



STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION
Commissioner's Office

Eric J. Holcomb, Governor

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

Award Recommendation Letter

Date: August 28, 2023

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

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

Subject: Negotiated Bid 24-76202
Trucks

This is a one-time purchase. Pricing is by category.

- A). Full-Size Pickup Half Ton**
- B). Full-Size Pickup Three Quarter Ton**
- C). Full-Size Pickup One Ton**
- D). Full-Size Pickup Police Half Ton**

Bid Summary

The solicitation was issued as a Negotiated Bid to establish a one-time purchase of Trucks.

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

A). Full-Size Pickup Half Ton

Based on the evaluation of the responses received for Negotiated Bid 24-76202, the following is recommended for award to provide the specified category of Full-Size Pickup Half Ton. Terms of this recommendation are outlined in this letter.

Bidder	Vehicle Manufacturer/Model	Total Bid Amount
Bloomington Ford	Ford, F-150 4X4 Supercab/Extended CAB (X1E)	\$ 53,387.25
City Ford	Ford, F150 XL 4X4 SuperCab @ 6.75' box (145" WB)	\$ 56,284.00
Larkin Greenwood Ford	Ford, F-150	\$ 57,598.32
Whitley County Chevrolet	Chevrolet, Silverado 1500 Double Cab with Standard 6.75' Box	\$ 54,590.60

The State received the six (6) responses for Full-Size Trucks Half Ton

- Bloomington Ford
- City Ford
- Kelley Chevrolet¹
- Larkin Greenwood Ford
- Tom Kelley Ford²
- Whitley County Chevrolet

Purchasing Preferences Claimed- Full-Size Pickup Half Ton³

Bidder	Total Bid Amount	Preference	Preference %	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 53,387.25	US Manufactured	15%	\$ 45,378.16
City Ford	\$ 56,284.00	None		\$ 56,284.00
Larkin Greenwood Ford	\$ 57,598.32	None		\$ 57,598.32
Whitley County Chevrolet	\$ 54,590.60	None		\$ 54,590.60

Award Summary- Full-Size Pickup Half Ton

The final overall order of the evaluation amounts is summarized in the table below.

¹ Missing a mandatory requirement; therefore, not evaluated.

² Missing a mandatory requirement; therefore not evaluated.

³ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining_DPAPManual.pdf](#) – see page 39-40.

Bidder	Total Bid Amount	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 53,387.25	\$ 45,378.16
City Ford	\$ 56,284.00	\$ 56,284.00
Larkin Greenwood Ford	\$ 57,598.32	\$ 57,598.32
Whitley County Chevrolet	\$ 54,590.60	\$ 54,590.60

B). Full-Size Pickup Three Quarter Ton

Based on the evaluation of the responses received for Negotiated Bid 24-76202, the following is recommended for award to provide the specified category of Full-Size Pickup Three Quarter Ton. Terms of this recommendation are outlined in this letter.

Bidder	Vehicle Manufacturer/Model	Total Bid Amount
Bloomington Ford	Ford, F250 4X4 Supercab /Extended Cab (X2B)	\$ 60,703.26
City Ford	Ford, F250 XL SuperCab 2/ 6.75' box (148"WB)	\$ 57,207.00
Larkin Greenwood Ford	Ford, F-250	\$ 60,658.64
Whitley County Chevrolet	Chevrolet, Silverado 2500 HD Double Cab with Standard 8' Box	\$ 56,265.95

The State received the six (6) responses for Full-Size Trucks Three Quarter Ton

- Bloomington Ford
- City Ford
- Kelley Chevrolet⁴
- Larkin Greenwood Ford
- Tom Kelley Ford⁵
- Whitley County Chevrolet

Purchasing Preferences Claimed- Full-Size Pickup Three Quarter Ton⁶

Bidder	Total Bid Amount	Preference	Preference %	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 60,703.26	US Manufactured	15%	\$ 51,597.77
City Ford	\$ 57,207.00	None		\$ 57,207.00
Larkin Greenwood Ford	\$ 60,658.64	None		\$ 60,658.64
Whitley County Chevrolet	\$ 56,265.95	None		\$ 56,265.95

⁴ Missing a mandatory requirement; therefore not evaluated.

⁵ Missing a mandatory requirement; therefore not evaluated.

⁶ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining_DPAPManual.pdf](#) – see page 39-40.

