



Eric J. Holcomb, Governor

Indiana Government Center South  
402 West Washington Street, Room W469  
Indianapolis, IN 46204

## Award Recommendation Letter

Date: April 12, 2024

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

From: Christina Garcia, Strategic Sourcing Specialist  
Indiana Department of Administration

Subject: Negotiated Bid #24-77621  
Flags and Accessories

### **Recommended Award for four (4) year contract with an estimated amount of \$314,348.28.**

Based on the evaluation of the responses received for Negotiated Bid #24-77621, **J.C. Schultz Enterprises, Inc. DBA Flagsource** is recommended for award to provide flags and accessories for All State Agencies. Terms of this recommendation are outlined in this letter.

The State received bids from two (3) Respondents:

- The Collins Group, Inc.
- J.C. Schultz Enterprises, Inc
- Rocky Mountain Flag Company

The solicitation was issued as a Negotiated Bid to establish a statewide Quantity Purchase Agreement (QPA) for the following line items:

The bid submissions were evaluated according to the criteria established in the bid documents and their adherence to requirements. When necessary, the State clarified with the respondent(s) to ensure specifications were met for each item.

Rocky Mountain Flag Company did not meet the minimum requirements as established in Section 3.2 of the Bid documents and was disqualified.

### **Purchasing Preferences Claimed**

**The Collins Group, Inc** claimed the Buy Indiana/Indiana Business Preference but was not previously registered.

**Bid Summary**

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements. When necessary, the State clarified with the Respondents to ensure specifications were met.

1	Flag, Indiana, 3' x 5', 100% Nylon & 200 Denier, Dupont SolarMax treated/dyed, greige goods (raw fabric), 4 needle stitching on fly end, 2 brass grommets, strong canvas heading, yellow/gold PMS 1235, blue PMS 2768, for outdoor display.	100259147	EA
2	Flag, Indiana, 3' x 5', 100% Nylon, 200 Denier, w/fringe, Dupont SolarMax treated/dyed, greige goods (raw fabric), pole hem, yellow/gold PMS 1235, blue PMS 2768, for indoor display.	100259148	EA
3	Flag, Indiana, 3'x5', 100% Polyester, 200 Denier, Dupont SolarMax treated/dyed, greigh goods (raw fabric),4 needle stitching on fly end, 2 brass grommets, strong canvas heading, yellow/gold PMS 1235, blue PMS 2768, for outdoor display.	100259149	EA
4	Flag, Indiana, 4' x 6', 100 % Nylon & 200 Denier, Dupont SolarMax treated/dyed, greige goods (raw fabric), 4 needle stitching on fly end, 2 brass grommets, strong canvas heading, yellow/gold PMS 1235, blue PMS 2768, for outdoor display.	100259150	EA
5	Flag, Indiana, 5' x 8', 100 Nylon & Denier, Dupont SolarMax treated/dyed, greige goods (raw fabric), 4 needle stitching on fly end, 2 brass grommets, strong canvas heading, yellow/gold PMS 1235, blue PMS 2768, for outdoor display.	100259151	EA
6	Flag, Indiana, 5'x8', 100% 2-Ply Polyester, 200 Denier, Dupont SolarMax treated/dyed, 4 needle stitching on fly end, 2 brass grommets, strong canvas heading, yellow/gold PMS 1235, blue PMS 2768, for outdoor display.	100259152	EA
7	Flag, Indiana, 6' x 10' , 100% Nylon& 200 Denier, Dupont SolarMax treated/dyed, greige goods (raw fabric), 4 needle stitching on fly end, 2 brass grommets, strong canvas heading, yellow/gold PMS 1235, blue PMS 2768, for outdoor display.	100259153	EA
8	Flag, Indiana, 3' x 5', Cotton Appliqued Seal H&G	100329241	EA

9	Flag, ISP, 3' x 5' Double Sided w/Fringe, 100% Nylon, 200 Denier, Dupont SolarMax, Dyed, Greige Goods, Pole Hem, Black Background, Logo PMS 137, PMS 289, White, PMS 423.	100259154	EA
10	Flag, ISP, 3' x 5' Double Sided, 100% Nylon, 200 Denier, Dupont SolarMax, Dyed, Greige Goods, Header & Grommets, Black Background, Logo PMS 137, PMS 289, White, PMS 423.	100259155	EA
11	Flag, ISP, 3' x 5', Single Sided, w/Fringe, 100% Nylon, 200 Denier, Dupont SolarMax, Dyed, Greige Goods, Pole Hem, Black Background, Logo PMS 137, PMS 289, White, PMS 423.	100259156	EA
12	Flag, ISP, 3' x 5', Single Sided, 100% Nylon, 200 Denier, Dupont Solar Max, Dyed, Greige Goods, Header and Grommets, Black Background, Logo, PMS 137, PMS 289, White, PMS 423.	100259157	EA
13	Flag, US, 3' x 5', 100% Nylon 200 Denier, Dupont SolarMax treated greige goods (raw fabric), sewn stripes, appliqued stars, outdoor display, brass grommets. Old Glory blue #2768 and Old Glory Red #201	100259158	EA
14	Flag, US, 3' x 5' , 100% Nylon, 200 Denier, Dupont SolarMax treated greige goods (raw fabric), sewn stripes, appliqued stars, indoor display, brass grommets. Old Glory blue #2768 and Old Glory Red #201	100259159	EA
15	Flag, US, 3' x 5', 100% heavyweight cotton, sewn stripes & embroidered stars.	100259160	EA
16	Flag, US, 4' x 6', 100% Nylon, 200 Denier, Dupont SolarMax treated greige goods (raw fabric), sewn stripes, appliqued stars, outdoor display, brass grommets. Old Glory blue #2768 and Old Glory Red #201	100259161	EA
17	Flag, US, 5' x 8', 100% Nylon, 200 Denier, Dupont SolarMax treated greige goods (raw fabric), sewn stripes, appliqued stars, outdoor display, brass grommets. Old Glory blue #2768 and Old Glory Red #201	100259162	EA

