



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: December 9, 2022

To: Erin Kellam, Deputy Commissioner
Indiana Department of Administration

From: Stephanie Nelson, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 23-72042
Statewide Broadband Plan

Based on the State's evaluation of responses to RFP 23-72042, it is the evaluation team's recommendation that **Guidehouse, Incorporated** be selected to begin contract negotiations to provide the Statewide Broadband Plan for the Indiana Office of Management and Budget (OMB).

*Guidehouse, Incorporated has committed to subcontract 11.00% of the contract value to **aFit Staffing, Inc.** (a certified Woman-Owned Business (WBE)), 8.00% to **Sondhi Solutions, LLC** (a certified Minority-Owned Business (MBE)) and 3.00% to **Professional Management Enterprises, Inc.** (a certified Indiana Veteran-Owned Small Business (IVOSB)).*

The terms of this recommendation are included in this letter.

Estimated Contract Value: **\$630,000.00**

The evaluation team received ten (10) proposals from:

- Accenture LLP
- Beam, Longest and Neff, Inc.
- Boston Consulting Group, Inc.
- Ernst & Young Infrastructure Advisors, LLC
- Guidehouse, Inc.
- HDR
- Katz, Sapper and Miller
- KPMG
- Michael Baker International
- RSM

The proposals were evaluated by the Indiana Office of Management and Budget (OMB) 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

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 (50 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. Additionally, the evaluation team elected to issue a request for responses to clarification questions. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Round 1 – Management Assessment/Quality Scores (MAQ)

Respondent	MAQ Score
Accenture LLP	41.00
Beam, Longest and Neff, Inc.	37.92
Boston Consulting Group, Inc.	46.58
Ernst & Young Infrastructure Advisors, LLC	36.42
Guidehouse, Inc.	39.25
HDR	43.33
Katz, Sapper and Miller	33.33
KPMG	38.33
Michael Baker International	38.08
RSM	40.33

C. Cost Proposal (30 points)

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

- $\text{Respondents Cost Score} = (\text{Lowest Cost Proposal} / \text{Total Cost of Proposal}) \times 30$

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

Table 2: Round 1 – Cost Score

Respondent	Cost Score
Accenture LLP	21.32
Beam, Longest and Neff, Inc.	9.08
Boston Consulting Group, Inc.	9.64
Ernst & Young Infrastructure Advisors, LLC	8.86
Guidehouse, Inc.	28.93
HDR	6.51
Katz, Sapper and Miller	5.59
KPMG	30.00
Michael Baker International	9.46
RSM	12.70

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

Respondent	Total Score 80 pts.
Accenture LLP	62.32
Beam, Longest and Neff, Inc.	47.00
Boston Consulting Group, Inc.	56.22
Ernst & Young Infrastructure Advisors, LLC	45.28
Guidehouse, Inc.	68.18
HDR	49.84
Katz, Sapper and Miller	38.92
KPMG	68.33
Michael Baker International	47.54
RSM	53.03

In accordance with Section 3.2 of the RFP, a “short-list” of Respondents was created. Out of the ten (10) Respondents, five (5) Respondents moved forward in evaluations.

E. Second Round Score – BAFO Response

The evaluation team elected to issue a Best and Final Offer (BAFO) request to the short-listed Respondents. The Respondent's scores were reviewed and re-evaluated based on the BAFO responses.

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

Table 4: Round 2 – Post BAFO

Respondent	MAQ Score (50)	Cost Score (30)	Total Score (80)
Accenture LLP	41.00	21.60	62.60
Boston Consulting Group, Inc.	46.58	9.95	56.53
Guidehouse, Inc.	39.25	30.00	69.25
KPMG	38.33	28.57	66.90
RSM	40.33	12.19	52.52

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:

Table 5: Final Overall Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	IVOSB	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pts.)
Accenture LLP	41.00	21.60	5.00	5.00	5.00	5.00	82.60
Boston Consulting Group, Inc.	46.58	9.95	0.00	6.00	6.00	6.00	74.53
Guidehouse, Inc.	39.25	30.00	0.00	5.00	5.00	5.00	84.25
KPMG	38.33	28.57	0.00	5.00	5.00	5.00	81.90
RSM	40.33	12.19	0.00	5.00	5.00	5.00	67.52

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 one (1) year from the date of contract execution.

Stephanie Nelson

Stephanie Nelson
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Indiana Department of Administration