



STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION Commissioner's Office

Mike Braun, Governor

Indiana Government Center South
402 West Washington Street, Room W462
Indianapolis, IN 46204

Award Recommendation Letter

Date: October 20, 2026

To: Muneer Alam, Division Director of Professional Services
Indiana Department of Administration

From: Christina Garcia, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 26-85912,
Laboratory Analytical Services for Environmental Samples

Signed by:

10/20/2026 | 13:47 EDT

Muneer Alam

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Based on its evaluation of responses to RFP 26-85912, it is the evaluation team's recommendation that Eurofins Environment Testing North Central, LLC (Eurofins) and Pace Analytical Services, LLC be selected to begin contract negotiations to administer the Laboratory Analytical Services for Environmental Samples for the Indiana Department of Environmental Management (IDEM) Office of Land Quality (OLQ).

Eurofins Environment Testing North Central, LLC and Pace Analytical Services, LLC did not commit to subcontract with minority vendors.

The terms of this recommendation are included in this letter.

Estimated 4-year Contract Value and one-year renewal: \$ 500,000.00
Optional Renewal two year: \$ 250,000.00
Total Contract Value: \$750,000.00

The evaluation team received two (2) proposals from:

1. Eurofins Environment Testing North Central, LLC
2. Pace Analytical Services, LLC

SW846 Aqueous – Non-Aqueous Pro

- Eurofins Environment North Central (Eurofins)
- Pace Analytical Services, Inc.

Drinking Water Protocol

- Eurofins Environment North Central (Eurofins)
- Pace Analytical Services, Inc.

Indoor Air Ambient Air Protocol

- Eurofins Environment North Central (Eurofins)
- Pace Analytical Services, Inc.

PFAS Protocols

- Eurofins Environment North Central (Eurofins)
- Pace Analytical Services, Inc.

Special Analytical Services

- Eurofins Environment North Central (Eurofins)

The proposals were evaluated by Key Stakeholder State Agencies, 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)	50
3. Cost (Cost Proposal)	30
4. Buy Indiana	5
5. Indiana Veteran Owned Small Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
Total: 90 (91 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.

B. Management Assessment/Quality: Initial Scoring

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

Business Proposal

For the Business Proposal evaluation, the evaluation team considered the information the Respondent provided in the Business Proposal. These areas were reviewed to assess the Respondent's ability to serve the State:

- References
- Company Financials
- Experience Serving State Governments

Technical Proposal

For the Technical Proposal evaluation, the evaluation team considered the Respondent's proposal in the following areas:

- Mandatory Requirements
- General Overview of Services
- Subcontractors
- Key Staff and Personnel
- Control Criteria
- Quality Assurance
- Documentation and Data
- Customer Service

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 evaluation team issued MAQ and Cost Clarifications to all Respondents prior to finalizing Round 1 scores. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Round 1 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
Eurofins Environment Testing North Central, LLC	45.75
Pace Analytical Services, LLC	42.50

C. Cost Proposal (30 Points)

The price points on the Respondent's Costs were awarded as follows:

Score =

- If Respondent's Cost amount is lowest among all Respondents, then score is 30.
- If Respondent's Cost amount is NOT lowest among all Respondents, then score is:

$$30 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$$

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

Table 2: Round 1 – Cost Scores SW846 Aqueous

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	30.00
Pace Analytical Services, LLC	21.27

Table 2: Round 1 – Cost Scores Drinking Water Protocols

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	25.21
Pace Analytical Services, LLC	30.00

Table 2: Round 1 – Cost Scores Air Protocols

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	30.00
Pace Analytical Services, LLC	26.70

Table 2: Round 1 – Cost Scores PFAS Protocols

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	30.00
Pace Analytical Services, LLC	24.56

Table 2: Round 1 – Cost Scores Special Analytical Services

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	30.00

Pace did not submit a bid.

D. First Round Total Scores and Shortlisting

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

Table 3: Round 1 – Total Scores (MAQ + Cost) SW846 Aqueous

Respondent	Total Score 80 pts.
Eurofins Environment Testing North Central, LLC	75.75
Pace Analytical Services, LLC	63.77

Table 3: Round 1 – Total Scores (MAQ + Cost) Drinking Water Protocols

Respondent	Total Score 80 pts.
Eurofins Environment Testing North Central, LLC	70.96
Pace Analytical Services, LLC	72.50

Table 3: Round 1 – Total Scores (MAQ + Cost) Air Protocols

Respondent	Total Score 80 pts.
Eurofins Environment Testing North Central, LLC	75.75
Pace Analytical Services, LLC	69.20

Table 3: Round 1 – Total Scores (MAQ + Cost) PFAS Protocols

Respondent	Total Score 80 pts.
Eurofins Environment Testing North Central, LLC	75.75
Pace Analytical Services, LLC	67.06

Table 3: Round 1 – Total Scores (MAQ + Cost) Special Analytical Services

Respondent	Total Score 80 pts.
Eurofins Environment Testing North Central, LLC	75.75

Pace did not submit a bid.

