



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: May 3, 2021

To: Mark Hempel, Director of Account Management
Indiana Department of Administration

From: David Brandon-Friedman, Senior Account Manager
Indiana Department of Administration

Subject: **Negotiated Bid # 560-21-67297, iPads**

Total Estimated Award Amount: \$136,400.00

The evaluation team received proposals from three (3) vendors:

- Ashe Industries, LLC
- Ask Us First, LLC
- Complete Tablet Solutions, Ltd.

Based on the evaluation of Negotiated Bid 560-21-67297, **Ask Us First, LLC** is recommended for award to provide four hundred (400) iPads for the Indiana School for the Deaf. Terms of this recommendation are included in this letter.

The bids were evaluated by the Indiana School for the Deaf (ISD) and the Indiana Department of Administration (IDOA) according to the criteria established in the bid documents. When necessary, the State clarified with each bidder to ensure specifications were met.

Purchasing Preferences Claimed

- Ashe Industries, LLC claimed and qualified for the Indiana Small Business preference. The preference was applied to the Total Bid Amount.
- Ask Us First, LLC claimed and qualified for the Indiana Small Business preference. The preference was applied to the Total Bid Amount.

The bidders were given the opportunity to lower their pricing during a Best and Final Offer round.

The final evaluation is detailed in the table below:

Final Overall Evaluation Scores

Bidder	Initial Bid Amount	BAFO Pricing	Preference	Evaluation Bid Amount
Ashe Industries, LLC	\$145,040.00	\$145,040.00	Indiana Small Business (15%)	\$123,284.00
Ask Us First, LLC	\$136,400.00	\$136,400.00	Indiana Small Business (15%)	\$115,940.00
Complete Tablet Solutions, Ltd.	\$119,332.00	\$119,332.00	None	\$119,332.00

Award Summary

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. IDOA evaluated the bids based on the stipulated criteria outlined in the bid documents.

This award will result in a one-time purchase.

David Brandon-Friedman

David Brandon-Friedman, Senior Account Manager
Indiana Department of Administration