



STATE OF INDIANA

Eric J. Holcomb, Governor

Department of Administration Procurement Division

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Award Recommendation Letter

Date: November 2, 2017

To: Mark Hempel, Director of Account Management
Indiana Department of Administration

From: Teresa Deaton-Reese, CPPB, CPPO, Senior Account Manager
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 18-007
Expansion of Addiction Residential Treatment for FSSA, DMHA

Based on the evaluation of responses to RFP 18-007, it is the evaluation team's recommendation that Aspire Indiana, Inc, Centerstone of Indiana, Inc., Hamilton Center, Inc., Meridian Health Services Inc., Park Center, Inc., Southwestern Behavior Health, Inc., and Volunteers of America of Indiana, Inc. be selected to begin contract negotiations to provide Expansion of Addiction Residential Treatment for the Family and Social Services Administration, DMHA.

Centerstone of Indiana, Inc. has committed to subcontract 8.00% of the contract value to Engaging Solutions (a certified Minority-owned Business (MBE)) and 8.00% of the contract value to Repucare (a certified Women-owned Business (WBE), and 3.00% to Indy Data Partners (a certified Veteran's-owned Business) (IVOSB)).

Volunteers of America of Indiana, Inc. has committed to subcontract 15.3% of the contract value to D2P, LLC (a certified Minority-owned Business (MBE)), 33.3% of the contract value to Relocation Strategies. (a certified Women-owned Business, (WBE)), and 3.00% of the contract value to US Label & Ribbon Group dba US Materials Group (a certified Veteran's-owned Business) (IVOSB)).

The terms of this recommendation are included in this letter.

Estimated 8 Month Value: \$4,000,000.00

The evaluation team received eight (8) proposals from:

- Aspire Indiana, Inc.
- Centerstone of Indiana, Inc.
- Hamilton Center, Inc.
- Meridian Health Services Corporation
- Park Center, Inc.
- Southwestern Behavioral Healthcare, Inc.
- Volunteers of America of Indiana, Inc.

- YWCA North Central Indiana

The proposals were evaluated by FSSA, DMHA 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)	40
3. Cost (Cost Proposal)	35
4. Indiana Economic Impact	5
5. Buy Indiana	5
6. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
7. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
8. Indiana Veteran Business Enterprise Subcontractor Commitment	5 (1 bonus pt. 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 (Pass/Fail)

Each proposal was reviewed for adherence to mandatory requirements. All proposals, with the exception of YWCA North Central Indiana, were deemed responsive and was moved on and evaluated based on their Business and Technical Proposal. YWCA North Central Indiana was deemed unresponsive and was not considered any further.

B. Management Assessment/Quality (40 Points)

Business Proposal (5 Points)

For the business proposal evaluation, the team considered the information each respondent provided in the business proposal. These areas were reviewed to assess the respondent’s ability to serve the State:

- Company Financial Information
- Integrity of Company Structure
- Financial Reporting
- Contract Terms and Conditions
- Subcontractors
- Experience Serving State Government
- Experience Serving Similar Clients

Technical Proposal (35 Points)

For the technical proposal evaluation, the team considered each respondent’s proposal in the following areas:

- Treatment Program

- Training
- Service Delivery
- Target Population
- Assessments of Barriers
- Continuity, transition, discharge, and continued care support services
- Expansion site procedures, referral process, and partnerships with other agencies
- Implementation plan

The evaluation team’s scores were based on a review of each Respondent’s proposed approach to each section of the technical proposal, as well as specific questions that the Respondent’s were asked to respond to in the RFP, and clarifications (if any).

