



Eric J. Holcomb, Governor

Indiana Government Center South
402 West Washington Street, Room W469
Indianapolis, IN 46204

Award Recommendation Letter

Date: August 31, 2023

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

From: Stephanie Nelson, Procurement Consultant
Indiana Department of Administration

Subject: Negotiated Bid #24-76079
Wireless Tower Maintenance Services for All State Agencies

Estimated Four (4) Year Contract Amount: \$91,676.00

Based on the evaluation of the responses received for Negotiated Bid #24-76079, **Emergency Radio Service, LLC** is recommended for award to provide Wireless Tower Maintenance Services for All State Agencies. Terms of this recommendation are outlined in this letter.

The State received bids from two (2) Respondents:

- Emergency Radio Service, LLC dba ERS Wireless
- Sioux Falls Tower Specialist, Inc. dba VIKOR

The solicitation was issued as a Negotiated Bid to establish a statewide Quantity Purchase Agreement (QPA) for the following line items:

NORTH REGION				
	LINE ITEM	ITEM DESCRIPTION	UOM	ESTIMATED USAGE
Rates - Normal Service Hours	1	Technical Labor	Per Hour	50
	2	Travel to Site	Per Hour	25
	3	Service Call Charge	EA	1
	4	Tower Climb Charge	EA	1
Overtime Rates - Outside Normal Business Hours	5	Technical Labor	Per Hour	10
	6	Travel to Site	Per Hour	10
	7	Service Call Charge	EA	1
	8	Tower Climb Charge	EA	1

SOUTH REGION				
	LINE ITEM	ITEM DESCRIPTION	UOM	ESTIMATED USAGE
Rates - Normal Service Hours	1	Technical Labor	Per Hour	50
	2	Travel to Site	Per Hour	25
	3	Service Call Charge	EA	1
	4	Tower Climb Charge	EA	1
Overtime Rates - Outside Normal Business Hours	5	Technical Labor	Per Hour	10
	6	Travel to Site	Per Hour	10
	7	Service Call Charge	EA	1
	8	Tower Climb Charge	EA	1

Bid Summary

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements. When necessary, the State clarified with the Respondents to ensure specifications were met.

Purchasing Preferences Claimed

- **Emergency Radio Service, LLC** claimed and qualified for the Buy Indiana/Indiana Business Preference.
- **Sioux Falls Tower Specialist, Inc.** did not claim any price preferences.

Preferences claimed were applied to the bid and were considered in the evaluation¹.

Award Summary

The State awarded to the overall lowest bidder meeting all specification requirements. The final overall evaluation score is listed in the table below.

Bidder	Total Bid Amount	Preference	U.S. Manufactured	Total Evaluation Amount with Preference(s) Applied	Total Award Amount
EMERGENCY RADIO SERVICE, LLC	\$91,676.00	Indiana Business	No	\$87,092.20	\$91,676.00
SIOUX FALLS TOWER SPECIALIST, INC.	\$122,200.00	None	No	\$122,200.00	\$0.00

During the course of evaluation, the State scrutinized the bids to determine the viability of the proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the bids based on the stipulated criteria outlined in the bid documents.

Pending successful contract negotiations, the term of the contract shall be for a period of four (4) years from the date of contract execution.

Stephanie Nelson

Stephanie Nelson
Procurement Consultant

¹ Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining_DPAPManual.pdf](#) – see page 39-40
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