



# STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION  
Commissioner's Office

Eric J. Holcomb, Governor

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

## Award Recommendation Letter

Date: July 18, 2024

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

From: Arthur L. Sample IV, Procurement Specialist  
Indiana Department of Administration

Subject: Negotiated Bid 385-25-79754  
Propane Props for Department of Homeland Security

**Total Bid Amount: \$120,731.97**

Based on the evaluation of the response received for Negotiated Bid 385-25-79754, **Drager, Inc.**, is recommended for award to provide Propane Props for Department of Homeland Security. Terms of this recommendation are outlined in this letter.

The State received one (1) bid response from:

**1. Drager, Inc**

The state requested pricing on the following line items:

Propane Props				
Fire Training & Safety Academy	Quantity	UOM	Price	Total
Portable Pilot Igniter / Control System / 4'x6' Fuel Spill Burn Plan (per specifications that are attached)	1	EA		\$0.00
250-Gal LPG Tank (BLEVE Fire Prop) - per specifications that are attached	1	EA		\$0.00
Commercial Dumpster Fire Prop (per specifications that are attached)	1	EA		\$0.00
SUV/Vehicle Fire Prop (per specifications that are attached)	1	EA		\$0.00
Modular / Portable Control System	1	EA		\$0.00
Shipping/Delivery (if applicable)	1	EA		\$0.00
			<b>Total</b>	<b>\$0.00</b>

## **Bid Evaluation Summary**

The solicitation was issued as a Negotiated Bid to establish the State's need for Propane Props for the Department of Homeland Security.

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

<b>Propane Props</b>				
<b>Fire Training &amp; Safety Academy</b>	<b>Quantity</b>	<b>UOM</b>	<b>Price</b>	<b>Total</b>
Portable Pilot Igniter / Control System / 4'x6' Fuel Spill Burn Plan (per specifications that are attached)	1	EA	\$65,576.00	\$65,576.00
250-Gal LPG Tank (BLEVE Fire Prop) - per specifications that are attached	1	EA	\$11,734.00	\$11,734.00
Commercial Dumpster Fire Prop (per specifications that are attached)	1	EA	\$5,700.00	\$5,700.00
SUV/Vehicle Fire Prop (per specifications that are attached)	1	EA	\$29,096.00	\$29,096.00
Modular / Portable Control System	1	EA	\$14,287.00	\$14,287.00
Shipping/Delivery (if applicable)	1	EA	\$5,925.00	\$5,925.00
			<b>Total</b>	<b>\$132,318.00</b>

The bid submission from the respondent evaluated according to the criteria established in the bid documents and their adherence to requirements. When necessary, the State clarified with the Respondent to ensure specifications were met.

## **Best and Final Offer (BAFO):**

<b>Propane Props</b>				
<b>Fire Training &amp; Safety Academy</b>	<b>Quantity</b>	<b>UOM</b>	<b>Price</b>	<b>Total</b>
Portable Pilot Igniter / Control System / 4'x6' Fuel Spill Burn Plan (per specifications that are attached)	1	EA	\$59,565.45	\$59,565.45
250-Gal LPG Tank (BLEVE Fire Prop) - per specifications that are attached	1	EA	\$10,658.15	\$10,658.15
Commercial Dumpster Fire Prop (per specifications that are attached)	1	EA	\$5,177.34	\$5,177.34
SUV/Vehicle Fire Prop (per specifications that are attached)	1	EA	\$26,429.02	\$26,429.02
Modular / Portable Control System	1	EA	\$12,977.01	\$12,977.01
Shipping/Delivery (if applicable)	1	EA	\$5,925.00	\$5,925.00
			<b>Total</b>	<b>\$120,731.97</b>

## **Award Summary**

The final overall evaluation score is listed in the table below.

Drager, Inc						
Preference						
US Manufactured	Indiana Business	Indiana Manufactured	Indiana Small Business	Recycled	MWBE	IVOSB
None	None	None	None	None	None	None

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.

The State intends to make a one-time purchase with Drager, Inc. to fulfill the requirements in this Negotiated Bid.

*Arthur L. Sample IV*

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