



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: September 29, 2026

To: Jonathan Huth, Category Director – Health and Human Services
Indiana Department of Administration

From: Alexis Humbert, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 26-87895,
Laboratory Services, THC Testing

Signed by:

DC845F9289414C0...

Based on its evaluation of responses to RFP 26-87895, it is the evaluation team's recommendation that IndigoBridge Laboratories, LLC, be selected to begin contract negotiations to administer the statewide Laboratory Services for THC Testing program.

IndigoBridge Laboratories, LLC, made no committed to subcontract to a certified Indiana Veteran Owned Small Business (IVOSB).

The terms of this recommendation are included in this letter.

Estimated 4-year Contract Value: \$220,000.00

The evaluation team received four (4) proposals from:

1. HK Holding LLC
2. IndigoBridge Laboratories, LLC
3. National Medical Services, Inc.
4. ProVerde Laboratories, Inc.

The proposals were evaluated by the ATC 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. Four (4) 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 information the Respondent provided in the Business Proposal. These areas were reviewed to assess the Respondent's ability to serve the State:

- Company Information
- References
- Experience Serving State Governments

Technical Proposal

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

1. Project Management – Status Updates and Reporting	1.1. Describe the reports that will be sent to ISEP, and by what means of transfer (i.e. file type, etc.).
	1.2 Describe the laboratory's standard operating procedures for testing cannabinoids and tetrahydrocannabinol. Provide a written copy of the standard operating procedures, if available.
2. Deliverables and Deadlines	2.1 Provide confirmation that all THC varieties and the listed sample types listed in the Statement of Work are able to be tested by your laboratory.
	2.2 Describe your laboratory's quality control measures to ensure the accuracy of the test results.
	2.3 Describe the qualifications, including but not limited to education and experience, of the laboratory technicians that perform testing.
	2.4 Provide details of the forensic chain and how your laboratory plans to maintain this chain.

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.
HK Holdings LLC	22.78
IndigoBridge Laboratoires, LLC	41.78
National Medical Services, Inc.	22.44
ProVerde Laboratories, Inc.	38.00

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.
HK Holdings LLC	19.73
IndigoBridge Laboratoires, LLC	30.00
National Medical Services, Inc.	10.96
ProVerde Laboratories, Inc.	20.57

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.
HK Holdings LLC	42.51
IndigoBridge Laboratoires, LLC	71.78
National Medical Services, Inc.	33.40
ProVerde Laboratories, Inc.	58.57

With IDOA approval, the evaluation team elected to shortlist IndigoBridge Laboratories, LLC and ProVerde Laboratories, Inc. based on Round 1 Total Scores.

The evaluation team elected to issue invites to Oral Presentations to the two (2) shortlisted Respondents.

E. Post Oral Presentations – Second Round MAQ Scores

The Respondents' (who were shortlisted after the First Round) MAQ scores were reviewed and re-evaluated based on the Oral Presentations and the written responses to questions asked during Oral Presentations. The scores for the

Respondents (who were shortlisted after the First Round) after the Oral Presentations were as follows.

Table 4: Round 2 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
IndigoBridge Laboratoires, LLC	41.78
ProVerde Laboratories, Inc.	40.22

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

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

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

Table 5: Round 2 – BAFO Cost Scores

Respondent	Cost Score 30 pts.
IndigoBridge Laboratoires, LLC	30.00
ProVerde Laboratories, Inc.	18.86

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

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
IndigoBridge Laboratoires, LLC	41.78	30.00	71.78
ProVerde Laboratories, Inc.	40.22	18.86	59.08

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 final IVOSB forms were received from the Respondent, the total scores out of 90 possible points were tabulated and are as follows:

Table 7: 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.)

IndigoBridge Laboratoires, LLC	41.78	30.00	0	-1	70.78
ProVerde Laboratories, Inc.	40.22	18.86	0	-1	58.08

* See Section 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) 1-year extension years for a total of six (6) years at the State's option.