



STATE OF INDIANA
Eric Holcomb, Governor

Department of Administration
Procurement Division
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Award Recommendation Letter

Date: May 24, 2021

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

From: Teresa Deaton-Reese, CPPB, CPPO, Senior Account Manager
Indiana Department of Administration

Subject: Recommendation of Selection for ASA-19-114
Uniforms and Accessories for the Department of Correction

Estimated Amount of 2 Year Contract:

- Primary Component Category (Tactical Pants, Short and Long Sleeve Shirts, Dress Blouse, and Polo Shirts) – **\$973,450.00**
- Related Component Category (Jackets, Hats, Coveralls, Jumpsuits, Pants and Shirt Fatigue, T-shirts, Trousers, Ties, Belt, Suspenders, Insignias, Name Badge, Knee and Elbow Pads, Pants – Tru-Spec, Helmet, Goggles, Bulhorn, Binocular, Hat Campaign, Rain Coat, Handcuffs, Laces, Leg Iron, and Badges) – **\$1,452,695.25**
- Leather Component Category (Belts, Boots, Gloves, Patches, Holster, Belt Accessories, Riot Helmet, Vest Pouches, Credential Case, Badge Holder Wallet, Blackington Badges, Double Mag Holder, and Belt Holder) - **\$706,668.75**

Based on the evaluation of our team, we recommend for selection Blackjack Uniforms Inc. to begin contract negotiations to provide Uniforms and Accessories for all Categories (Primary, Related and Leather).

Of the annual contract value, Blackjack Uniforms is committed to subcontract 8.00% to Lakeside Advertising Specialties (certified Minority Business Enterprise) and 8.00% to Print Solutions of Indiana (certified Women Business Enterprise) on all three categories, Primary, Related and Leather Component Categories. Terms of the State's recommendations are included in this letter.

The evaluation team received proposals from four (4) vendors:

- Primary Component Category
 - Blackjack Uniforms, Inc.
 - Streicher's, Inc.
 - The Uniform House
- Related Component Category
 - Blackjack Uniforms Inc.
 - The Uniform House
- Leather Component Category

- Blackjack Uniforms Inc.
- Nexthill Capital Partners dba Star Uniforms
- The Uniform House

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

- Adherence to Requirements (Pass/Fail)
- Management Assessment/Quality (45 points)
- Price (35 points)
- Buy Indiana/Indiana Company (5 points)
- Minority Business Participation (5 points + 1 potential bonus point)
- Women Owned Business Participation (5 points + 1 potential bonus point)
- Indiana Veterans Owned Small Business (5 points + potential bonus point)

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

All proposals were reviewed for adherence to mandatory requirements. The Uniform House did not adhere to the mandatory requirements in the Primary Category and Nexthill Capital Partners dba Star Uniforms did not adhere to the mandatory requirements in the Leather Category. Both respondents were eliminated from consideration in those categories. All other respondents met mandatory requirements in all categories and were then evaluated based on their business proposal, technical proposal, and cost proposal. In accordance with the RFP, the Respondents did not have to submit a response for all three categories, Primary, Related, and Leather, but when bidding on a specific category, all line items had to be included.

B. Management Assessment/Quality

Business Proposal

For the business proposal evaluation, the team considered each respondent’s ability to serve the state regarding the following sections of the business proposal:

- Respondent Information and Financial Stability
- References
- Proposed subcontractors and team structure
- All other remaining sections of the Business Proposal

Technical Proposal

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

- Uniform Specifications
- Changes in work
- Reporting and Client Tracking
- Customer Service and Account Management
- Implementation; Continuity of Services
- Website

- Samples
- Order Process; Special Order Sizes and Delivery Process
- Quality Control
- Invoices and Payments

The evaluation team's scores were based on a review of each respondent's proposed approach to each section of the technical proposal, Section 2.4, as well as specific questions that respondents were asked to respond to in the RFP and clarifications.

