



STATE OF INDIANA
Mike Braun, Governor

Department of Administration
Procurement Division
402 W Washington Street, Room W468
Indianapolis, Indiana 46204

Award Recommendation Letter

Date: October 24, 2025

To: Jenny Jansen, Procurement Director,
Indiana Department of Administration

From: Mark Hempel, Procurement Director,
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 25-82984: Fee For Service Medicaid Incontinence Supplies

Based on its evaluation of responses to RFP 25-82984, it is the evaluation team's recommendation that **J&B Medical Supply Co., Inc.** be selected to begin contract negotiations to provide Fee For Service Medicaid Incontinence Supplies for the Family and Social Services Administration (FSSA).

*J&B has committed to subcontract 13.00% of the contract value to **Go Company USA d/b/a Resource Link**, a certified Minority-owned Business (MBE), 30.00% of the contract value to **Dynamic Synergy**, a certified Women-owned Business (WBE), and 13.00% of the contract value to **After Action Medical and Dental Supply, LLC**, a certified Indiana Veteran-Owned Small Business (IVOSB).*

The terms of this recommendation are included in this letter.

Estimated four (4) year Contract Value:

- J&B Medical Supply: \$43,834,805.08

The evaluation team received three (3) proposals from:

1. Aeroflow Inc.
2. Binson's Hospital Supplies, Inc.
3. J&B Medical Supply Co, Inc.

The proposals were evaluated by FSSA and IDOA according to the following criteria established in the RFP:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	40
3. Cost (Cost Proposal)	40
4. Buy Indiana	5
5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
7. Indiana Veteran-Owned Small Business Subcontractor Commitment	5 (1 bonus pt. available)
Total: 100 (103 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. Two respondents were deemed responsive by meeting the mandatory requirements listed in the RFP.

B. Management Assessment/Quality: Initial Scoring (40 Points)

The two (2) responsive Respondents’ proposals were each evaluated based on their respective Business and Technical Proposals.

These areas were reviewed to assess the Respondent’s ability to serve the State:

- Company Information
- References
- Medicaid Provider Policies and Procedures
- Federal Quality Standards
- Covered Products
- Nursing Assessments
- Home Delivery
- Customer Service Requirements
- Customer Service Training and Records
- Background Checks
- Warehousing Standards
- Prescriptions
- Meetings
- Readiness Review Plan
- Educational Materials
- Grievance and Appeal Process
- Reports
- Member Satisfaction Surveys
- Managed Care Entity (MCE) Pricing
- Audit
- Failure to Perform/Non-Compliance Remedies

The evaluation team’s Round 1 scoring is based on a review of the Respondent’s proposed approach to each section of the Business Proposal and Technical Proposal.

The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Management Assessment/Quality Scores - Round 1

Respondent	MAQ Score 40 pts.
Binson's Hospital Supplies, Inc.	22.50
J&B Medical Supply Co, Inc.	23.75

C. Cost Proposal (40)

Price points were awarded on the Respondents' Costs as follows:

Score =

- If Respondent's Cost amount is lowest among all Respondents, then score is 40.
- If Respondent's Cost amount is NOT lowest among all Respondents, then score is:

$$40 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$$

The cost scoring as a result of the Respondents' cost proposals is as follows:

Table 2: Cost Scores - Round 1

Respondent	Cost Score 40 pts.
Binson's Hospital Supplies, Inc.	30.91
J&B Medical Supply Co, Inc.	40.00

D. First Round Total Scores

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

Table 3: Total Scores - Round 1

Respondent	Total Score 80 pts.
Binson's Hospital Supplies, Inc.	53.41
J&B Medical Supply Co, Inc.	63.75

The evaluation team issued clarification questions and a request for Target Pricing to the evaluated Respondents.

E. Post Clarifications and Target Pricing Evaluations

The remaining shortlisted Respondents' cost scores were updated based on their Target Pricing responses. The remaining shortlisted Respondents' MAQ scores were reviewed based on the responses to the clarification questions. Cost scores were updated based on Target Pricing responses (as well as related updates to their MBE/WBE/IVOSB subcontractor commitments). The scores for the remaining shortlisted Respondents after the clarification questions and Target Pricing responses were as follows:

Table 4: Post-Clarifications and Target Pricing- Evaluation Scores - Round 2

Respondent	MAQ Score (40)	Cost Score (40)	Total Score (80)
Binson's Hospital Supplies, Inc.	20.50	32.64	53.14
J&B Medical Supply Co, Inc.	25.25	40.00	65.25

F. IDOA Scoring

IDOA scored the Respondents in the following areas: MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), IVOSB Subcontractor Commitment (5 points + 1 available bonus point), and Buy Indiana Commitment (5 points) using the criteria outlined in the RFP. When necessary, IDOA clarifies certain MBE/WBE/IVOSB information with Respondents. Once the final MBE/WBE/IVOSB forms were received from the Respondents, the total scores out of 103 possible points were tabulated and are as follows:

Table 5: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	MBE*	WBE*	IVOSB*	Buy Indiana	Total Score
Points Possible	40	40	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5	100 (+3 bonus pts.)
Binson's Hospital Supplies, Inc.	20.50	32.64	6.00	5.00	6.00	0	70.14
J&B Medical Supply Co, Inc.	25.25	40.00	5.00	6.00	5.00	0	81.25

* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available MBE/WBE/IVOSB bonus points.

Award Summary

The term of the contracts shall be for a period of four (4) years. There may be two (2) one-year renewals for a total of six (6) years at the State's option.