STATE OF INDIANA

Michael R. Pence, Governor

DEPARTMENT OF ADMINISTRATION
Procurement Division
402 W Washington Street, Room W468
Indianapolis, Indiana 46204
317 / 232-3053

Award Recommendation Letter

Date: October 4, 2016

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

Mark A. Hempel Digitally signed by Mark A. Hempel
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Date: 2016.10.04 10:27:21 -04'00'

From: Teresa Deaton-Reese, CPPO, CPPB, Strategic Sourcing Analyst
Indiana Department of Administration

Subject: Recommendation for Selection for RFP 16-095 – Healthy Families and Community Partner administrative services for child safety – Department of Child Services (DCS)

Estimated Amount of Initial 2-Year Contract Term: $1,874,059.00

Based on the State's evaluation of responses for RFP 16-095, we recommend Brite Systems, Inc. to be eligible to begin contract negotiations to provide the following components: Healthy Families Indiana Database and Evaluation and Community Partners for Child Safety Database and Evaluation Services for the Department of Child Services. The five components and the decisions to award are summarized as follows:

Component 1– Training and Technical Assistance – NO AWARD
Component 2 – Quality Assurance – NO AWARD
Component 3 – Healthy Families Indiana Database and Evaluation
Component 4 – Community Partners for Child Safety Database and Evaluation
Component 5 – Evaluation of the Clinical Consultation Enhancement – NO AWARD

Component 3 – Healthy Families Indiana Database and Evaluation

Brite Systems, Inc. is committed to subcontracting 12.00% of the total contract value to Briljent, LLC (a certified Women-owned Business (WBE)), 6.00% of the total contract value to Vespa Group, LLC (A certified Veteran-owned Business (VBE)).

Component 4 - Community Partners for Child Safety Database and Evaluation

Brite Systems, Inc. is committed to subcontracting 12.00% of the total contract value to Briljent, LLC (a certified Women-owned Business (WBE)), 6.00% of the total contract value to Vespa Group, LLC. (A certified Veteran-owned Business (VBE)).

The terms of this recommendation are outlined in this letter.

The evaluation team received five (5) proposals from the following:

- A. W. Holdings, LLC
- Brite Systems, Inc.
- Datatude, Inc.
- Scan, Inc.
- The Research Foundation of the State University of New York

A.W. Holding, LLC and Scan, Inc. only responded to Training and Technical Assistance and Quality Assurance components, two of the three areas not being awarded. There were no responses received for the Evaluation of the Clinical Consultation Enhancement component.

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

- Adherence to Mandatory Requirements (Pass/Fail)
- Management Assessment/Quality (MAQ) (50 points)
- Cost Proposal (25 points)

- Indiana Economic Impact (5 points)
- Buy Indiana (5 points)
- Minority and Women Participation (10 points, with an additional 2 points if certain criteria was met); and
- Indiana Veteran Business Enterprise Participation (5 points, with 1 additional point if certain criteria was met).

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. All Respondents were deemed responsive. Each proposal was then evaluated based on its Business Proposal and Technical Proposal.

B. Management Assessment/Quality (50 points total)

Business Proposal (5 points)
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 Financial Information
- Integrity of Company Structure and Financial Reporting
- Contract Terms/Clauses
- Subcontractors
- Experience of Provider

Technical Proposal (45 points)
For the technical proposal evaluation, the team considered each respondent's proposal in the following areas:

- Ability to complete tasks associated with section 2.4.4 and 2.4.5
- Review of proposed solution
- Reports

The evaluation team's scores were based on a review of each Respondent's business proposal, Section 2.3, and each Respondent's proposed approach to each section of the technical proposal, Section 2.4, as well as responses to proposal clarifications.

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

C. Cost Proposal (25 Points)

Price – **25** available points

Cost scores will then be normalized to one another, based on the lowest cost proposal evaluated. The lowest cost proposal receives a total of 25 points. The normalization formula is as follows:

- *Respondent's Cost Score = (Lowest Cost Proposal / Total Cost of Proposal) X 25*

D. MAQ and Cost Scores

The combined MAQ and Cost scores from the evaluations after clarifications and Best and Final Offer round ("BAFO") are listed below.

Table 1: Combined Management Assessment/Quality Scores and Cost Scores

Component – Healthy Families Indiana Database and Evaluation

All proposals were ranked on the basis of their combined scores for Management Assessment/Quality and Cost.

RESPONDENT	MAQ SCORE (50 MAX)	COST SCORE (25 MAX)	TOTAL SCORE (75 Max)
Brite Systems, Inc.	37.50	13.99	51.49
Datatude, Inc.	32.50	10.52	43.02
The Research Foundation of the University of New York	31.25	25.00	56.25

All proposals were ranked on the basis of their combined scores for Management Assessment/Quality and Cost.

Component - Community Partners for Child Safety Database and Evaluation

RESPONDENT	MAQ SCORE (50 MAX)	COST SCORE (25 MAX)	TOTAL SCORE (75 Max)
Brite Systems, Inc.	37.50	25.00	62.50
Datatude, Inc.	32.50	17.92	50.42

E. IDOA Scoring

IDOA scored the Respondents in the following areas: Buy Indiana (5 points), Indiana Economic Impact (IEI) (5 points), MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), and IVBE Subcontractor Commitment (5 points + 1 available bonus point) using the criteria outlined in the RFP. When necessary, IDOA clarified certain Buy Indiana, IEI, MWBE, and IVBE 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 Overall Evaluation Scores

Component – Healthy Families Indiana Database and Evaluation

RESPONDENT	MAQ SCORE 50 Max	COST SCORE 25 Max	Buy Indiana (5 Max)	IEI (5 Max)	MBE (5 max + 1 bonus point)	WBE (5 max + 1 bonus point)	VBE (5 max + 1 bonus point)	TOTAL SCORE (103 Max)
Brite Systems, Inc.	37.50	13.99	5.00	5.00	-1.00	6.00	6.00	72.49
Datatude, Inc.	32.50	10.52	0.00	0.00	-1.00	-1.00	-1.00	40.02
The Research Foundation of the State University of New York	31.25	25.00	0.00	1.46	1.25	-1.00	-1.00	56.96

Component - Community Partners for Child Safety Database and Evaluation

RESPONDENT	MAQ SCORE 50 Max	COST SCORE 25 Max	Buy Indiana (5 Max)	IEI (5 Max)	MBE (5 max + 1 bonus point)	WBE (5 max + 1 bonus point)	VBE (5 max + 1 bonus point)	TOTAL SCORE (103 Max)
Brite Systems, Inc.	37.50	25.00	5.00	5.00	-1.00	6.00	6.00	83.50
Datatude, Inc.	32.50	17.92	0.00	0.00	-1.00	-1.00	-1.00	47.42

Award Summary

During the course of the evaluation, the State scrutinized all proposals to determine the viability of the proposed business solutions and 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. The term of each initial contract shall be for a period of two (2) years from the date of contract execution. There may be two (2) one year renewals for a total of four (4) years at the State's option.

Teresa Deaton-Reese

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