



STATE OF INDIANA

Mike Braun, Governor

DEPARTMENT OF ADMINISTRATION
Commissioner's Office

Indiana Government Center South
402 West Washington Street, Room W462
Indianapolis, IN 46204

Award Recommendation Letter

Date: May 26, 2026

To: Eric Skaggs, Deputy Chief Procurement Officer
Indiana Department of Administration

From: Kevin March, Category Director - IT
Indiana Department of Administration

Subject: Negotiated Bid 26-80522
Communication Equipment & Piece Parts

Recommendation of Award for Quantity Purchase Agreements (QPAs).

Based on the evaluation of the responses received for Negotiated Bid 26-80522, Graybar Electric Co., Inc. and Guardian Fiber Solutions, LLC are recommended for awards to provide Communication Equipment & Piece Parts for All State Agencies (ASA). Terms of this recommendation are outlined in this letter.

The State received bids from two (2) Respondents:

- Graybar Electric Co., Inc. (Graybar)
- Guardian Fiber Solutions, LLC (Guardian)

The solicitation was issued as a Negotiated Bid for a QPA of the following categories of items in Table 1:

Table 1

LINE ITEM	ITEM/DESCRIPTION
1	Cabinets, Enclosures and Racks
2	Conduit, Raceway and Cable Support
3	DataComm
4	Fiber Jumpers, Connectors and Hardware
5	Electrical Boxes

6	Electrical Distribution Equipment
7	Fasteners and Hardware
8	Fittings
9	Industrial Control and Automation
10	Power and Protection
11	Telephones, Headsets and Telephone Accessories
12	Tools and Testing
13	Wire and Cable
14	Wire Termination and Supplies
15	Wiring Devices

Bid Summary

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements.

Award Summary

The State awarded to the lowest Respondents meeting all specification requirements. The evaluation details are listed in Table 2 below.

Table 2 - Total Bid Amount

Bidder	Total Bid Amount	Met all Specifications
Graybar	\$403,851.59	YES
Guardian	\$558,471.49	YES

The Evaluation Amounts after preferences were applied and are detailed in Table 3 below.

Table 3 - Evaluation Amount

Bidder	Total Bid Amount	Met all Specifications	Preference Claimed / Eligibility	Evaluation Amount
Graybar	\$403,851.59	YES	Indiana Business / Yes	\$383,659.03
Guardian	\$558,471.49	YES	Indiana Small Business / No	\$558,471.49

Of the fifteen categories that were evaluated, Graybar had the lowest evaluated price in nine of the categories while Guardian had the lowest evaluated price in six of the categories. Those categories were as follows:

Graybar

Cabinets, Enclosures and Racks
Conduit, Raceway and Cable Support
DataComm
Electrical Boxes
Electrical Distribution Equipment
Fasteners and Hardware
Fittings
Wire Termination Supplies
Wiring Devices

Guardian

Fiber Jumpers, Connectors and Hardware
Industrial Control and Automation
Power and Protection
Telephones, Headsets and Phone Accessories
Tools and Testing
Wire and Cable

The unit prices submitted by respondents were used solely to provide a consistent baseline for comparing the value of the proposed category-level discounts. Because the resulting QPAs will operate on percentage-off discounts rather than fixed unit prices, respondents will not be contractually bound to the individual unit prices submitted for evaluation. Instead, the awarded vendors will be obligated to apply their proposed categorical discount percentages to their published price lists throughout the contract term.

During the course of evaluation, the State scrutinized the bids to determine the viability of the proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the bids based on the stipulated criteria outlined in the bid documents.

Pending successful negotiations, there will be QPAs created with Graybar and Guardian.

Kevin March

Kevin March
Category Director – IT