



STATE OF INDIANA

Eric J. Holcomb, Governor

DEPARTMENT OF ADMINISTRATION Commissioner's Office

Indiana Government Center South
402 West Washington Street, Room W462
Indianapolis, IN 46204

Award Recommendation Letter

Date: April 25, 2024

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

From: Syed Mohammad, Procurement Consultant
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 24-76258
Orthoimagery and Elevation Program

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4/25/24

Based on its evaluation of responses to RFP 24-76258, it is the evaluation team's recommendation that **Woolpert, Inc.** be selected to begin contract negotiations to manage Orthoimagery and Elevation Program for the Indiana Geographic Information Office (IGIO) division within the Indiana Office of Technology (IOT).

Woolpert, Inc. has committed to subcontract the specified percent of the contract value to the vendors listed below:

1. 7.54% to VS Engineering, Inc. (a certified Minority-owned Business (MBE))
2. 10.61% to Resolution Group, Inc. (a certified Women-owned Business (WBE))
3. 1.31% to Washington Columbia & Company (a certified Indiana Veteran Owned Small Business (IVOSB))
4. 1.31% to Vespa Group LLC (a certified Indiana Veteran Owned Small Business (IVOSB))

The details of this recommendation are included in this letter.

Four (4) year initial term with an estimated contract value of \$8,997,021.20.

The evaluation team received Six (6) proposals from:

1. Dewberry Engineers Inc
2. Fugro Land USA Inc (WITHDRAWN)
3. NV5 Geospatial
4. Sanborn Inc
5. Surdex Corporation
6. Woolpert, Inc

The proposals were evaluated by IOT and 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
3. Cost (Cost Proposal)	35
4. Buy Indiana	5

5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
7. Indiana Veteran Owned Small Business 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

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. The proposals were deemed responsive and adhered to the mandatory requirements.

B. Management Assessment/Quality: Initial Consensus Scoring (45 Points)

The Respondents' proposals were evaluated based on their respective Business Proposals and Technical Proposals.

For the Business Proposal evaluation, the evaluation team considered the information the Respondents provided in the Business Proposals. These areas were reviewed to assess the Respondents' ability to serve the State:

- Company Information
- References
- Experience

For the Technical Proposal evaluation, the evaluation team considered the Respondents' proposals in the following areas:

- Company Information
- Experience
- Core Deliverable
- Optional Buy-up Deliverables
- Project Management

The evaluation team's Initial Scoring is based on a review of the Respondents' proposed approaches to each section of the Business Proposals and Technical Proposals. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Initial Management Assessment/Quality Scores

Respondent	MAQ Score 45 pts.
Dewberry Engineers Inc.	42.71
NV5 Geospatial	27.13
Sanborn Inc.	41.58
Surdex Corporation	34.13
Woolpert Inc.	42.38

C. Cost Proposal (35 Points)

The price points on the Respondents' Costs were awarded as follows:

$$\text{Score} = \begin{cases} \bullet \text{ If Respondent's Cost amount is lowest among all Respondents, then score is 35.} \\ \bullet \text{ If Respondent's Cost amount is NOT lowest among all Respondents, then score is:} \\ 35 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})} \end{cases}$$

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

Table 2: Initial Cost Scores

Respondent	Cost Score 35 pts.
Dewberry Engineers Inc.	33.25
NV5 Geospatial	31.58
Sanborn Inc.	30.00
Surdex Corporation	35.00
Woolpert Inc.	29.05

D. Initial Combined Scores

The Initial Combined Scoring as a result of the Respondents' business, technical, and cost proposals is as follows:

Table 3: Initial Combined Scores

Respondent	Combined Score 80 pts.
Dewberry Engineers Inc.	75.96
NV5 Geospatial	58.70
Sanborn Inc.	71.58
Surdex Corporation	69.13
Woolpert Inc.	71.42

Based on the Initial Combined Scores, with IDOA approval, the evaluation team elected to shortlist Dewberry, Sanborn, Surdex, and Woolpert.

E. Clarifications and Oral Presentations – Post-Clarification and Oral Presentation MAQ Scores

Clarifications were issued after the shortlist, followed by Oral Presentations. The Respondents' MAQ scores were reviewed and re-evaluated based on the responses to the clarification questions from the State and the Respondents' oral presentations. The scores for the Respondents after evaluation of the clarification question responses and oral presentations were as follows:

Table 4: Post-Clarification and Oral Presentation Management Assessment/Quality Scores

Respondent	MAQ Score 45 pts.
Dewberry Engineers Inc.	43.38
Sanborn Inc.	41.67
Surdex Corporation	36.42
Woolpert Inc.	41.75

F. Post-Best and Final Offer (BAFO) Opportunity – Cost Scores

The State elected to issue a BAFO opportunity to the shortlisted Respondents. The cost scoring as a result of the Respondents' BAFO Cost Proposals is as follows:

Table 5: Post-BAFO Cost Scores

Respondent	Cost Score 35 pts.
Dewberry Engineers Inc.	32.11
Sanborn Inc.	32.24
Surdex Corporation	35.00
Woolpert Inc.	28.66

G. Post-BAFO Scores

The combined scores for the Respondents' post-Clarification and Oral Presentation Management Assessment/Quality Scores and post-BAFO Cost Scores are listed below.

Table 6: Final Evaluation Scores

Respondent	MAQ Score (45)	Cost Score (35)	Combined Score (80)
Dewberry Engineers Inc.	43.38	32.11	75.49
Sanborn Inc.	41.67	32.24	73.90
Surdex Corporation	36.42	35.00	71.42
Woolpert Inc.	41.75	28.66	70.41

H. Preference Scoring

IDOA scored the Respondents in the following areas: Buy Indiana (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. The total score out of 103 possible points was tabulated and is as follows:

Table 7: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE*	WBE*	IVOSB*	Total Score
Points Possible	45	35	5	5 (+1 bonus pt)	5 (+1 bonus pt)	5 (+1 bonus pt)	100 (+3 bonus pt.)
Dewberry Engineers Inc.	43.38	32.11	0.00	0.63	0.90	5.00	82.01
Sanborn Inc.	41.67	32.24	0.00	1.25	0.90	-1.00	75.05
Surdex Corporation	36.42	35.00	0.00	0.63	-1.00	2.77	73.81
Woolpert Inc.	41.75	28.66	0.00	5.00	5.00	4.37	84.77

*See Sections 3.2.5 to 3.2.7 of the RFP for information on available M/WBE and IVOSB bonus points.

Award Summary

During the course of evaluation, the State scrutinized the proposals to determine the viability 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 four (4) years from the date of contract execution. There may be four (4) one-year renewals for a total of eight (8) years at the State's option.