



STATE OF INDIANA

Eric J. Holcomb, Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

Award Recommendation Letter

Date: May 30 2024

To: L. Erin Kellam, Deputy Commissioner, Procurement Division
Indiana Department of Administration

EH 5/30/24

From: Teresa Deaton-Reese, CPPB, CPPO, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Award for 615-24-78607

Estimated Amount of Out Right Purchase: \$53,745.92

Based on the State's evaluation of responses received for Negotiated Bid 615-24-78607, Kiesler Police Supply is recommended for line items #3,4,6,7, and 14, Nexthill Capitol line items - #2, 5,9,10,11, and 12, Ray O'Herron line item #13, and Vance Outdoors line item # 8 is recommended for award to provide ammunition for Indiana Department of Correction (IDOC). Terms of this award recommendation are outlined in this letter.

The State of Indiana received proposals from four (4) bids:

- Kiesler Police Supply
- Nexthill Capitol
- Ray O'Herron Co. Inc.
- Vance Outdoors

Bid Summary

The solicitation was issued as a negotiated bid for an Outright Purchase for ammunition as follows:

Item Description	QUANTITY	UOM
#4 12 Gauge Buck Shot	22500	EA
40 mm Direct Impact	7	EA
9mm 147grain FMJ	45000	EA
9mm Simunition Marking Round	5000	EA
Def Tech Fuze model 8901	40	EA
Fogger, MK-9, OC	84	EA
Fogger, Refill, OC	17	EA
Grenade, CS Flameless	49	EA

Grenade, CS Rubber Handball	101	EA
Grenade, Grey Smoke (HC)	74	EA
Grenade, OC Stingball	75	EA
Grenade, Yellow Smoke	54	EA
Pepperball, Duty	3000	EA
Pepperball, Inert Training	19500	EA
Streamer, MK-9, OC	67	EA

The proposals were evaluated by IDOA and IDOC according to the criteria established in the bid documents. The suppliers met the required and requested specifications. Therefore, the State evaluated the supplier for compliance and cost.

Award Summary

Line item #1 and 15 are no longer required.

Kiesler Police Supply claimed and qualified for the Indiana Business Preference and the US Manufactured Product Preference.

Nexthill Capitol claimed and qualified for the Indiana Business Preference, the US Manufactured Product Preference, and the Indiana Small Business Preference, however only one Indiana preference can be claimed. Both the Indiana Business Preference and the Indiana Small Business Preference have the same percentage (5%) applied for evaluation purposes. Therefore, it made no difference which preference was applied.

Kiesler Police Supply and Ray O'Herron tied on price on items 4 and 7, however with the preference applied Kiesler becomes the low overall bid on both line items.

Ray O'Herron did not claim any preferences.

Vance Outdoor claimed and qualified for the US Manufacturer Preference. Vance Outdoor was low on item #11 but with preferences applied Nexthill Capitol becomes the low. Vance Outdoor was also low on item #14 but did not meet specifications, Kiesler Police Supply was next low and is recommended for award.

The table below outlines the award summary for 615-24-78607:

Respondent	Total Evaluation Amount	Preferences	Total Evaluation amount with Preference applied	Total Award Amount	Line Items Award
Kiesler Police Supply	\$64,335.00			\$33,777.25	3,4,6,7, and 14

		IBP – 5% & US Manufactured	\$61,118.25		
Nexthill Capitol	\$24,710.80	IBP - 5% - US Manufactured	\$23,475.26	\$16,101.03	#2, 5,9,10, 11 and 12
Ray O'Herron	\$70,671.00	None	\$70,671.00	\$1,792.00	#13
Vance Outdoors	\$57,370.94	US Manufactured	\$57,370.94	\$2075.64	#8

During the course of the evaluation, the State scrutinized the proposal to determine the viability of the proposed business solutions and ability to meet the goals of the program and the needs of the State. IDOA evaluated proposal response based on the stipulated criteria outlined in the bid documents.