18	Flag, US, 5' x 8', 100% heavyweight cotton, sewn stripes & embroidered stars.	100269163	EA
19	Flag, US, 5' x 9.5', 100% Nylon, 200 Denier, Dupont SolarMax Treated greige goods, Sewn Stripes, Embroidered Stars, Outdoor Use, Brass Grommets. Old Glory blue #2768 and Old Glory Red #201	100259164	EA
20	Flag, US, 6' x 10', 100% Nylon, 200 Denier, Dupont SolarMax treated greige goods (raw fabric), sewn stripes, appliqued stars, outdoor display, brass grommets. Old Glory blue #2768 and Old Glory Red #201	10025965	EA
21	Flag, US, 8' x 12', 100% Nylon, 200 Denier, Dupont Solarmax treated greige goods (raw fabric), sewn stripes, appliqued stars, outdoor display, brass grommets. Old Glory blue #2768 and Old Glory Red #201	100259166	EA
22	Flag, US, 12' x 18', 100% Nylon, 200 Denier, Dupont SolarMax treated greige goods (raw fabric), sewn stripes, appliqued stars, outdoor display, brass grommets. Old Glory blue #2768 and Old Glory Red #201	100259167	EA
23	Flag, US, 3' x 5', 100% Nylon, 200 Denier, Dupont SolarMax treated greige goods (raw fabric), sewn stripes, appliqued stars, indoor display, brass grommets. Old Glory blue #2768 and Old Glory Red #201	100307417	EA
24	Flag, US, 3' x 5', 100% Nylon, 200 Denier, Dupont 17.02 SolarMax treated greige goods (raw fabric), sewn stripes, appliqued stars, indoor display, pole hem w/gold fringe. Old Glory blue #2768 and Old Glory Red #201	100307418	EA
25	Flag, POW/MIA, 3' x 5', 200 Denier, Heavy Duty 100% Nylon, Double Sided, DuPont SolarMax, Outdoor Display.	100259168	EA
26	Flag, POW/MIA, 4' x 6', 200 Denier, Heavy Duty 100% Nylon, Double Sided, DuPont SolarMax, Outdoor Display.	100259169	EA
27	Flag, Army, 4' x 6', Heavy Duty 100% Nylon, Double Sided, Outdoor Display.	New Item	EA

28	Flag, Navy , 4' x 6', Heavy Duty 100% Nylon, Double Sided, Outdoor Display.	New Item	EA
29	Flag, Marine Corps , 4' x 6', Heavy Duty 100% Nylon, Double Sided, Outdoor Display.	New Item	EA
30	Flag, Coast Guard , 4' x 6', Heavy Duty 100% Nylon, Double Sided, Outdoor Display.	New Item	EA
31	Flag, Air Force , 4' x 6', Heavy Duty 100% Nylon, Double Sided, Outdoor Display.	New Item	EA
32	Flag, Space Force , 4' x 6', Heavy Duty 100% Nylon, Double Sided, Outdoor Display.	New Item	EA
33	Flags, 50, Set, To Represent Each Individual State, 4' x 6', 100% Nylon w/Grommets & 200 Denier, For Outdoor Display, To be packaged in a box	100259170	EA
34	Flag Desk Sets, US & Indiana, (Together), Nylon, 4" x 5.5", (Approximate Size) With Stands, 11" Tall Including Base, Base to be 2/5" Black Plastic with two holes, To be packaged in a box	100259171	EA
35	Eagle, Perched, 6.5", Gold Finish, Aluminum	100259172	EA
36	Eagle, Flying, 7", Gold Finish, Aluminum	100259173	EA
37	Tassel, Braided, Gold, Flag Pole, 5" Long with 9' cord	100258174	EA
38	Flag Pole, 8', Wood, Oak, 1" Diameter, Pole Size	100258175	EA
39	Flag Pole, 8', Wood, Oak, 1 1/4" Diameter Pole Size	100259176	EA
40	Flag Pole Stands, 10 lb, Stand w/adaptor sleeves, shiny gold finish (Stands should be weighed upon delivery)	100259177	EA
41	Flag Pole Stands, 10 lb Stand w/adaptor sleeves, matte gold finish (Stand should be weighed upon delivery)	100259178	EA

42	Spear, 8", Plated, Brass, Round	100259179	EA
43	Flag Spreaders	New Item	EA

**Award Summary**

The final award summary is detailed in the table below.

Bidder	Total Bid Amount	Bid on all Products	Total Award Amount
The Collins Group, Inc.	83,608.64	Yes	0
J.C. Schultz Enterprises, Inc.	78,587.07	Yes	0

**Best and Final Offer Round (BAFO)**

Bidder	Total Bid Amount	Bid on all Products	Total Award Amount
J.C. Schultz Enterprises, Inc.	78,587.07	Yes	78,587.07
The Collins Group, Inc.	83,608.64	Yes	0

During the course of evaluation, the State scrutinized the bids to determine the viability of the proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the bids based on the stipulated criteria outlined in the bid documents.

Pending successful contract negotiations, the term of the contract shall be for a period of four (4) years from the date of contract execution.

*Christina Garcia*

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Christina Garcia  
Strategic Sourcing Specialist