



# 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 25-81334**  
**Sport Utility Vehicles**

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

Based on the evaluation of the responses received for **Negotiated Bid 25-81334 Sport Utility Vehicles, Bloomington Ford, Fletcher Chrysler, Kelley Automotive Group** are recommended for award to provide **Sport Utility Vehicles** to all State Agencies. Terms of this recommendation are outlined in this letter.

The State received bids from Five (5) Respondents:

- **Bloomington Ford Inc.**
- **Fletcher Chrysler**
- **Heritage Ford Mercury Inc.**
- **Kelley Automotive Group LLC**
- **Larkin Greenwood Ford**

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                    |
| Heritage Ford Mercury       | Yes                    |
| Kelley Automotive Group LLC | Yes                    |
| Larkin Greenwood Ford       | Yes                    |

### **Bid Summary**

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements. Preference details are listed in table 2 below.

Table 2- No Preferences were used in this Negotiated Bid.

| Bidder                      | Preference |
|-----------------------------|------------|
| Bloomington Ford            | None       |
| Fletcher Chrysler           | None       |
| Heritage Ford Mercury       | None       |
| Kelley Automotive Group LLC | None       |
| Larkin Greenwood Ford       | None       |

### **Award Summary**

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements. Preference details are listed in table 3 below. The State awarded the overall lowest bidder meeting all specification requirements.

<sup>1</sup>Table 3- Bid and Award Summary

| Make      | Line Number | Model                     | Vendor           | Lowest Bid  |
|-----------|-------------|---------------------------|------------------|-------------|
| Buick     | 1           | Enclave                   | Kelley Auto      | \$43,013.00 |
| Buick     | 2           | Encore                    |                  | NO BID      |
| Buick     | 3           | Encore GX                 | Kelley Auto      | \$25,968.00 |
| Buick     | 4           | Envision                  | Kelley Auto      | \$35,318.00 |
| Chevrolet | 5           | Blazer 3.6 V6             | Kelley Auto      | \$36,308.00 |
| Chevrolet | 6           | Bolt EUV                  |                  | NO BID      |
| Chevrolet | 7           | Equinox                   | Kelley Auto      | \$26,308.00 |
| Chevrolet | 8           | Trailblazer               | Kelley Auto      | \$21,953.00 |
| Chevrolet | 9           | Traverse                  | Kelley Auto      | \$36,544.00 |
| Ford      | 10          | Bronco Sport              | Bloomington Ford | \$28,399.25 |
| Ford      | 11          | Edge                      |                  | NO BID      |
| Ford      | 12          | Escape                    | Kelley Auto      | \$25,304.00 |
| Ford      | 13          | Explorer Active           | Kelley Auto      | \$36,657.00 |
| Ford      | 14          | Mustang Mach-E (Electric) | Kelley Auto      | \$34,713.00 |
| GMC       | 15          | Acadia                    |                  | NO BID      |
| GMC       | 16          | Terrain                   | Kelley Auto      | \$29,938.00 |
| Honda     | 17          | CR-V (Hybrid)             |                  | NO BID      |
| Honda     | 18          | HR-V                      |                  | NO BID      |
| Honda     | 19          | Passport                  |                  | NO BID      |
| Honda     | 20          | Pilot                     |                  | NO BID      |
| Honda     | 21          | CR-V                      |                  | NO BID      |
| Hyundai   | 22          | Kona                      |                  | NO BID      |
| Hyundai   | 23          | B                         |                  | NO BID      |
| Hyundai   | 24          | Santa Fe                  |                  | NO BID      |

<sup>1</sup> Heritage Ford Mercury and Larkin Greenwood Ford did not receive Award based on pricing.

