



STATE OF INDIANA

Eric Holcomb, Governor

Department of Administration

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

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Award Recommendation Letter

Date: April 26, 2024

To: L. Erin Kellam, Deputy Commissioner  
Indiana Department of Administration *[Signature]* 4/26/24

From: Teresa Deaton-Reese, CPPB, CPPO, Procurement Consultant  
Indiana Department of Administration

Subject: Recommendation of Selection for RFS-24-77904, Workforce Innovation and Opportunity Act (WIOA) Pre-Employment Transition Services (PRE-ETS) for students with disabilities in need of services are eligible or potentially eligible for Vocational Rehabilitation (VR) services

Based on its evaluation of responses to RFS-24-77904, it is the evaluation team's recommendation that the following vendors be selected to begin contract negotiations to provide Pre-Employment Transition Services for the listed counties for the Indiana Division of Disability and Rehabilitative Services (DDRS), Bureau of Rehabilitative Services (BRS):

1. **ADEC, Inc. - St. Joseph County** (Adams Riley, Washington, Studebaker, Marian, Purdue Poly, Career Academy only).
2. **Developmental Services Inc. - All schools in the following counties except where noted:** Bartholemew (Empower School in Columbus only), Daviess, Delaware (Delta, Daleville, Muncie Central, Muncie Area Career, Yorktown, Youth Opportunity Center, Wapahani only), Grant (Eastbrook, Maconaquah, Madison-Grant, Marion, Mississenawa, and Oak Hill only), Green, Henry (Blue River only), Howard (Kokomo, Northwestern, Taylor, Excel, Western only), Jackson, Madison, Martin, Tippecanoe (all except TC Harris), Tipton, Wabash (all except Heartland Career Center)
3. **Easterseals, ARC of Northeast Indiana** – All schools in the following counties except where noted: Adams, Allen (high schools only, no postsecondary), Carroll, Cass, Elkhart, Fulton, Kosciusko, LaGrange, Marshall, Miami, Pulaski, Starke, Wells, White, and Whitely.
4. **Indiana Resource Center for Families with Special Needs, Inc. d/b/a IN\*SOURCE** – Juvenile detention facilities in LaPorte, Logansport, and Madison, All students attending virtual schools statewide.
5. **New Hope** – Schools in the following counties only: Clark (Rock Creek only), Harrison (Shiloh Holiness, Victory Christian only)
6. **Opportunity Enterprises** – All schools in the following counties except where noted: Allen (postsecondary only), DeKalb, Huntington, Lake (Eagle Park, Griffith, Hanover, Highland, Lake Central,

Lake Ridge, Lowell (Tri-Creek), Merrillville, Munster, River Forest, Edison, Whiting, PNW, IU, NW, only), LaPorte, Noble, Porter, St. Joseph (Mishawaka, Penn/Harris/Madison only), Steuben.

7. **Prairie Quest Consulting (PQC)** – All schools in the following counties except where noted: Blackford, Delaware (Cowan, Wes-Del, IN Academy for Math & Science), Grant (Grant Co. Justice Center, & Tucker Area Voc. Tec Only), Henry (Knightstown, New Castle, Shenandoah, Tri Jr. Sr. only), Howard (Eastern only), Jasper, Jay, Randolph, Wabash (Heartland Career Center only)
8. **Public Consulting Group (PCG)** – All schools in the following counties except where noted: Benton, Lake (Crown Point, E. Chicago, Campagna, Gary Community Schools, Hammond, Hobart only, Marion (Lawrence Central, Lawrence North, Indiana School for the Blind only), Newton, Tippecanoe (TC Harris only), Juvenile detention centers in Allen, Dearborn, Hamilton, Howard, Lake, Vigo, and Vanderburgh counties.
9. **Sycamore** – All schools in the following counties except where noted; Clark (except Rock Creek), Crawford, Dubois, Floyd, Gibson, Harrison (except Shiloh Holiness & Victory Christian), Jefferson, Orange, Perry, Pike, Posey, Scott, Spencer, Switzerland, Vanderburgh, Vermillion (South Vermillion HS only), Vigo, Warrick, Washington

The terms of this recommendation are included in this letter.

The evaluation team received fifteen (15) proposals from:

1. ADEC, Inc.
2. Arc Opportunities, Inc.
3. Crossroads Rehabilitation Center dba Easterseals Crossroads
4. Developmental Services, Inc.
5. Indiana Resource Center for Families with Special Needs, Inc. d/b/a IN\*SOURCE
6. LSI Business Development, Inc.
7. New Hope Services, Inc.
8. Opportunity Enterprises, Inc.
9. PCG-Indiana, Inc.
10. Peak Community Services
11. Prairie Quest Inc.
12. Stone Belt Arc, Inc.
13. Sycamore Rehabilitation Services/Hendricks County ARC, Inc.
14. The ARC of Northeast Indiana, Inc. dba Easterseals ARC of Northeast Indiana
15. Trustees of Indiana University

The proposals were evaluated by FSSA and IDOA according to the following criteria established in the RFI:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	100
Total: 100 Points	

The proposals were evaluated according to the process outlined in Section XI ("Evaluation Criteria") of the RFI. Scoring was completed as follows:

#### A. Adherence to Requirements



Each proposal was reviewed for responsiveness and adherence to mandatory requirements. None of the Respondents were deemed non-responsive. All Respondents moved forward in the evaluation process with the exception of Crossroads Rehabilitation Center dba Easterseals Crossroads and Stone Belt Arc, Inc.

**B. Management Assessment/Quality: Initial Scoring (100 Points)**

The thirteen (13) responsive Respondents' proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

**Business Proposal (5 Points)**

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:

- Respondent's Company Structure
- Company Financial Information
- Integrity of Company Structure and Financial Reporting
- References
- Subcontractors
- Experience Serving State Governments
- Experience Serving Similar Clients

**Technical Proposal (95 Points)**

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

- Proposed Solution and Features
- Staffing
- Relevant Experience
- Training
- Documentation/Billing

The evaluation team's scoring is based on a review of the Respondent's proposed approach to each section of the Business Proposal and Technical Proposal as well as clarifications. The results of the Management Assessment/Quality Evaluation are shown below.

**Table 1: Management Assessment/Quality Scores**

<b>Respondent</b>	<b>MAQ Score 100 pts.</b>
<b>Adec, Inc.</b>	<b>91.25</b>
Arc Opportunities, Inc.	43.75
<b>Developmental Services, Inc.</b>	<b>92.5</b>
<b>Indiana Resource Center for Families with Special Needs, Inc. d/b/a IN*SOURCE</b>	<b>67.5</b>
LSI Business Development, Inc	58.75
<b>New Hope Services, Inc.</b>	<b>92.5</b>
<b>Opportunity Enterprises, Inc</b>	<b>77.5</b>
<b>PCG-Indiana, Inc.</b>	<b>71.25</b>
Peak Community Services	68.75
<b>Prairie Quest Inc.</b>	<b>57.5</b>
<b>Sycamore Rehabilitation Services/Hendricks County ARC, Inc</b>	<b>100</b>

The ARC of Northeast Indiana, Inc. dba Easterseals ARC of Northeast Indiana	100
Trustees of Indiana University	37.5

Under the State's discretion and in consideration of the State's needs and interests, where advantageous to the State, some counties include recommendation of award to multiple Respondents.

#### **Award Summary**

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

The term of the contract(s) shall be for a period of two (2) years. There may be one (1) two-year renewal for a total of four (4) years at the State's option.