



STATE OF INDIANA

Mike Braun, Governor

DEPARTMENT OF ADMINISTRATION Commissioner's Office

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

Award Recommendation Letter

Date: October 20, 2026

To: Robert Cohen, Category Director – Major Procurements
Indiana Department of Administration

From: Kristine Kruger, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 26-87343,
Medical Consultation

Signed by:

Robert Cohen

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Based on its evaluation of responses to RFP 26-87343 Medical Consultation, it is the evaluation team's recommendation that Shelly Kakar, BL Shepherd MD LLC, Raechel Ackerman, Lorrie Lynne Miller Rice, Megan Woodsmall-Reece, Shayne Small MD, Teresa Quant, J. Valentine Corcoran MD, Michael S Brill M.D, Dianna Dye Balanoff, Mangala Hasanadka, Ashley Butler MC LLC, Melissa Cave, Joshua J Eskonen DO LLC, Trent Miller, Gregory Wilson MD, and Thomas Sliwa be selected to begin contract negotiations to administer the medical consultation for the Family and Social Services (FSSA) Disability Determination Bureau (DDB).

This award recommendation is conditioned upon successful finalization of contracts between the State and Shelly Kakar, BL Shepherd MD LLC, Raechel Ackerman, Lorrie Lynne Miller Rice, Megan Woodsmall-Reece, Shayne Small MD, Teresa Quant, J. Valentine Corcoran MD, Michael S Brill M.D, Dianna Dye Balanoff, Mangala Hasanadka, Ashley Butler MC LLC, Melissa Cave, Joshua J Eskonen DO LLC, Trent Miller, Gregory Wilson MD, and Thomas Sliwa within forty-five (45) calendar days. If the State and these entities fail to reach an agreement on contract terms in a timely manner, the State may choose to withdraw this award recommendation and may select alternative respondents.

The terms of this recommendation are included in this letter.

Four-year contract value:

Shelly Kakar	\$	2,856,000.00
BL Shepherd MD LLC	\$	2,440,000.00
Raechel Ackerman	\$	2,284,800.00
Lorrie Lynne Miller Rice	\$	2,284,800.00
Megan Woodsmall-Reece	\$	2,284,800.00
Shayne Small, MD	\$	3,100,800.00
Teresa Quant	\$	3,100,800.00

J.Valentine Corcoran MD	\$ 3,102,400.00
Michael S Brill, M.D	\$ 3,100,800.00
Dianna Dye Balanoff	\$ 2,692,800.00
Mangala Hasanadka	\$ 3,102,400.00
Ashley Butler MC LLC	\$ 2,284,800.00
Melissa Cave	\$ 2,692,800.00
Joshua J Eskonen DO LLC	\$ 3,100,800.00
Trent Miller	\$ 2,692,800.00
Gregory Wilson, MD	\$ 3,100,800.00
Thomas Sliwa MD	\$ 2,284,800.00

The evaluation team received nineteen (19) proposals from:

1. CertiSurv, LLC
2. Shelly Kakar
3. BL Shepherd MD LLC
4. Raechel Ackerman
5. 22nd Century Technologies, INC
6. Lorrie Lynne Miller Rice
7. Megan Woodsmall-Reece
8. Shayne Small MD
9. Teresa Quant
10. J. Valentine Corcoran MD
11. Michael S Brill M.D
12. Dianna Dye Balanoff
13. Mangala Hasanadka
14. Ashley Butler MC LLC
15. Melissa Cave
16. Joshua J Eskonen DO LLC
17. Trent Miller
18. Gregory Wilson MD
19. Thomas Sliwa

The proposals were evaluated by FSSA/DDB 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. Nineteen (19) proposals were deemed responsive and adhered to the mandatory requirements. Zero (0) proposals were disqualified.

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 Respondent's proposal in the following areas:

- Experience Serving State Governments/Similar Clients
- Company Financials
- References

Technical Proposal

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

- Time Commitment
- In-Office Availability
- Licensure
- Curriculum Vitae (CV)
- Malpractice Suits
- Regulations
- Legal

- Computer skills
- Experience
- Production and Accuracy Goals
- Transition and Implementation
- Mandated Training
- Training/Consultative Services
- Subcontractor(s)
- AI

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: Round 1 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
CertiSurv, LLC	14.00
Shelly Kakar	30.56
BL Shepherd MD LLC	40.56
Raechel Ackerman	26.78
22nd Century Technologies, INC	21.44
Lorrie Lynne Miller Rice	26.78
Megan Woodsmall-Reece	36.56
Shayne Small, MD	41.89
Teresa Quant	40.78
J. Valentine Corcoran MD	41.89
Michael S Brill, M.D	42.56
Dianna Dye Balanoff	39.44
Mangala Hasanadka	44.78
Ashley Butler MC LLC	43.44
Melissa Cave	39.89

