



STATE OF INDIANA

Michael R. Pence, Governor

DEPARTMENT OF ADMINISTRATION
Commissioner's Office

Indiana Government Center South
402 West Washington Street, Room W469
Indianapolis, IN 46204

Award Recommendation Letter

Date: March 1, 2016

To: Stan Judson, Director of Strategic Sourcing
Indiana Department of Administration

From: Greg Moorman, Strategic Sourcing Analyst
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 16-050; Prison Rape Elimination Act (PREA) Audits
For the Indiana Department of Correction

This solicitation gave Respondents the opportunity to submit proposals to provide PREA audits for one or more of the following facility categories:

- Juvenile Facilities
- Adult Facilities

Based on the State's evaluation, the following Respondents are recommended for award of audits for **juvenile facilities**:

- Diversified Correctional Services
- G4S Youth Services
- Zajonc Corporation

Based on the State's evaluation, the following Respondents are recommended for award of audits for **adult facilities**:

- Diversified Correctional Services
- G4S Youth Services
- PREA Auditors of America

*G4S Youth Services has committed to subcontract 25.00% of its total contract value to **Bliss Travel, Inc.** (a certified Women-owned Business (WBE)).*

The State of Indiana received eleven (11) proposals from eleven (11) vendors. The following is a list of those vendors and the categories for which they submitted bids:

- Baugh Consulting (adult facilities only)
- Diversified Correctional Services (adult and juvenile facilities)
- G4S Youth Services (adult and juvenile facilities)
- Harrelson Correctional Consulting (juvenile facilities only)
- Jail Audits and Consulting (adult facilities only)

- PREA Auditors of America (adult facilities only)
- PREAmerica (adult and juvenile facilities)
- Proactive Liability Solutions (adult facilities only)
- Sipple Audits (adult and juvenile facilities)
- Yancy Consulting Services (juvenile facilities only)
- Zajonc Corporation (juvenile facilities only)

The proposals were evaluated by the Indiana Department of Administration (IDOA) and a five (5) member evaluation team from the Indiana Department of Correction according to the following criteria established in RFP 16-050:

- Adherence to Requirements (Pass/Fail)
- Management Assessment/Quality (50 points)
- Cost (40 points)
- Minority and Women Business participation (5 points, with an additional 2 bonus points if certain criteria was met)

The proposals were evaluated according to the process outlined in Section 3.2, Evaluation Criteria, of RFP 16-050 as follows:

A. Adherence to Requirements

The proposals were reviewed for adherence to mandatory requirements. RFP Section 2.5 stated the following:

“In Attachment C, Cost Proposal, the Respondent must submit pricing for all listed facilities in each category for which it is bidding in order for its proposal to be deemed responsive.”

Proactive Liability Solutions did not submit pricing in the cost proposal template and only listed pricing for three facilities in its Attachment D; therefore, it was removed from further consideration.

B. Management Assessment/Quality

Business Proposal

For the Business Proposal evaluation, the team considered the respondents’ provided information, including:

- Company structure
- Financial information
- References
- Subcontractors
- Experience serving similar clients and state government clients

Technical Proposal

For the Technical Proposal evaluation, the team considered the respondents’ provided information, including:

- Ability to provide audits and agreement with RFP section 2.4.1 requirements
- Department of Justice certification documentation
- RFP section 2.4.3 requirements
- RFP section 2.4.4 requirements

The evaluation team’s scores were based on a review of the respondents’ business proposals, the respondents’ proposed approaches outlined in the technical proposals, and the respondents’ responses to specific questions asked in the RFP and clarifications. Because the business and technical proposals were identical for both adult and juvenile facilities, each Respondent was assigned one final MAQ score. The resulting scores of the management assessment/quality evaluation are listed below.

