



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, 2021

To: Roxie Coble, Director of Strategic Sourcing  
Indiana Department of Administration

From: Stephanie Nelson, Senior Account Manager  
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 21-67553  
Douglas Road Landfill Superfund Site Services

Based on the evaluation of responses to RFP 21-67553, it is the evaluation team's recommendation that Patriot Engineering & Environmental, Inc. be selected to begin contract negotiations to provide the Douglas Road Landfill Superfund Site Services for the Indiana Department of Environmental Management (IDEM).

*Patriot Engineering & Environmental, Inc. has committed to subcontract 3.80% to **Raimonde Drilling Corporation** (a certified Women-owned Business (WBE)).*

The terms of this recommendation are included in this letter.

Estimated Two (2) Year Contract Value: \$224,229.62

The evaluation team received four (4) RFP responses:

1. August Mack Environmental, Inc.
2. KERAMIDA Environmental, Inc.
3. New SESCO, Inc. (SESCO Group)
4. Patriot Engineering & Environmental, Inc.

The proposals were evaluated by the Indiana Department of Environmental Management (IDEM) and the Indiana Department of Administration (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 points
3. Cost (Cost Proposal)	30 points
4. Buy Indiana	5 points

5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus point available)
6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus point available)
7. Indiana Veterans Owned Small Business Subcontractor Commitment	5 (1 bonus point 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. All Respondents adhered to the mandatory requirements and were moved to the next step in the evaluation process.

**B. Management Assessment/Quality (50 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 (45 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 and Technical Proposal. The initial results of the Management Assessment/Quality Evaluation are shown below:

**Table 1: Round 1 – MAQ**

Respondent	MAQ Score
August Mack Environmental, Inc.	43.67
KERAMIDA Environmental, Inc.	48.33
New Sesco, Inc. (SESCO Group)	44.42
Patriot Engineering & Environmental, Inc.	47.33

**C. Cost Proposal (30)**

Cost scores would then be normalized to one another, based on the lowest cost proposal evaluated. The lowest cost proposal received a total of 30 points. The normalization formula is as follows:

- *Respondents Cost Score = (Lowest Cost Proposal / Total Cost of Proposal) X 30*

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

**Table 2: Round 1 – Cost**

Respondent	Cost Score
August Mack Environmental, Inc.	18.20
KERAMIDA Environmental, Inc.	21.17
New Sesco, Inc. (SESCO Group)	16.56
Patriot Engineering & Environmental, Inc.	30.00

#### 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 – Total Scores**

<b>Respondent</b>	<b>Total Score 80 pts.</b>
August Mack Environmental, Inc.	61.87
KERAMIDA Environmental, Inc.	69.50
New Sesco, Inc. (SESCO Group)	60.98
Patriot Engineering & Environmental, Inc.	77.33

Based on the initial (Round 1) scores, the evaluation team elected to shortlist the following Respondents:

- KERAMIDA Environmental, Inc.
- Patriot Engineering & Environmental, Inc.

The evaluation team elected to issue a Best and Final Offer (BAFO) request to the shortlisted Respondents. None of the shortlisted Respondents elected to change their pricing.

#### E. Second Round Scores - BAFO Responses

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

**Table 4: BAFO Responses**

<b>Respondent</b>	<b>MAQ Score (50)</b>	<b>Cost Score (30)</b>	<b>Total Score (80)</b>
KERAMIDA Environmental, Inc.	48.33	21.17	69.50
Patriot Engineering & Environmental, Inc.	47.33	30.00	77.33

#### F. IDOA Scoring

IDOA scored the Respondent in the following areas: Buy Indiana (5 pts.), MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), and Indiana Veterans Owned Small Business Subcontractor Commitment (5 points + 1 available bonus point) using the criteria outlined in the RFP. The total scores out of 103 possible points were tabulated and are as follows:

**Table 5: Final Overall Evaluation Scores**

<b>Respondent</b>	<b>MAQ Score</b>	<b>Cost Score</b>	<b>Buy Indiana</b>	<b>MBE</b>	<b>WBE</b>	<b>IVOSB</b>	<b>Total Score</b>
<b>Points Possible</b>	<b>50</b>	<b>30</b>	<b>5</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>100 (+3 bonus pts.)</b>
KERAMIDA Environmental, Inc.	48.33	21.17	0.00	1.88	1.88	-1.00	72.26
Patriot Engineering & Environmental, Inc.	47.33	30.00	0.00	-1.00	2.50	-1.00	77.83

**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.

*Stephanie Nelson*

---

Stephanie Nelson  
Senior Account Manager  
Indiana Department of Administration