The results of the management assessment/quality evaluation are shown in Table 1 below:

Table 1: Management Assessment/Quality Scores

RESPONDENT	MAQ SCORE (40 pts. MAX)
Aspire Indiana, Inc.	24.00
Centerstone of Indiana, Inc.	31.25
Hamilton Center, Inc.	28.00
Meridian Health Services Corporation	20.75
Park Center, Inc.	21.25
Southwestern Behavior Healthcare, Inc.	18.25
Volunteers of American of Indiana, Inc.	30.75

C. Cost Proposal (35 Points)

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

- *Respondent’s Cost Score = (Lowest Cost Proposal / Total Cost of Proposal) X 35*

The cost scores as a result of the Respondent’s initial proposals are shown in Table 2 below:

Table 2: Initial Cost Scores

RESPONDENT	COST SCORE 35 pts
Aspire Indiana, Inc.	32.87
Centerstone of Indiana, Inc.	35.00
Hamilton Center, Inc.	13.39

Meridian Health Services Corporation	21.69
Park Center, Inc.	13.12
Southwestern Behavioral Healthcare, Inc.	31.96
Volunteers of American of Indiana, Inc.	13.12

D. First Round Total Scores

The combined MAQ and Cost scores from the initial evaluations are shown in Table 3 below.

Table 3: First Round Total Scores

RESPONDENT	TOTAL SCORE 75 pts.
Aspire Indiana, Inc.	56.87
Centerstone of Indiana, Inc.	66.25
Hamilton Center, Inc.	41.39
Meridian Health Services Corporation	42.44
Park Center, Inc.	34.37
Southwestern Behavioral Healthcare, Inc.	50.21
Volunteers of American of Indiana, Inc.	43.87

All respondents were short-listed for further consideration and given an opportunity to reduce pricing through a Best and Final Offer (BAFO).

E. Post Clarification and BAFO Evaluations

The Respondent's cost scores were updated based on clarification responses and BAFOs. The final scores for the Respondents after these updates are shown in Table 4 below:

Table 4: Post Clarification and BAFO Evaluation Scores

Respondent	MAQ Score (40 pts)	Cost Score (35 pts)	Total Score (75 pts)
Aspire Indiana, Inc.	24.00	30.31	54.31
Centerstone of Indiana, Inc.	31.25	35.00	66.25
Hamilton Center, Inc.	28.00	12.35	40.35
Meridian Health Services Corporation	20.75	20.00	40.75
Park Center, Inc.	21.25	12.10	33.35
Southwestern Behavioral Healthcare Inc.	18.25	30.94	49.19

Volunteers of America of Indiana, Inc.	30.75	12.10	42.85
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F. IDOA Scoring

IDOA scored the Respondents in the following areas: Buy Indiana (5 points), Indiana Economic Impact (IEI) (5 points), MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), and IVOSB Subcontractor Commitment (5 points + 1 available bonus point) using the criteria outlined in the RFP. When necessary, IDOA clarified certain Buy Indiana, IEI, MWBE, and IVOSB information with Respondents. Once the final MWBE, IVOSB and IEI forms were received from the Respondents, the total scores out of 103 possible points were tabulated and are shown in Table 5 below:

Table 5: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy IN	IEI	MBE	WBE	IVOSB	Total Score
Points Possible	40 pts	35 pts	5 pts	5 pts	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pt.)
Aspire Indiana, Inc.	24.00	30.31	5.00	0.30	-1.00	-1.00	-1.00	56.61
Centerstone of Indiana, Inc.	31.25	35.00	5.00	0.54	5.00	5.00	5.00	86.79
Hamilton Center, Inc.	28.00	12.35	5.00	0.47	-1.00	-1.00	-1.00	42.82
Meridian Health Services Corporation	20.75	20.00	5.00	0.41	-1.00	-1.00	-1.00	45.16
Park Center, Inc.	21.25	12.10	5.00	4.78	-1.00	-1.00	-1.00	40.13
Southwestern Behavioral Healthcare, Inc.	18.25	30.94	5.00	0.47	-1.00	-1.00	-1.00	53.66
Volunteers of American of Indiana, Inc.	30.75	12.10	5.00	5.00	6.00	6.00	6.00	70.85

Award Summary

During the course of evaluation, the State scrutinized all proposals to determine the viability of the proposed business solutions’ ability 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 eight (8) months from the date of contract execution. There may be multiple renewals at the discretion of the State.

Teresa Deaton-Reese, CPPB, CPPO

Account Manager, FSSA