



STATE OF INDIANA

Eric J. Holcomb, Governor

DEPARTMENT OF ADMINISTRATION
 Procurement Division
 402 W Washington Street, Room W468
 Indianapolis, Indiana 46204
 317 / 232-3053

Award Recommendation Letter

Date: February 16, 2023

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

From: Arthur L. Sample IV, Procurement Specialist
 Indiana Department of Administration

Subject: Recommendation of Award for 100-23-74086; Firearms Exchange Services (Reverse Auction with trade) for Indiana State Police

Total Bid amount: \$177,814.00
Trade in Value: \$90,450.00

Based on the State's evaluation of responses received for Negotiated Bid 100-23-74086, Kiesler Police Supply Inc., is recommended for award to provide; Firearms Exchange Services (Reverse Auction with trade) for Indiana State Police. Terms of the award recommendation are outlined in this letter.

The State of Indiana received proposals from Two (2) bidders:

- Kiesler Police Supply Inc.
- Vance Outdoors

Bid Summary

The solicitation was issued as a negotiated bid for a contract for Firearms Exchange Services (Reverse Auction with trade) for Indiana State Police.

The proposals were evaluated by IDOA and ISP according to the criteria established in the bid documents. The supplier met the required and requested specifications. Therefore, the State evaluated the supplier for cost.

Specifications:

| Total Bid Amount | | | | Kiesler Police Supply Inc | | Vance Outdoors | |
|------------------|--|-----|--------------------|---------------------------|---------------------|----------------|---------------------|
| Item No. | Description | UOM | Estimated Quantity | Unit Price | Extended Price | Unit Price | Extended Price |
| 1 | Streamlight RM2 | EA | 1100 | 119.72 | \$131,692.00 | 135.05 | \$148,555.00 |
| 2 | Streamlight TLR1 HL | EA | 200 | 115.61 | \$23,122.00 | 130.42 | \$26,084.00 |
| 3 | Safariland 6280-77421-9X Hi-gloss finish for TLR1 light. (RH & LT Holsters TBD and provided to vendor) | EA | 200 | 115 | \$23,000.00 | 151.4 | \$30,280.00 |
| | | | | Totals | \$177,814.00 | | \$204,919.00 |

| Trade in Value | | | | Kiesler Police Supply Inc | | Vance Outdoors | |
|----------------|--|-----|--------------------|---------------------------|--------------------|----------------|--------------------|
| Item No. | Description | UOM | Estimated Quantity | Unit Price | Extended Price | Unit Price | Extended Price |
| 1 | Remington 870 shotguns - good working condition | EA | 562 | 150 | \$84,300.00 | 150 | \$84,300.00 |
| 2 | Remington 870 shotguns - poor or damaged condition | EA | 82 | 75 | \$6,150.00 | 50 | \$4,100.00 |
| | | | | Totals | \$90,450.00 | | \$88,400.00 |

Award Summary

Kiesler Police Supply Inc. claimed and qualified for the Indiana Business Preference (5%) and U.S. Manufactured Preference
 Vance Outdoors claimed and qualified for U.S. Manufactured Preference.

The table below outlines the award summary for 100-23-7486:

| Summary | | | Kiesler Police Supply Inc | | Vance Outdoors | |
|----------|------------------|-----|---------------------------|--------------------|---------------------|----------------|
| Item No. | Description | UOM | Estimated Quantity | Extended Price | Estimated Quantity | Extended Price |
| 1 | Total Bid Amount | EA | 1500 | \$177,814.00 | 1500 | \$204,919.00 |
| 2 | Trade in Value | EA | 644 | \$90,450.00 | 644 | \$88,400.00 |
| | | | | \$87,364.00 | \$116,519.00 | |

| Bidder | Total Bid Amount | Preference | Evaluation Trade in Credit | U.S. Manufactured |
|---------------------------|------------------|------------------|----------------------------|-------------------|
| Kiesler Police Supply Inc | \$177,814.00 | Indiana Business | \$168,923.30 | Yes |
| Vance Outdoors | \$204,919.00 | US Manufactured | \$204,919.00 | Yes |

Officer Buy Back Program

The Indiana State Police request that the bidder allow for ISP personnel to purchase their assigned shotgun back at a price set by the bidder. ISP is requesting the bidder provide information as to how this transaction would be accomplished and overall purchase price for the shotgun buy-back.

The table below outlines the shotgun buyback program for 100-23-7486:

| Buy Back Program | | | Kiesler Police Supply Inc | | Vance Outdoors | |
|------------------|--------------------------|-----|---------------------------|--------------------------------------|----------------------|----------------|
| Item No. | Description | UOM | Quantity Per Officer | Price | Quantity Per Officer | Price |
| 1 | Officer Shotgun Buy Back | EA | 1 | \$230.00 (tax and shipping included) | 1 | \$210.00 + Tax |

During the course of the evaluation, the State scrutinized the proposal to determine the viability of the proposed business solutions and ability to meet the goals of the program and the needs of the State. IDOA evaluated proposal response based on the stipulated criteria outlined in the bid documents.