Table 1: MAQ Scores

Respondent	MAQ score (50 max)
Baugh Consulting	33.30
Diversified Correctional Services	42.00
G4S Youth Services	45.65
Harrelson Correctional Consulting	23.60
Jail Audits and Consulting	29.20
PREA Auditors of America	43.75
PREAmerica	36.25
Sipple Audits	33.60
Yancy Consulting Services	28.70
Zajonc Corporation	42.10

C. Cost Proposal

Price was measured against the State’s baseline cost for this scope of work. Cost scoring points were assigned as follows:

- Respondents who met the State’s current baseline cost received zero (0) cost points.
- Respondents who proposed a decrease to the State’s current costs received positive points at the same rate as bid increasing cost.
- Respondents who proposed an increase to the State’s current cost received negative points at the same rate as bid lowering cost.
- Respondents who proposed a 10% decrease to the State’s current baseline cost received all of the available cost points.
- If multiple Respondents decreased costs below 10% of the current baseline, an additional 5 (five) points was added to the Respondent proposing the lowest cost to the State.

G4S Youth Services was awarded five (5) bonus points for proposing the lowest cost for adult facilities. Sipple Audits was awarded five (5) bonus points for proposing the lowest cost for juvenile facilities.

The resulting scores, by category, are listed below:

Table 2: Cost Scores (Juvenile Facilities)

Respondent	Cost score (-40 to +40 with 5 Available Bonus Points)
Diversified Correctional Services	40.00
G4S Youth Services	40.00
PREAmerica	40.00
Sipple Audits	45.00
Zajonc Corporation	40.00
Yancy Consulting Services	40.00
Harrelson Correctional Consulting	40.00

Table 3: Cost Scores (Adult Facilities)

Respondent	Cost Score (-40 to +40 with 5 Available Bonus Points)
Baugh Consulting	40.00
Diversified Correctional Services	40.00
G4S Youth Services	45.00
Jail Audits and Consulting	40.00
PREA Auditors of America	40.00
PREAmerica	40.00
Sipple Audits	40.00

D. IDOA Scoring

IDOA scored the respondents in the following areas: Minority and Women Business Participation (5+1 potential bonus points for each). When necessary, IDOA clarified certain Minority and Women Business Participation information with the respondents.

The total scores, out of 107 possible points, are listed below:

Table 4: Final Overall Scores (Juvenile Facilities)

Respondent	MAQ score (50 max)	Cost score (40 max + 5 bonus points)	MBE (5 max + 1 bonus point)	WBE (5 max + 1 bonus point)	Total Scores (100 max + 7 bonus points)
Diversified Correctional Services	42.00	40.00	-1.00	-1.00	80.00
G4S Youth Services	45.65	40.00	-1.00	6.00	90.65
PREAmerica	36.25	40.00	-1.00	-1.00	74.25
Sipple Audits	33.60	45.00	-1.00	-1.00	76.60
Zajonc Corporation	42.10	40.00	-1.00	-1.00	80.10
Yancy Consulting Services	28.70	40.00	-1.00	-1.00	66.70
Harrelson Correctional Consulting	23.60	40.00	-1.00	-1.00	61.60

Table 5: Final Overall Scores (Adult Facilities)

Respondent	MAQ score (50 max)	Cost score (40 max + 5 bonus points)	MBE (5 max + 1 bonus point)	WBE (5 max + 1 bonus point)	Total Scores (100 max + 7 bonus points)
Baugh Consulting	33.30	40.00	-1.00	-1.00	71.30
Diversified Correctional Services	42.00	40.00	-1.00	-1.00	80.00
G4S Youth Services	45.65	45.00	-1.00	6.00	95.65
Jail Audits and Consulting	29.20	40.00	-1.00	-1.00	67.20
PREA Auditors of America	43.75	40.00	-1.00	-1.00	81.75
PREAmerica	36.25	40.00	-1.00	-1.00	74.25
Sipple Audits	33.60	40.00	-1.00	-1.00	71.60

E. AWARD SUMMARY

During the course of evaluations, the evaluation team studied proposals to determine the viability of the proposed business solutions to meet the goals of the program and the needs of the State. The team evaluated the 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 three (3) one-year renewals for a total of four (4) years, at the State's option.

Greg Moorman
 Strategic Sourcing Analyst
 Indiana Department of Administration