



# STATE OF INDIANA

**Eric J. Holcomb, Governor**

DEPARTMENT OF ADMINISTRATION  
Commissioner's Office

Indiana Government Center South  
402 West Washington Street, Room W462  
Indianapolis, IN 46204

## Award Recommendation Letter

Date: October 1, 2021

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

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

Subject: Recommendation of Selection for RFP 22-68200, Cloud-Based Internal Control / Internal Audit Platform

Based on its evaluation of responses to RFP 22-68200, it is the evaluation team's recommendation that **Deloitte & Touche, LLP** be selected to begin contract negotiations to provide internal control/internal audit platform services for the Indiana Department of Revenue (DOR).

Deloitte & Touche, LLP has committed to subcontract 8% of the contract value to **Sahasra Technology Corp dba STLogics** (a certified Minority-owned Business), 8% of the contract value to **Briljent, LLC** (a certified Women-owned Business), and 3% of the contract value to **Vespa Group, LLC** (a certified Indiana Veteran-owned Small Business).

The terms of this recommendation are included in this letter.

Estimated Contract Value: \$282,518.00

The evaluation team received five (5) proposals from:

1. Applications Software Technology, LLC
2. Brite Systems, Inc.
3. Crowe, LLP
4. Deloitte & Touche, LLP
5. eimagine technology group, Inc.

The proposals were evaluated by DOR 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 Subcontractor Commitment	5 (1 bonus pt. available)

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. All Respondents were deemed responsive and adhered to the mandatory requirements and were moved forward for evaluation.

**B. Management Assessment/Quality: Initial Scoring (50 Points)**

The five (5) responsive Respondents’ proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

These areas were reviewed to assess the Respondent’s ability to serve the State:

- Respondent Information and Financial Stability
- References
- Proposed Subcontractors and Team Structure
- All Other Remaining Sections of the Business Proposal
- Critical Functionality
- Training and Support
- Security
- Technical Support

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 as well as initial clarifications. The initial results of the Management Assessment/Quality Evaluation are shown below:

**Table 1: Management Assessment/Quality Scores Round 1**

Respondent	MAQ Score 50 pts.
Applications Software Technology, LLC	27.17
Brite Systems, Inc.	29.58
Crowe, LLP	32.67
Deloitte & Touche, LLP	44.71
eimage technology group, Inc.	29.82

**C. Cost Proposal (30 Points)**

Price points were awarded on the Respondents’ Costs as follows:

Score =

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- 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: Cost Scores – Round 1**

Respondent	Cost Score 30 pts.
Applications Software Technology, LLC	22.06

<b>Respondent</b>	<b>Cost Score 30 pts.</b>
Brite Systems, Inc.	5.69
Crowe, LLP	30.00
Deloitte & Touche, LLP	22.02
eimage technology group, Inc.	7.27

**D. First Round Total Scores**

The Cost Score was then combined with the Management Assessment and Quality Score to generate the total score for this step of the evaluation process as described in the RFP. The combined scores out of a maximum possible 80 points are tabulated in Table 3 below.

**Table 3: Round 1 - Total Scores**

<b>Respondent</b>	<b>Total Score 80 pts.</b>
Applications Software Technology, LLC	49.23
Brite Systems, Inc.	35.27
Crowe, LLP	62.67
Deloitte & Touche, LLP	66.73
eimage technology group, Inc.	37.09

The evaluation team elected to create a short list and moved two Respondents forward for further evaluation: Crowe, LLP and Deloitte & Touche, LLP.

**E. BAFO Evaluations and Additional Clarifications**

The Respondents' cost scores were updated based on their BAFOs. The Respondents' MAQ scores were reviewed based on the responses to additional clarifications. The scores for the Respondents after the BAFOs and clarification questions were as follows:

**Table 4: BAFO and Clarification Questions Round 2 - Evaluation Scores**

<b>Respondent</b>	<b>MAQ Score 50 pts.</b>	<b>BAFO Cost Score 30 pts.</b>
Crowe, LLP	32.67	30.00
Deloitte & Touche, LLP	44.71	22.07

**F. IDOA Scoring**

IDOA scored the short-listed Respondents in the following areas: Buy Indiana (5 points), MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), and IVOSB Subcontractor Commitment (5 points + 1 available bonus point) using the criteria outlined in the RFP. When necessary, IDOA clarified certain M/WBE and IVOSB information with the Respondents. Once the final M/WBE and IVOSB forms were received from the Respondents, the total scores out of 103 possible points were tabulated and are as follows:

**Table 5: Final Evaluation Scores**

<b>Respondent</b>	<b>MAQ Score</b>	<b>Cost Score</b>	<b>Buy Indiana</b>	<b>MBE*</b>	<b>WBE*</b>	<b>IVOSB*</b>	<b>Total Score</b>
<b>Points Possible</b>	<b>50</b>	<b>30</b>	<b>5</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>100 (+3 bonus pt.)</b>
Crowe, LLP	32.67	30.00	5.00	5.00	5.00	6.00	83.67

Deloitte & Touche, LLP	44.71	22.07	5.00	5.00	5.00	5.00	86.78
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\* See Section 3.2.5 of the RFP for information on available M/WBE bonus points.

**Award Summary**

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

The term of the contract shall be for a period of one (1) year from the date of contract execution. There may be one (1) additional one-year renewal for a total of two (2) years at the State's option.