



STATE OF INDIANA

Eric Holcomb, Governor

**Department of Administration
Procurement Division**

Indiana Government Center South
402 W. Washington Street, Room W462
Indianapolis, Indiana 46204

Award Recommendation Letter

Date: August 17, 2023

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

From: Teresa Deaton-Reese, CPPB, CPPO, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 23-74828; Genetic Testing for the Department of Child Services (DCS)

Based on the evaluation of responses to RFP 23-74828, it is the evaluation team's recommendation to select both Diagnostics Center Inc. and Laboratory Corporation of America Holdings to begin contract negotiations to provide the Genetic Testing for the Department of Child Services.

The terms of this recommendation are included in this letter.

Estimated Two-Year Contract Value:

- Diagnostics Center Inc. - \$577,018.00
- Laboratory Corporation of America Holdings – \$963,136.00

The evaluation team received two (2) RFP responses:

1. Diagnostics Center Inc.
2. Laboratory Corporation of America Holdings

The proposals were evaluated by the Department of Child Services and Department of Administration (IDOA) according to the following in the RFP:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	45 points
3. Cost (Cost Proposal)	35 points
4. Buy Indiana	5 points
5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus point available)

Total: 90 (92 if bonus awarded)

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

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. All respondents adhered to the mandatory requirements and were moved to the next step in the evaluation process.

B. Management Assessment/Quality (45 points)

The Respondents proposals were evaluated based on their respective Business Proposal and Technical Proposal.

Business Proposal (5 points)

For the Business Proposal evaluation, the evaluation team considered the Respondents organizational structure and financial stability as defined in Section 2.3 of the RFP. The evaluation teams scores were based on a review of the Respondents Business Proposal, Attachment E.

Technical Proposal (40 points)

For the Technical Proposal evaluation, the evaluation team considered the Respondents ability to effectively perform the scope of work in Section 2.4 of the RFP. The evaluation teams scores were based on a review of the Respondents Technical Proposal, Attachment F.

The evaluation teams Round 1 scoring was based on a review of the Respondents proposed approach to each section of the Business Proposal, Technical Proposal, and responses to clarification questions. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1 – MAQ

Respondents Name	MAQ Score
Diagnostic Center, Inc.	45.00
Laboratory Corporation of America Holdings	45.00

C. Cost Proposal (35)

Price

35 available points

Cost scores will then be normalized to one another, based on the lowest cost proposal evaluated. The lowest cost proposal receives a total of 35 points. The normalization formula is as follows:

- *Respondent's Cost Score = (Lowest Cost Proposal / Total Cost of Proposal) X 35*

The cost scoring as a result of the Respondents cost areas follows:

Table 2– Cost

Respondents Name	Cost Score
Diagnostic Center, Inc.	35.00
Laboratory Corporation of America Holdings	19.03

D. Initial (Round 1) Total Scores and Shortlisting

The initial Management Assessment and Quality (MAQ) Score in Table 1 were combined with the initial Cost Score in Table 2 to generate the combined initial scores in Table 3. The combined initial MAQ and Cost Scores from the initial evaluations are listed below.

Table 3: Round 1 – Child Support - Total Scores

Respondent	Total Score 80 pts.
Diagnostic Center, Inc.	80.00
Laboratory Corporation of America Holdings	64.03

E. Second Round Scores – BAFO Responses

The Respondents MAQ and Cost Scores were reviewed and re-evaluated based on BAFO responses. The Round 2 scores for the Respondents after the BAFO responses were as follows:

Table 4: BAFO Responses

Respondent	MAQ Score (45)	Cost Score (35)	Total Score (85)
Diagnostic Center, Inc.	45.00	35.00	80.00
Laboratory Corporation of America Holdings	45.00	20.97	65.97

F. IDOA Scoring

IDOA scored the Respondent 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), using the criteria outlined in the RFP. The total scores out of 92 possible points were tabulated and are as follows:

Table 5: Final Overall Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	Total Score
Points Possible	45	35	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	90 (+2 bonus pts.)
Diagnostic Center, Inc.	45.00	35.00	0.00	-1.00	-1.00	78.00
Laboratory Corporation of America Holdings	45.00	20.97	0.00	-1.00	-1.00	63.97

Award Summary

During the course of evaluation, the State scrutinized all proposals to determine the viability of the proposed solutions to meet the goals of the program and the needs of the State. The team evaluated the proposal 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) one-year renewals for a total of four (4) years at the State's option.