



STATE OF INDIANA

Michael R. Pence, Governor

**Department of Administration
Procurement Division**

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Award Recommendation Letter

Date: July 31, 2015
To: Debby Walker, Deputy Commissioner, Indiana Department of Administration
From: Matt Robinson, Sr. Account Manager, Indiana Department of Administration
Subject: Recommendation of Selection for **RFP 15-025,
Telematics Program and Associated Services**

For the purpose of evaluating responses to RFP-15-025, the requested services were divided into **Scope of Work (A) – Indiana Department of Administration Fleet** and **Scope of Work (B) – Indiana Department of Transportation Fleet**. Respondents were required to submit proposals for both scopes of work (SOW).

Based on its evaluation of responses, it is the evaluation team’s recommendation that **Gauge Telematics, LLC** be selected to begin contract negotiations to provide the services requested in SOW (A) and SOW (B).

Gauge Telematics, LLC has committed a percentage of the contract value to certified Minority-owned Business (MBE), Woman-owned Business (WBE) and Indiana Veteran-owned Business (IVBE) organizations. The details of the commitments are as follows:

<i>Esource Resources</i>	MBE	0.029% (A), 0.083% (B)
SmartIT	WBE	0.029% (A), 0.083% (B)
Patriot Staffing	IVBE	0.015% (A), 0.041% (B)

The estimated contract value for SOW (A) is **\$6,865,580.00**.

The estimated contract value for SOW (B) is **\$2,423,825.00**.

The terms of this recommendation are included in this letter.

The evaluation team received eight (8) proposals for RFP-15-025. The Respondent are as follows:

Respondents

- AssetWorks, LLC
- AT&T Corp.
- CalAmp Radio Satellite Integrators
- Gauge Telematics, LLC
- GPS Insight, LLC
- Navman Wireless North America Ltd
- RA Consultants, LLC
- T-Mobile USA, Inc.

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

- Adherence to Mandatory Requirements (Pass/Fail)
- Management Assessment/Quality (MAQ) (40 pts.)
- Cost (35 pts.)
- Indiana Economic Impact (5 pts.)
- Buy Indiana (5 pts.)
- Minority Business Enterprise (MBE) Sub-Contractor Commitment (5 pts.)
- Women Business Enterprise (WBE) Sub-Contractor Commitment (5 pts.)
- Indiana Veteran Business Enterprise (IVBE) Subcontractor Commitment (5 pts.)

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 (Pass/Fail)

Each proposal was reviewed for adherence to mandatory requirements. Proposals submitted to SOW (B) by AssetWorks, AT&T, Cal Amp, GPS Insight and RA Consultants did not meet specific mandatory requirements related to the capability to measure and control variable inputs/outputs. For this reason, the SOW (B) component of these proposals were deemed non-responsive and removed from further evaluation. The remaining proposals were deemed responsive and were then evaluated based on their respective Business and Technical Proposals.

B. Management Assessment/Quality (40 pts.)

Business Proposal

For the business proposal evaluation, the team considered the information each respondent provided in the business proposal. These areas were reviewed to assess the respondent’s ability to serve the State:

- Company Structure
- Financial Information
- Integrity of Company Structure
- References
- Subcontractors’ Experience
- Experience Serving State Government

Technical Proposal

For the technical proposal evaluation, the team considered each respondent’s proposal in the following areas:

- System Design and Equipment Capabilities, Warranty
- Installation Strategy
- Account Management
- Data Storage and Handling Capabilities
- Reporting Abilities
- Customer Service
- Proposed Operation
- Proposed Staffing

The evaluation team’s scoring is based on a review of the Respondents’ proposed approach to each section of the technical and business proposal, as well as specific questions that respondents were asked to respond to in the RFP and clarification requests. The results of the management assessment/quality evaluation are shown below:

**Table 1: Management Assessment/Quality Scores
SOW (A)**

RESPONDENT	MAQ SCORE (40 Max)
AssetWorks	24.31
AT&T	12.69
CalAmp	15.88
Gauge	31.88
GPS Insight	16.38
Navman	16.94
RA Consultants	15.25
T-Mobile	18.94

SOW (B)

RESPONDENT	MAQ SCORE (40 Max)
Gauge	29.66
Navman	14.56
T-Mobile	11.93

C. COST (35 pts.)

Proposed Total Bids for each SOW were normalized to one another, based on the lowest cost proposal evaluated. The lowest cost proposal receives a total of 35 points. The normalization formula is as follows:

$$\text{Respondent's Cost Score} = (\text{Lowest Cost Proposal} / \text{Respondent's Cost Proposal}) \times 35$$

The cost scores resulting from this methodology are as follows:

**Table 2: Cost Scores
SOW (A)**

RESPONDENT	COST SCORE (35 Max)
AssetWorks	29.75
AT&T	18.17
CalAmp	34.48
Gauge	22.56
GPS Insight	35.00
Navman	20.54
RA Consultants	29.04
T-Mobile	30.52

SOW (B)

RESPONDENT	COST SCORE (35 Max)
Gauge	29.17
Navman	34.08
T-Mobile	35.00

D. Short-listing

All proposals were ranked on the basis of their combined scores for Management Assessment/Quality and Cost. This ranking was used to create a “short-list.” Based on the resulting scores, SOW (A) proposals from AssetWorks and Gauge and SOW (B) proposals from Gauge, Navman, and T-Mobile were short-listed for further consideration.

**Table 3: Combined Management Assessment/Quality Scores and Cost Scores
SOW (A)**

RESPONDENT	Combined SCORE (75 Max)
AssetWorks	54.06
AT&T	30.86
CalAmp	50.36
Gauge	54.43
GPS Insight	51.38
Navman	37.48
RA Consultants	44.29
T-Mobile	49.46

SOW (B)

RESPONDENT	Combined SCORE (75 Max)
Gauge	58.84
Navman	48.64
T-Mobile	46.93

E. IDOA Scoring

IDOA scored the remaining Respondents in the following areas: Buy Indiana (5 points), Indiana Economic Impact (5 points), Minority Business Participation (5 points + 1 available bonus point), Women Business Enterprise Participation (5 points + 1 available bonus point), and Indiana Veteran Business Enterprise Participation (5 points + 1 available bonus point) using the criteria outlined in the RFP. When necessary, IDOA clarifies certain Buy Indiana, Indiana Economic Impact, Minority and Women Business Participation and Indiana Veteran Business Enterprise Participation information with the Respondents. Once the final MWBE, IVBE and IEI forms were received from the Respondents, the total scores out of 103 possible points were tabulated and are as follows:

Table 2: Final Evaluation Scores

SOW (A)

Respondent Points Possible	MAQ 40	COST 35	Buy IN 5	IEI 5	MBE 5	WBE 5	IVBE 5	Total Score* 100+3
AssetWorks	24.31	35.00	0.00	0.00	-1.00	-1.00	-1.00	56.31
Gauge	31.88	30.55	5.00	5.00	0.00	0.00	0.00	72.43

SOW (B)

Respondent Points Possible	MAQ 40	COST 35	Buy IN 5	IEI 5	MBE 5	WBE 5	IVBE 5	Total Score* 100+3
Gauge	29.66	32.55	5.00	5.00	0.00	0.00	0.00	72.21
Navman	14.56	35.00	0.00	0.29	-1.00	5.00	6.00	59.86
T-Mobile	11.93	34.87	0.00	1.39	4.375	6.00	4.36	62.92

* See Sections 3.2.5 and 3.2.6 of the RFP for information on available M/W/VBE bonus points.

Award Summary

During the course of evaluation, the State scrutinized all proposals to determine the viability of the proposed business solutions' ability 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.

This agreement shall be for a period of two (2) years from the date of contract execution. There are two (2) one year renewals for a total of four (4) years at the State's option.