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

Table 1a – MAQ – Primary Category

Respondents Name	MAQ Score
Blackjack Uniform, Inc.	37.00
Streicher's, Inc.	37.75

Table 1b – MAQ – Related Category

Respondent	MAQ Score
Blackjack Uniform, Inc.	36.75
The Uniform House	7.75

Table 1c – MAQ – Leather Category

Respondent	MAQ Score
Blackjack Uniform, Inc.	20.75
The Uniform House	7.75

C. Cost Proposal

Table 2a – Cost – Primary Category

Respondent	Cost Score
Blackjack Uniform, Inc.	34.47
Streicher's, Inc.	35.00

Table 2b – Cost – Related Category

Respondent	Cost Score
Blackjack Uniform, Inc.	35.00
The Uniform House	29.09

Table 2c – Cost – Leather Category

Respondent	Cost Score
Blackjack Uniform, Inc.	35.00
The Uniform House	26.46

C. First Round Total Scores

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

Table 3a: Round 1 – Primary Category Total Scores

Respondent	Total Score 80 pts.
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Blackjack Uniform, Inc.	71.47
Streicher's, Inc.	72.75

Table 3b: Round 1 – Related Category Total Scores

Respondent	Total Score 80 pts.
Blackjack Uniform, Inc.	71.75
The Uniform House	36.84

Table 3c: Round 1 – Leather Category Total Scores

Respondent	Total Score 80 pts.
Blackjack Uniform, Inc.	55.75
The Uniform House	34.21

The evaluation team elected to request samples on certain items along with issuing the Best and Final Offer (BAFO) requests to all Respondents. None of the respondents elected to change their pricing.

D. Post Samples, Clarifications and BAFO Responses

The Respondent's cost scores were reviewed and re-evaluated based on the BAFO. The scores for the Respondents after the BAFO responses were as follows:

Table 4a: Post Samples, Clarifications & BAFO Responses – Primary

Respondent	MAQ Score (45)	Cost Score (35)	Total Score (80)
Blackjack Uniforms	37.00	34.47	71.47
Steicher's Inc.	37.75	35.00	72.75

Table 4a: Post Samples, Clarifications & BAFO Responses – Related

Respondent	MAQ Score (45)	Cost Score (35)	Total Score (80)
Blackjack Uniforms	36.75	35.00	71.75
The Uniform House	23.75	29.09	52.84

Table 4a: Post Samples Clarifications & BAFO Responses – Leather

Respondent	MAQ Score (45)	Cost Score (35)	Total Score (80)
Blackjack Uniforms	36.75	35.00	71.75
The Uniform House	23.75	26.46	50.21

E. IDOA Scoring

IDOA scored the Respondents in the following areas: Buy Indiana (5 pts.) MBE Subcontractor Commitment (5 points + 1 available bonus point) and WBE Subcontractor Commitment (5 points + 1 available bonus point), Indiana Veterans Owned Small Business (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 forms were received from the Respondents, the total scores out of 103 possible points were tabulated and are as follows:

Table 5a: Final Evaluation Scores – Primary Category

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	IVOSB	Total Score
Points Possible	45	35	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100(+3 bonus pts.)
Blackjack Uniforms	37.00	34.47	5.00	5.00	5.00	-1.00	85.47
Streicher's, Inc.	37.75	35.00	0.00	-1.00	-1.00	-1.00	69.75

Table 5b: Final Evaluation Scores – Related Category

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	IVOSB	Total Score
Points Possible	45	35	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100(+3 bonus pts.)
Blackjack Uniforms	36.75	35.00	5.00	5.00	5.00	-1.00	85.75
The Uniform House	23.75	29.09	5.00	-1.00*	-1.00*	-1.00	55.84

Table 5c: Final Evaluation Scores – Leather Category

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	IVOSB	Total Score
Points Possible	45	35	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pts.)
Blackjack Uniforms	36.75	35.00	5.00	5.00	5.00	-1.00	85.75
The Uniform House	23.75	26.46	5.00	-1.00*	1.88	-1.00	55.09

*The Uniform House had two other M/WBE, Schweizer Emblem Company and Tri Mountain, however they are not certified with IDOA therefore they cannot be scored.

Award Summary

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