The evaluation team elected to not hold Oral Presentations.

E. Post Oral Presentations – Second Round MAQ Scores

Table 4: Round 2 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
Eurofins Environment Testing North Central, LLC	45.75
Pace Analytical Services, LLC	42.50

F. Post Best and Final Offer Opportunity – Final Round Cost Scores

The State elected to issue Best and Final Offers (BAFOs) to the Respondents.

The cost scoring as a result of the Respondents' BAFO Cost Proposals is as follows:

Table 5: Round 2 – BAFO Cost Scores SW846 Aqueous

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	30.00
Pace Analytical Services, LLC	21.27

Table 5: Round 2 – BAFO Cost Scores Drinking Water Protocols

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	25.21
Pace Analytical Services, LLC	30.00

Table 5: Round 2 – BAFO Cost Scores Air Protocols

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	30.00
Pace Analytical Services, LLC	26.70

Table 5: Round 2 – BAFO Cost Scores PFAS Protocols

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	30.00
Pace Analytical Services, LLC	24.56

Table 5: Round 2 – BAFO Cost Scores Special Analytical Services

Respondent	Cost Score 30 pts.
Eurofins Environment Testing North Central, LLC	30.00

Pace did not submit a bid.

G. Round 2 - Total Scores

The combined final scores for the Respondents, based on Round 2 Management Assessment/Quality and BAFO Cost Scores are listed below.

Table 6: Round 2 - Evaluation Scores SW846 Aqueous

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Eurofins Environment Testing North Central, LLC	45.75	30.00	75.75
Pace Analytical Services, LLC	42.50	21.27	63.77

Table 6: Round 2 - Evaluation Scores Drinking Water Protocols

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Eurofins Environment Testing North Central, LLC	45.75	25.21	70.96
Pace Analytical Services, LLC	42.50	30.00	72.50

Table 6: Round 2 - Evaluation Scores Air Protocols

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Eurofins Environment Testing North Central, LLC	45.75	30.00	75.75

Pace Analytical Services, LLC	42.50	26.70	69.50
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Table 6: Round 2 - Evaluation Scores PFAS Protocols

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Eurofins Environment Testing North Central, LLC	45.75	30.00	75.75
Pace Analytical Services, LLC	42.50	24.56	67.06

Table 6: Round 2 - Evaluation Scores Special Analytical Services

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Eurofins Environment Testing North Central, LLC	45.75	30.00	75.75

Pace did not submit a bid.

H. IDOA Scoring

IDOA scored the Respondents in the following areas: IVOSB Subcontractor Commitment (5 points + 1 available bonus point), and Buy Indiana (5 points) using the criteria outlined in the RFP. IDOA requested updated IVOSB commitments from the Respondents who submitted BAFO Cost Proposals. Once the IVOSB forms were received from the Respondent, the total scores out of 100 possible points were tabulated and are as follows:

Table 7: Final Evaluation Scores SW846 Aqueous

Respondent	MAQ Score	Cost Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	90 (+1 bonus pt.)
Eurofins Environment Testing North Central, LLC	45.75	30.00	0.00	-1.00	74.75
Pace Analytical Services, LLC	42.50	21.27	0.00	-1.00	62.77

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

Table 7: Final Evaluation Scores Drinking Water Protocols

Respondent	MAQ Score	Cost Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	90 (+1 bonus pt.)

Eurofins Environment Testing North Central, LLC	45.75	25.21	0.00	-1.00	69.96
Pace Analytical Services, LLC	42.50	30.00	0.00	-1.00	71.50

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

Table 7: Final Evaluation Scores Air Protocols

Respondent	MAQ Score	Cost Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	90 (+1 bonus pt.)
Eurofins Environment Testing North Central, LLC	45.75	30.00	0.00	-1.00	74.75
Pace Analytical Services, LLC	42.50	26.70	0.00	-1.00	68.20

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

Table 7: Final Evaluation Scores PFAS Protocols

Respondent	MAQ Score	Cost Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	90 (+1 bonus pt.)
Eurofins Environment Testing North Central, LLC	45.75	30.00	0.00	-1.00	74.75
Pace Analytical Services, LLC	42.50	24.56	0.00	-1.00	66.06

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

Table 7: Final Evaluation Scores Special Analytical Services

Respondent	MAQ Score	Cost Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	90 (+1 bonus pt.)
Eurofins Environment Testing North Central, LLC	45.75	30.00	0.00	-1.00	74.75

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

Award Summary

During the course of evaluation, the State scrutinized all proposals to determine the viability to meet the goals of the program and the needs of the State. The team evaluated proposals based on the stipulated criteria outlined in the RFP document.

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