Award Summary- Full-Size Pickup Three Quarter Ton⁷

The final overall order of the evaluation amounts is summarized in the table below.

Bidder	Total Bid Amount	Total Evaluation Amount with
Bloomington Ford	\$ 60,703.26	\$ 51,597.77
City Ford	\$ 57,207.00	\$ 57,207.00
Larkin Greenwood Ford	\$ 60,658.64	\$ 60,658.64
Whitley County Chevrolet	\$ 56,265.95	\$ 56,265.95

C). Full-Size Pickup One Ton

Based on the evaluation of the responses received for Negotiated Bid 24-76202, the following is recommended for award to provide the specified category of Full-Size Pickup One Ton. Terms of this recommendation are outlined in this letter.

Bidder	Vehicle Manufacturer/Model	Total Bid Amount
Bloomington Ford	Ford, F-350 4X4 CL Extended Cab 4X4 Pickup	\$ 58,341.25
City Ford	Ford, F350 XL 4x4 SuperCab w/ 6.75' box (148" WB)	\$ 57,649.00
Larkin Greenwood Ford	Ford, F-350	\$ 60,794.64
Whitley County Chevrolet	Chevrolet, Silverado 3500 HD Double Cab with Standard 8' Box	\$ 56,962.80

The State received the six (6) responses for Full-Size Trucks One Ton

- Bloomington Ford
- City Ford
- Kelley Chevrolet⁸
- Larkin Greenwood Ford
- Tom Kelley Ford⁹
- Whitley County Chevrolet

⁷ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining DPAPManual.pdf](#) – see page 39-40.

⁸ Missing a mandatory requirement; therefore not evaluated.

⁹ Missing a mandatory requirement; therefore not evaluated.

Purchasing Preferences Claimed- Full-Size Pickup One Ton¹⁰

Bidder	Total Bid Amount	Preference	Preference %	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 58,341.25	US Manufactured	15%	\$ 49,590.06
City Ford	\$ 57,649.00	None		\$ 57,649.00
Larkin Greenwood Ford	\$ 60,794.64	None		\$ 60,794.64
Whitley County Chevrolet	\$ 56,962.80	None		\$ 56,962.80

Award Summary- Full-Size Pickup One Ton

The final overall order of the evaluation amounts is summarized in the table below.

Bidder	Total Bid Amount	Total Evaluation Amount with
Bloomington Ford	\$ 58,341.25	\$ 49,590.06
City Ford	\$ 57,649.00	\$ 57,649.00
Larkin Greenwood Ford	\$ 60,794.64	\$ 60,794.64
Whitley County Chevrolet	\$ 56,962.80	\$ 56,962.80

D). Full-Size Pickup Police Half Ton

Based on the evaluation of the responses received for Negotiated Bid 24-76202, the following is recommended for award to provide the specified category of Full-Size Pickup Police Half Ton. Terms of this recommendation are outlined in this letter.

Bidder	Vehicle Manufacturer/Model	Total Bid Amount
Bloomington Ford	Ford, F-150 Police Responder 4x4 Crew Cab	\$ 60,660.25
Larkin Greenwood Ford	Ford, F-150 Police Responder	\$ 59,489.32

The State received the six (6) responses for Full-Size Trucks Half Ton

- Bloomington Ford
- Kelley Chevrolet¹¹
- Larkin Greenwood Ford
- Tom Kelley Ford¹²

¹⁰ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining DPAPManual.pdf](#) – see page 39-40.

¹¹ Missing a mandatory requirement; therefore not evaluated.

¹² Missing a mandatory requirement; therefore not evaluated.

Purchasing Preferences Claimed- Full-Size Pickup Police Half Ton¹³

Bidder	Total Bid Amount	Preference	Preference %	Total Evaluation Amount with Preference Applied
Bloomington Ford	\$ 60,660.25	US Manufactured	15%	\$ 51,561.21
Larkin Greenwood Ford	\$ 59,489.32	None		\$ 59,489.32

Award Summary - Full-Size Pickup Police Half Ton

Bidder	Total Bid Amount	Total Evaluation Amount with
Bloomington Ford	\$ 60,660.25	\$ 51,561.21
Larkin Greenwood Ford	\$ 59,489.32	\$ 59,489.32

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.

Roxie A. Coble

Roxie A. Coble
Director of Strategic Sourcing
Indiana Department of Administration

¹³ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining_DPAPManual.pdf](#) – see page 39-40.