



Eric J. Holcomb, Governor

Indiana Government Center South
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Indianapolis, IN 46204

Award Recommendation Letter

Date: 12/8/23
To: L. Erin Kellam, Deputy Commissioner
Indiana Department of Administration
From: Kevin March, Procurement Specialist
Indiana Department of Administration
Subject: Recommendation of Selection for RFP 24-76020,
Lab Courier Services

Based on its evaluation of responses to RFP 24-76020, it is the evaluation team's recommendation that STAT Courier Service, Inc. be selected to begin contract negotiations to administer the Lab Courier Services for the Indiana Department of Health (IDOH).

*STAT Courier Service, Inc. has committed to subcontract 6.56% of the contract value to **Pillow Express Delivery, Inc.** (a certified Minority-owned Business (MBE)).*

The terms of this recommendation are included in this letter.

Estimated 4-year Contract Value: \$4,758,409.60

The evaluation team received two (2) proposals from:

- 1. NOW Courier, Inc. (NOW)
- 2. STAT Courier Service, Inc. (STAT)

The proposals were evaluated by IDOH and IDOA according to the following criteria established in the RFP:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	50
3. Cost (Cost Proposal)	30
4. Buy Indiana	5
5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
7. Indiana Veteran Owned Small Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)

Total: 100 (103 if bonus awarded)

The proposals were evaluated according to the process outlined in Section 3.2 ("Evaluation Criteria") of the RFP. Scoring was completed as follows:

A. Adherence to Requirements

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. Two (2) proposals were deemed responsive and adhered to the mandatory requirements.

B. Management Assessment/Quality: Initial Scoring

The Respondents' proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

Business Proposal

For the Business Proposal evaluation, the evaluation team considered the information the Respondent provided in the Business Proposal. These areas were reviewed to assess the Respondent's ability to serve the State:

- General, Company Structure, DEI Information, Financial Information
- References
- Proposed Subcontractors
- Experience Serving State Government

Technical Proposal

For the Technical Proposal evaluation, the evaluation team considered the Respondent's proposal in the following areas:

- General Requirements and Definitions
- Roles and Responsibilities
- Account Management
- Background Check Requirements
- Safety Requirements
- Temperature Requirements
- Training
- Ordering
- Timelines
- Tracking
- Fleet
- Reporting
- Pricing
- Invoice and Payment

The evaluation team's Round 1 scoring is based on a review of the Respondent's proposed approach to each section of the Business Proposal and Technical Proposal. The evaluation team issued MAQ Clarifications to all Respondents prior to finalizing Round 1 scores. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Round 1 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
NOW	33.75
STAT	41.67

C. Cost Proposal (30 Points)

The price points on the Respondent’s Costs were awarded as follows:

Score =

- If Respondent’s Cost amount is lowest among all Respondents, then score is 30.
- If Respondent’s Cost amount is NOT lowest among all Respondents, then score is:

$$30 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$$

The cost scoring as a result of the Respondents’ cost proposals is as follows:

Table 2: Round 1 – Cost Scores

Respondent	Cost Score 30 pts.
NOW	7.57
STAT	30.00

D. First Round Total Scores and Shortlisting

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

Table 3: Round 1 – Total Scores (MAQ + Cost)

Respondent	Total Score 80 pts.
NOW	41.32
STAT	71.67

E. Post Best and Final Offer Opportunity – Final Round Cost Scores

The State elected to issue Best and Final Offers (BAFOs) to the two Respondents.

The cost scoring as a result of the Respondents’ BAFO Cost Proposals is as follows:

Table 5: Round 2 – BAFO Cost Scores

Respondent	Cost Score 30 pts.
NOW	7.57
STAT	30.00

F. Total Scores

The combined final scores for the Respondents, based on Management Assessment/Quality and BAFO Cost Scores are listed below.

Table 6: Round 2 - Evaluation Scores

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
NOW	33.75	7.57	41.32
STAT	41.67	30.00	71.67

G. IDOA Scoring

IDOA scored the Respondents in the following areas: MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), IVOSB Subcontractor Commitment (5 points + 1 available bonus point) and Buy Indiana (5 points) using the criteria outlined in the RFP. IDOA requested updated M/WBE and IVOSB commitments from the Respondents who submitted BAFO Cost Proposals. Once the final M/WBE and IVOSB forms were received from the Respondent, the total scores out of 100 possible points were tabulated and are as follows:

Table 7: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana*	MBE*	WBE*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pt.)
NOW	33.75	7.57	5.00	-1.00	6.00	-1.00	50.32
STAT	41.67	30.00	0.00	4.38	-1.00	-1.00	74.04

* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available M/WBE and IVOSB bonus points.

Award Summary

During the course of evaluation, the State scrutinized all proposals to determine the viability to meet the goals of the program and the needs of the State. The team evaluated proposals based on the stipulated criteria outlined in the RFP document.

The term of the contract shall be for a period of four (4) years from the date of contract execution.

