

DEPARTMENT OF ADMINISTRATION
PROCUREMENT DIVISION
RECOMMENDATION OF AWARD

TO: Mark Hempel

FROM: James Osborne

DATE: 9/2/2009

EST. AMOUNT: \$150,000.00

REQ: 502-9-11236

OVER 10% OF ESTIMATE

YES: ___ NO: x

AGENCY: Department of Child Services

DESCRIPTION: Code Analysis and Documentation Tool

TOTAL NUMBER OF SOLICITED VENDORS: 1,267

TOTAL NUMBER OF INDIANA FIRMS SOLICITED: 386

TOTAL NUMBER OF MINORITY & WOMAN VENDORS SOLICITED: MBE 35 WBE 35

SMALL BUSINESS SET-A-SIDE: N/A

RECYCLED PRODUCTS SOLICITED: N/A

SECRETARY OF STATE: Yes

SAVING AMOUNT OF SPLIT: N/A

MINORITY BUSINESS PARTICIPATION: None If yes, percentage(s) award amount: \$

WOMAN-OWNED BUSINESS PARTICIPATION: None If yes, percentage(s) award amount: \$

Round 1

QUOTE/BIDS WERE RECEIVED FROM THE FOLLOWING VENDORS:

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA FIRM</u>	<u>PREFERENCE CLAIMED</u>	<u>BUY AMERICAN</u>	<u>EVAL. AMOUNT</u>	<u># OF NO BIDS</u>
1. blackboxIT, Inc.	\$150,000.00	Yes	N/A	No	\$150,000.00	0 of 1
2. Allen Systems Group, Inc.	\$344,227.11	No	N/A	No	\$344,227.11	0 of 1

Round 2

QUOTE/BIDS WERE RECEIVED FROM THE FOLLOWING VENDORS:

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA FIRM</u>	<u>PREFERENCE CLAIMED</u>	<u>BUY AMERICAN</u>	<u>EVAL. AMOUNT</u>	<u># OF NO BIDS</u>
1. blackboxIT, Inc.	\$150,000.00	Yes	N/A	No	\$150,000.00	0 of 1
2. Allen Systems Group, Inc.	\$278,575.30	No	N/A	No	\$278,575.30	0 of 1

Specifications:

Specifications were satisfactory.

Delays:

There were no delays in the Procurement process.

Preferences:

Preferences were not applicable to this negotiated bid due to Federal regulations at 45 CFR 92.36 (c)(2).

Recommendation Narrative:

Round 1

Bids were to be submitted as five year total cost of ownership to include license fees, maintenance, and professional services. Allen Systems Group submitted their bid based on ten (10) concurrent user licenses, while blackboxIT provided a range for one through ten concurrent user licenses. IDOA contacted Allen Systems Group to format their bid for a range of one to ten concurrent users. Once cost formats were normalized, the decision was made to pursue a Best and Final Offer considering only four and five concurrent user licenses.

Round 2

Allen Systems Group provided additional price consideration via the BAFO; however, the price for four and five concurrent user licenses greatly exceeded the pricing of blackboxIT. DCS determined that four concurrent user licenses was the desired number, which is represented in the pricing in the above tables.

Fair & Reasonable Pricing:

Pricing is considered "Fair and Reasonable" as the price for the awarded bid matches the estimated bid amount and is significantly below the other bid.

Split Award:

A split was not considered as the lowest responsive, responsible bidder bid All Items or None.

Award Recommendation:

VENDOR
blackboxIT, Inc.

ITEMS
All

AMOUNT
\$150,000.00

James Osborne 9/2/2009
Procuring Agent/Procurement Division/Date

Mark A. Wenzel 9/2/2009
Approval/Date

BAFO

Bid # 502-9-11236		Indiana Department of Administration (IDOA)	
Description Code Analysis and Documentation Tool		Bid Tabulation	
Due Date Friday, July 17, 2009 by 10:00 a.m. ET		Buyer: James Osborne	
blackboxIT			
Total License Fee	Total Maintenance Fee for 5 Years	Professional Services Fee for Installation, Set-Up, Training & User	Total Cost Over 5 Years If Maintenance Purchased
4 \$ 75,000.00	\$ 75,000.00	Included	\$ 150,000.00
5 \$ 90,000.00	\$ 90,000.00	Included	\$ 180,000.00
			Maintenance Percentage of Purchase Price Per Year
			20%
			20%

BAFO

Bid # 502-9-11236		Indiana Department of Administration (IDOA)	
Description Code Analysis and Documentation Tool		Bid Tabulation	
Due Date Friday, July 17, 2009 by 10:00 a.m. ET		Buyer: James Osborne	
Allen Systems Group (ASG)			
Total License Fee	Total Maintenance Fee for 5 Years	Professional Services Fee for Installation, Set-Up, Training & User	Total Cost Over 5 Years If Maintenance Purchased
4 \$ 147,043.05	\$ 110,282.25	\$ 21,250.00	\$ 278,575.30
5 \$ 154,380.10	\$ 115,785.08	\$ 21,250.00	\$ 291,415.18
			Maintenance Percentage of Purchase Price Per Year
			15%
			15%

Round 1 :

Bid # 502-9-11236		Indiana Department of Administration (IDOA)			
Description		Code Analysis and Documentation Tool			
Due Date		Tuesday, June 16, 2009			
Buyer: James Osborne		Bid Tabulation			
blackboxIT					
Seats	Total License Fee	Total Maintenance Fee for 5 Years	Professional Services Fee for Installation, Set-Up, Training & Use	Total Cost Over 5 Years If Maintenance Purchased	Maintenance Percentage of Purchase Price Per Year
1	\$ 23,000.00	\$ 23,000.00	Included	\$ 46,000.00	20%
2	\$ 42,000.00	\$ 42,000.00	Included	\$ 84,000.00	20%
3	\$ 59,000.00	\$ 59,000.00	Included	\$ 118,000.00	20%
4	\$ 75,000.00	\$ 75,000.00	Included	\$ 150,000.00	20%
5	\$ 90,000.00	\$ 90,000.00	Included	\$ 180,000.00	20%
Allen Systems Group (ASG)					
Seats	Total License Fee	Total Maintenance Fee for 5 Years	Professional Services Fee for Installation, Set-Up, Training & Use	Total Cost Over 5 Years If Maintenance Purchased	Maintenance Percentage of Purchase Price Per Year
1	\$ 156,255.30	\$ 117,191.48	\$ 21,250.00	\$ 294,696.78	15%
2	\$ 165,688.65	\$ 124,266.49	\$ 21,250.00	\$ 311,205.14	15%
3	\$ 175,122.00	\$ 131,341.50	\$ 21,250.00	\$ 327,713.50	15%
4	\$ 184,558.35	\$ 138,418.76	\$ 21,250.00	\$ 344,227.11	15%
5	\$ 193,988.70	\$ 145,491.53	\$ 21,250.00	\$ 360,730.23	15%