



STATE OF INDIANA

Eric Holcomb, Governor

Department of Administration  
Procurement Division

Indiana Government Center South  
402 W. Washington Street, Room W468  
Indianapolis, Indiana 46204

**Award Recommendation Letter**

Date: April 6, 2023

To: L. Erin Kellam, Deputy Commissioner  
Indiana Department of Administration

From: Christina Garcia, Procurement Specialist  
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 23-72828  
Gaming Laboratory Certification Testing Services

Based on the State's evaluation of responses to RFP 23-72828, it is the evaluation team's recommendation that **BMM North America, Inc. and Gaming Laboratories International, LLC** be selected to begin contract negotiations to provide Gaming Laboratory Certification Testing Services.

The terms of this recommendation are included in this letter.

Estimated Two (2) Year Contract Amount: \$0

The evaluation team received two (2) proposals from:

- BMM North America, Inc.
- Gaming Laboratories International, LLC

The proposals were evaluated by the Indiana Gaming Commission 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)	45 points
3. Cost (Cost Proposal)	35 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)

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**

The proposals were 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 (45 points)**

The Respondent's proposals were evaluated based on their respective Business Proposal and Technical Proposal.

**Business Proposal**

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**

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 team's initial (Round 1) scores were 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 – Management Assessment/Quality Scores (MAQ)**

<b>Respondent</b>	<b>MAQ Score</b>
BMM North America, Inc.	41.50
Gaming Laboratories International, LLC	44.90

**C. Cost Proposal (35 points)**

Cost scores would then be normalized to one another, based on the lowest cost proposal evaluated. The lowest cost proposal received a total of 35 points. The normalization formula is as follows:

- Respondents Cost Score = (Lowest Cost Proposal / Total Cost of Proposal) X 35*

The cost scoring as a result of the Respondent's cost proposal is as follows:

**Table 2: Round 1 – Cost Score**

<b>Respondent</b>	<b>Cost Score</b>
BMM North America, Inc.	35.00
Gaming Laboratories International, LLC	22.91

**D. Initial (Round 1) Total Scores and Shortlisting**

The initial Management Assessment and Quality (MAQ) Scores in Table 1 were combined with the initial Cost Scores in Table 2 to generate the combined initial scores in Table 3. The combined initial MAQ and Cost Scores

from the initial evaluation is listed below.

**Table 3: Round 1 – Total Score**

<b>Respondent</b>	<b>Total Score 80 pts.</b>
BMM North America, Inc.	76.50
Gaming Laboratories International, LLC	67.81

In accordance with Section 3.2 of the RFP, the State had the option to “short-list.” The State did not short-list Respondents. The State moved all Respondents on to the second round of evaluations.

#### **E. Second Round Scores – Oral Presentations and BAFO Responses**

The State elected to forego oral presentations. Following the second round of MAQ scoring, MAQ scores were finalized and remained unchanged for the duration of the evaluation.

Respondents were also given the opportunity to provide a Best and Final Offer (BAFO). Gaming Laboratories International elected to submit a BAFO. BMM North America, Inc. elected to keep pricing the same as their original proposal submission. The Respondent’s scores were reviewed and re-evaluated based on the BAFO responses.

The scores for the Respondents after these updates are as follows:

**Table 4: Round 2 – (Post Oral Presentations and BAFOs)**

<b>Respondent</b>	<b>MAQ Score (45)</b>	<b>Cost Score (35)</b>	<b>Total Score (80)</b>
BMM North America, Inc	41.50	35.00	76.50
Gaming Laboratories International, LLC	44.90	28.64	73.54

#### **F. IDOA Scoring**

IDOA scored the Respondents 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 Veteran 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:

Gaming Laboratories International, LLC elected to propose Minority and Women Sub commitments. The State found these to lack valuable scope contributions and were not included in scoring.

**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>45</b>	<b>35</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>
BMM North America, Inc.	41.50	35.00	0.00	-1.00	-1.00	-1.00	73.50

Gaming Laboratories International, LLC	44.90	28.64	0.00	-1.00	-1.00	-1.00	70.54
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### **Award Summary**

During the course of evaluation, the State scrutinized the proposals to determine the viability of the proposed solution to meet the goals of the program and the needs of the State. The team evaluated the proposals 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 one (1) two-year renewal for a total of four (4) years at the State's option.