



Award Recommendation Letter

Date: November 24, 2020

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

From: Traci Davidson, Sr. Strategic Sourcing Analyst
Indiana Department of Administration

Subject: RFP 21-2664 Behavioral Health GAP Analysis

Estimated 1-year Contract Amount: \$494,470.00

Based on the evaluation of our team, we recommend **KSM Consulting, LLC** as the successful respondent of the RFP process for Behavioral Health GAP Analysis.

KSM is committed to subcontracting 23.26% of the initial contract value to the following companies

- STLogics – MBE
- eHealthcare Consulting, Inc – WBE
- Bingle Research Group – IVOSB

Proposals for this RFP were due on October 12, 2020, IDOA received six (6) responses:

- Deloitte
- KSM Consulting
- Milliman
- Myers & Stauffer
- National Council of Behavioral Health
- PGC Indiana

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

- Adherence to Requirements (Pass/Fail)
- Management Assessment/Quality (45 points)
- Price (35 points)
- Minority Business Participation (5 points plus 1 bonus point if certain criteria are met)
- Women Business Participation (5 points plus 1 bonus point if certain criteria are met)
- Indiana Veteran Owned Small Business Participation (5 points plus 1 bonus point if certain criteria are met)
- Buy Indiana (5 points)

The proposals were evaluated according to the published process outlined in Section 3.2, “Evaluation Criteria, of the RFP. Scoring was completed as follows:

A. Adherence to Requirements

All proposals were reviewed for adherence to mandatory requirements. All of the respondents adhered to the mandatory requirements and were then evaluated based on their business proposal, technical proposal, and cost proposal.

B. Management Assessment/Quality (“MAQ”)

Business Proposal

For the business proposal evaluation, the evaluation team considered the respondent’s organizational structure and financial stability as defined in Section 2.3 of the RFP. The evaluation team’s scores were based on a review of each respondent’s business proposal, Attachment E.

Technical Proposal

For the technical proposal evaluation, the team considered the respondent’s ability to effectively perform the scope of work as defined in Section 2.4 of the RFP. The evaluation team’s scores were based on a review of each respondent’s technical proposal, Attachment F.

Results of the initial management assessment/quality evaluation are shown below:

Table 1: Initial MAQ Score

Respondent	MAQ Score (45 pts Max)
Deloitte	32.50
KSM Consulting	32.06
Milliman	33.13
Myers & Stauffer	30.94
National Council	32.38
PGC Indiana	27.56

C. Cost Proposal

Cost scores were normalized, based on the lowest cost proposal evaluated. The lowest cost proposal, relative to their total cost, received a total of 35 points. Other proposals received scores based on the following normalization formula shown below.

$$Respondent's\ Cost\ Score = (Lowest\ Cost\ Proposal / Total\ Cost\ of\ Proposal) \times 35\ points$$

The cost scoring is as follows:

Table 2: Initial Cost Score

Respondent	Cost Score (35 pts Max)
Deloitte	29.43
KSM	29.74
Milliman	29.39

Myers & Stauffer	31.54
National Council	35.00
PGC Indiana	31.97

D. Short List

Vendors were not shortlisted for this RFP.

Table 3: Initial Scores

Respondent	MAQ Score (45 Max)	Cost Score (35 max)	Total Score (80 max)
Deloitte	32.50	29.43	61.93
KSM	32.06	29.74	61.80
Milliman	33.13	29.39	62.52
Myers & Stauffer	30.94	31.54	62.48
National Council	32.38	35.00	67.38
PGC Indiana	27.56	31.97	59.53

All respondents were given the opportunity to improve their cost through a Best and Final Offer Round (BAFO). A BAFO was optional and not all respondents participated. MAQ scores remained the same and cost scores were updated accordingly in Table 4 (below).

E. IDOA Scoring

IDOA scored the respondents in the following areas –Minority and Women Business Participation, Indiana Veteran Business Participation (5 points each) using the criteria outlined in the RFP. Once the final MWBE and IVOSB forms were received from the respondents, the total scores out of 103 possible points were tabulated, and are as follows:

Table 4: Final Overall Evaluation Scores

Respondent	MAQ Score (45Max)	Cost Score (35 Max)	Buy Indiana	MBE (5 max + 1 bonus)	WBE (5 max + 1 bonus)	IVOSB (5 max + 1 bonus)	Total Score ¹ (100 max + 3 bonus)
Deloitte	32.50	29.43	5	5.00	5.00	5.00	81.93
KSM	32.06	32.67	5	5.00	5.00	5.00	84.74
Milliman	33.13	29.82	0	4.38	4.38	5.00	76.69
Myers & Stauffer	30.94	32.32	0	6.00	5.00	5.00	79.25
National Council	32.38	35.00	0	5.00	6.00	6.00	84.38
PGC Indiana	27.56	31.97	5	5.00	5.00	5.00	79.53

Award Summary

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

The term of the contract shall be for a period of one (1) year from the date of contract execution. There may be four (4) one-year renewals for a total of five (5) years at the State's option.

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