>0.625</td>
<td>1.25</td>
<td>1.875</td>
<td>2.5</td>
<td>3.125</td>
<td>3.75</td>
<td>4.375</td>
<td>5.0</td>
</tr>
</tbody>
</table>

NOTE: Fractional percentages will be rounded up or down to the nearest whole percentage. (e.g. 7.49% will be rounded down to 7% = 4.375 pts., 7.50% will be rounded up to 8% = 5.00 pts.)

If the respondent’s commitment percentage is rounded down to 0% for MBE or WBE participation the respondent will receive 0 points.

If the respondent’s commitment percentage is 0% for MBE or WBE participation, a deduction of 1 point will be discounted on the respective MBE or WBE score.

The respondent with the greatest applicable CUF participation which exceeds the stated goal for the respective MBE or WBE category will be awarded 6 points (5 points plus 1 bonus point). In cases where there is a tie for the greatest applicable CUF participation and both firms exceed the goal for the respective MBE/WBE category both firms will receive 6 points.

3.2.7 Indiana Veteran Owned Small Business Subcontractor Commitment - (5 points).

The following formula will be used to determine points to be awarded based on the IVOSB goal listed in Section 1.20 of this RFP. Scoring is conducted based on an assigned 5-point, plus possible 1 bonus-point, scale. Points are assigned for IVOSB participation based upon the BAFO meeting or exceeding the established goals.

If the respondent’s commitment percentage is less than the established IVOSB goal, the maximum points achieved will be awarded according to the following schedule:

<table>
<thead>
<tr>
<th>%</th>
<th>0%</th>
<th>0.6%</th>
<th>1.2%</th>
<th>1.8%</th>
<th>2.4%</th>
<th>3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pts.</td>
<td>-1</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
</tbody>
</table>

NOTE: Fractional points will be awarded based upon a graduated scale between whole points. (e.g. a 0.3% commitment will receive .5 points and a 1.5% commitment will receive 2.5 points)

If the respondent’s commitment percentage is 0% for IVOSB participation, a deduction of 1 point will be assessed.
The respondent with the greatest applicable CUF participation which exceeds the stated goal for the IVOSB category will be awarded 6 points (5 points plus 1 bonus point). In cases where there is a tie for the greatest applicable CUF participation and both firms exceed the goal for the IVOSB category both firms will receive 6 points.

3.2.8 Qualified State Agency Preference Scoring

When applicable, pursuant to Indiana Code 5-22-13, a qualified state agency submitting a response to this RFP will be awarded preference points for Minority, Women’s, and Indiana Veteran Business Enterprise equal the Respondent awarded the highest combined points awarded for such preferences in the scoring of this RFP.

The Commissioner of IDOA or their designee will, in the exercise of their sole discretion, determine which proposal(s) offer the best means of servicing the interests of the State. The exercise of this discretion will be final.