Joshua J Eskonen DO LLC	39.00
Trent Miller	44.11
Gregory Wilson, MD	39.89
Thomas Sliwa MD	19.44

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

Respondent	Cost Score 30 pts.
CertiSurv, LLC	04.87
Shelly Kakar	30.00
BL Shepherd MD LLC	25.53
Raechel Ackerman	30.00
22nd Century Technologies, INC	27.10
Lorrie Lynne Miller Rice	30.00
Megan Woodsmall-Reece	30.00

Shayne Small, MD	22.11
Teresa Quant	22.11
J. Valentine Corcoran MD	22.09
Michael S Brill, M.D	22.11
Dianna Dye Balanoff	25.45
Mangala Hasanadka	22.11
Ashley Bulter MC LLC	30.00
Melissa Cave	25.45
Joshua J Eskonen DO LLC	22.11
Trent Miller	25.45
Gregory Wilson, MD	22.11
Thomas Sliwa MD	30.00

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)

Respondent	Total Score 80 pts.
CertiSurv, LLC	18.87
Shelly Kakar	60.56
BL Shepherd MD LLC	66.09
Raechel Ackerman	56.78
22nd Century Technologies, INC	48.54
Lorrie Lynne Miller Rice	56.78
Megan Woodsmall-Reece	66.56
Shayne Small, MD	64.00

Teresa Quant	62.89
J. Valentine Corcoran MD	63.98
Michael S Brill, M.D	64.67
Dianna Dye Balanoff	64.89
Mangala Hasanadka	66.89
Ashley Butler MC LLC	73.44
Melissa Cave	65.34
Joshua J Eskonen DO LLC	61.11
Trent Miller	69.56
Gregory Wilson, MD	62.00
Thomas Sliwa MD	49.44

With IDOA approval, the evaluation team elected to shortlist Shelly Kakar, BL Shepherd MD LLC, Raechel Ackerman, Lorrie Lynne Miller Rice, Megan Woodsmall-Reece, Shayne Small MD, Teresa Quant, J. Valentine Corcoran MD, Michael S Brill M.D, Dianna Dye Balanoff, Mangala Hasanadka, Ashley Butler MC LLC, Melissa Cave, Joshua J Eskonen DO LLC, Trent Miller, Gregory Wilson MD, and Thomas Sliwa based on Round 1 Total Scores.

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

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

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

Table 4: Round 2 – BAFO Cost Scores

Respondent	Cost Score 30 pts.
Shelly Kakar	19.17
BL Shepherd MD LLC	54.56
Raechel Ackerman	68.65
Lorrie Lynne Miller Rice	56.78

Megan Woodsmall-Reece	49.44
Shayne Small, MD	56.78
Teresa Quant	66.56
J. Valentine Corcoran MD	64.00
Michael S Brill, M.D	62.89
Dianna Dye Balanoff	63.98
Mangala Hasanadka	64.67
Ashley Butler MC LLC	64.89
Melissa Cave	66.87
Joshua J Eskonen DO LLC	73.44
Trent Miller	65.34
Gregory Wilson, MD	61.11
Thomas Sliwa MD	69.56

F. 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 final IVOSB forms were received from the Respondent, the total scores out of 90 possible points (91 with bonus) were tabulated and are as follows:

Table 5: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana*	IVOSB*	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	90 (+1 bonus pt.)
Shelly Kakar	30.56	24.00	0.00	-1.00	53.56
BL Shepherd MD LLC	40.56	28.09	0.00	-1.00	67.65
Raechel Ackerman	26.78	30.00	0.00	-1.00	55.78

Lorrie Lynne Miller Rice	26.78	30.00	0.00	-1.00	55.78
Megan Woodsmall-Reece	36.56	30.00	0.00	-1.00	65.56
Shayne Small, MD	41.89	22.11	0.00	-1.00	63.00
Teresa Quant	40.78	22.11	0.00	-1.00	61.89
J. Valentine Corcoran MD	41.89	22.09	0.00	-1.00	62.98
Michael S Brill, M.D	42.56	22.11	0.00	-1.00	63.67
Dianna Dye Balanoff	39.44	25.45	0.00	-1.00	63.89
Mangala Hasanadka	44.78	22.09	0.00	-1.00	65.87
Ashley Butler MC LLC	43.44	30.00	0.00	-1.00	72.44
Melissa Cave	39.89	25.45	0.00	-1.00	64.34
Joshua J Eskonen DO LLC	39.00	22.11	0.00	-1.00	60.11
Trent Miller	44.11	25.45	0.00	-1.00	68.56
Gregory Wilson, MD	39.89	22.11	0.00	-1.00	61.00
Thomas Sliwa MD	19.44	30.00	0.00	-1.00	48.44

* See Sections 3.2.5 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 extensions for a total of six (6) years at the State's option.