|            |    |                                 |                   |             |
|------------|----|---------------------------------|-------------------|-------------|
| Hyundai    | 25 | Santa Fe (Hybrid)               |                   | NO BID      |
| Hyundai    | 26 | Santa Fe (Plug-In Hybrid)       |                   | NO BID      |
| Hyundai    | 27 | Tucson                          |                   | NO BID      |
| Hyundai    | 28 | Tucson (Hybrid)                 |                   | NO BID      |
| Hyundai    | 29 | Tucson (Plug-In Hybrid)         |                   | NO BID      |
| Hyundai    | 30 | Venue                           |                   | NO BID      |
| Jeep       | 31 | Cherokee 4x4 3rd Row Seating    | Fletcher Chrysler | \$39,407.00 |
| Jeep       | 32 | Compass Sport                   | Fletcher Chrysler | \$26,654.00 |
| Kia        | 33 | Niro                            | Bloomington Ford  | \$28,202.25 |
| Kia        | 34 | Seltos                          | Bloomington Ford  | \$26,041.25 |
| Kia        | 35 | Sorento                         | Bloomington Ford  | \$31,226.25 |
| Kia        | 36 | Soul                            | Bloomington Ford  | \$21,428.25 |
| Kia        | 37 | Sportage                        | Bloomington Ford  | \$27,576.25 |
| Kia        | 38 | Telluride                       | Bloomington Ford  | \$37,126.25 |
| Mazda      | 39 | CX-30                           |                   | NO BID      |
| Mazda      | 40 | CX-5                            |                   | NO BID      |
| Mazda      | 41 | CX-50                           |                   | NO BID      |
| Mazda      | 42 | CX-90                           |                   | NO BID      |
| Mitsubishi | 43 | Eclipse Cross                   |                   | NO BID      |
| Mitsubishi | 44 | Outlander                       |                   | NO BID      |
| Mitsubishi | 45 | Outlander PHEV (Plug-In Hybrid) |                   | NO BID      |
| Mitsubishi | 46 | Outlander Sport                 |                   | NO BID      |
| Nissan     | 47 | ARIYA                           | Bloomington Ford  | \$32,106.25 |
| Nissan     | 48 | Kicks                           | Bloomington Ford  | \$22,846.25 |
| Nissan     | 49 | Murano                          |                   | NO BID      |
| Nissan     | 50 | Pathfinder                      | Bloomington Ford  | \$33,066.25 |
| Nissan     | 51 | Rogue                           | Bloomington Ford  | \$37,680.25 |
| Subaru     | 52 | Ascent                          |                   | NO BID      |
| Subaru     | 53 | Crosstrek                       |                   | NO BID      |
| Subaru     | 54 | Forester                        |                   | NO BID      |
| Subaru     | 55 | Outback                         |                   | NO BID      |
| Subaru     | 56 | Solterra (Electric)             |                   | NO BID      |
| Toyota     | 57 | bZ4X (Electric)                 |                   | NO BID      |
| Toyota     | 58 | C-HR                            |                   | NO BID      |
| Toyota     | 59 | Corolla Cross                   |                   | NO BID      |
| Toyota     | 60 | Corolla Cross (Hybrid)          |                   | NO BID      |
| Toyota     | 61 | Highlander                      |                   | NO BID      |
| Toyota     | 62 | Highlander (Hybrid)             |                   | NO BID      |
| Toyota     | 63 | RAV4                            |                   | NO BID      |
| Toyota     | 64 | RAV4 (Hybrid)                   |                   | NO BID      |
| Toyota     | 65 | Venza (Hybrid)                  |                   | NO BID      |

|            |    |   |                   |             |
|------------|----|---|-------------------|-------------|
| Volkswagen | 66 | ID.4 (Electric)                           |                   | NO BID      |
| Volkswagen | 67 | Atlas                                     |                   | NO BID      |
| Volkswagen | 68 | Atlas Cross Sport                         |                   | NO BID      |
| Volkswagen | 69 | Tiguan                                    |                   | NO BID      |
| Volkswagen | 70 | Taos                                      |                   | NO BID      |
| Chevrolet  | 71 | Suburban<br>5.3 V8                        | Kelley Auto       | \$53,264.00 |
| Chevrolet  | 72 | Tahoe<br>5.3 V8                           | Kelley Auto       | \$50,949.00 |
| Dodge      | 73 | Durango                                   | Kelley Auto       | \$38,466.00 |
| Ford       | 74 | Bronco                                    | Kelley Auto       | \$37,071.00 |
| Ford       | 75 | Expedition                                | Bloomington Ford  | \$50,098.25 |
| GMC        | 76 | Yukon                                     |                   | NO BID      |
| GMC        | 77 | Yukon XL                                  |                   | NO BID      |
| Jeep       | 78 | Grand Cherokee                            | Kelley Auto       | \$35,245.00 |
| Jeep       | 79 | Grand Cherokee<br>4xe (Plug-In<br>Hybrid) | Fletcher Chrysler | \$56,523.00 |
| Jeep       | 80 | Wagoneer                                  | Kelley Auto       | \$50,878.00 |
| Jeep       | 81 | Wrangler                                  | Kelley Auto       | \$34,242.00 |
| Jeep       | 82 | Wrangler 4xe<br>(Plug-In Hybrid)          | Fletcher Chrysler | \$50,337.00 |
| Nissan     | 83 | Armada                                    |                   | NO BID      |
| Toyota     | 84 | 4Runner                                   |                   | NO BID      |
| Toyota     | 85 | Sequoia (Hybrid)                          |                   | NO BID      |

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 and Kelley Automotive Group LLC.**

*Nathaniel Spears*

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Procurement Specialist  
Indiana Department of Administration