



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: January 16, 2025

To: Lottie Hooyer, Director Strategic Sourcing
Indiana Department of Administration

From: Nathaniel Spears, Procurement Specialist
Indiana Department of Administration

Subject: **Negotiated Bid 25-81332
Minivans & Vans**

Recommendation of Award for a One Year Quantity Purchase Agreement (QPA)

Based on the evaluation of the responses received for **Negotiated Bid 25-81332 Minivans & Vans, Bloomington Ford, Fletcher Chrysler, Garber Highland Inc., Kelley Automotive Group, Whitley County Chevrolet** are recommended for award to provide **Minivans & Vans** to all State Agencies. Terms of this recommendation are outlined in this letter.

The State received bids from Seven (7) Respondents:

- **Bloomington Ford Inc.**
- **Fletcher Chrysler**
- **Garber Highland Inc.**
- **Heritage Ford Mercury Inc.**
- **Kelley Automotive Group LLC**
- **Larkin Greenwood Ford**
- **Whitley County Chevrolet**

The solicitation was issued as a Negotiated Bid for a One Year Quantity Purchase Agreement (QPA) of the following lines.

Table 1 –Meets Specifications and the following bidders submitted a complete response.

Bidder	Met all Specifications
Bloomington Ford	Yes
Fletcher Chrysler	Yes
Garber Highland Inc.	Yes
Heritage Ford Mercury	Yes
Kelley Automotive Group	Yes
Larkin Greenwood Ford	Yes
Whitley County Chevrolet	Yes

Bid Summary

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

Table 2 - Preferences were used in this Negotiated Bid.

Bidder	Preference
Bloomington Ford	U.S. Manufactured/ Buy Indiana
Fletcher Chrysler	Buy Indiana
Garber Highland Inc.	U.S. Steel/ Buy Indiana
Heritage Ford Mercury	Buy Indiana
Kelley Automotive Group	Buy Indiana
Larkin Greenwood Ford	None
Whitley County Chevrolet	U.S. Manufactured/Buy Indiana

Award Summary

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements. The State awarded the overall lowest bidder meeting all specification requirements.

¹Table 3- Bid and Award Summary

Make	Line Number	Model	Vendor	Lowest Bid	Preference % U.S. Manufactured 15% Buy Indiana 5% U.S. Steel Absolute Preference	Total Evaluation Amount with Preference Applied
Chrysler	1	Pacifica 3.6L V6	Fletcher Chrysler	\$40,921.00	5%	\$38,879.70
	2	Pacifica (Hybrid)	Fletcher Chrysler	\$50,605.00	5%	\$48,079.50
Honda	3	Odyssey		NO BID		NO BID
Kia	4	Carnival (Hybrid)	Bloomington Ford	\$42,111.25	5%	\$40,005.69
Toyota	5	Sienna (Hybrid)		NO BID		NO BID
Volkswagen	6	ID.Buzz (Electric)		NO BID		NO BID
Chevrolet	7	Express Cargo Van 2500 Regular wheelbase 4.3 V6	Garber Highland	\$36,700.00	U.S. Steel	\$36,700.00

¹ Heritage Ford Mercury and Larkin Greenwood Ford did not receive award based on pricing.

	8	Express Cargo Van 3500 Extended wheelbase 6.6 V8	Garber Highland	\$42,350.00	U.S. Steel	\$42,350.00
	9	Express Passenger Van 3500 Extended wheelbase 6.6 V8	Garber Highland	\$45,140.00	U.S. Steel	\$45,140.00
Ford	10	E-Transit Cargo Van (Electric)	Bloomington Ford	\$48,918.25	5%	\$45,185.80
	11	Transit Cargo Van 3.5 V6	Bloomington Ford	\$44,419.25	5%	\$41,479.85
	12	Transit Passenger van XL	Bloomington Ford	\$52,542.25	5%	\$49,196.70
	13	Transit Passenger Van XLT	Bloomington Ford	\$54,366.25	5%	\$50,739.50
GMC	14	Savana Cargo Van		NO BID		NO BID
	15	Savana Passenger Van		NO BID		NO BID
Mercedes-Benz	16	eSprinter Van (Electric)		NO BID		NO BID
	17	Sprinter Cargo Van 3500 144" Wheelbase Standard Roof		NO BID		NO BID
	18	Sprinter Crew Van 2500 144" Wheelbase		NO BID		NO BID
	19	Sprinter Passenger Van 2500 144" Wheelbase		NO BID		NO BID
Ram	20	ProMaster Cargo Van 118" Wheelbase	Fletcher Chrysler	\$38,977.00	5%	\$37,101.30
	21	ProMaster 1500 Tradesman Cargo Van High Roof 136" Wheelbase	Fletcher Chrysler	\$42,208.00	5%	\$40,186.90
	22	2500 TRADESMAN CARGO VAN LOW ROOF 136" WB	Fletcher Chrysler	\$42,886.00	5%	\$40,831.00
	23	2500 TRADESMAN CARGO VAN HIGH ROOF 136" WB	Fletcher Chrysler	\$43,775.00	5%	\$41,659.40
	24	ProMaster Window Van	Fletcher Chrysler	\$49,915.00	5%	\$47,745.10

Chevrolet	25	Express Cutaway	Garber Highland	\$31,930.00	U.S. Steel	\$27,140.50
Ford	26	E-Transit Cutaway (Electric)	Bloomington Ford	\$45,027.25	NONE	\$44,370.00
	27	Transit Cutaway	Bloomington Ford	\$41,625.25	5%	\$38,540.55
GMC	28	Savana Cutaway		NO BID		NO BID
Mercedes-Benz	29	Cab Chassis		NO BID		NO BID
Ram	30	RAM PROMASTER 3500 TRADESMAN CUTAWAY 159" WB	Fletcher Chrysler	\$38,467.00	5%	\$36,616.80
	31	ProMaster Cutaway	Kelley Automotive Group	\$39,277.00	5%	\$37,313.15

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 a one-year (1) Quantity Purchase Agreement with **Bloomington Ford, Fletcher Chrysler, Kelley Automotive Group, Garber Highland Inc and Whitley County Chevrolet.**

Nathaniel Spears

Nathaniel Spears
Procurement Specialist
Indiana Department of Administration