



# STATE OF INDIANA

Eric J. Holcomb, Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

## Award Recommendation Letter

Date: October 3, 2021

To: Erin Kellam, Deputy Commissioner, Procurement Division  
Indiana Department of Administration

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

Subject: Recommendation of Award for 615-23-72324

### Estimated Amount of Out Right Purchase: \$1,036,396.66

Based on the State's evaluation of responses received for Negotiated Bid 615-23-72324, Kiesler Police Supply is recommended for #1 and 5, Ray O'Herron #3, 8, 12, and 14 and U.S. Uniforms and Supply is recommended for line items #4, 6, 7, 9, 10, 11, and 13 for award to provide ammunition for Indiana Department of Correction (IDOC). Terms of this award recommendation are outlined in this letter.

The State of Indiana received proposals from four (4) bids:

- Covenant Tactical
- Kiesler Police Supply
- Ray O'Herron Co. Inc.
- U.S. Uniform and Supply

### Bid Summary

The solicitation was issued as a negotiated bid for an Outright Purchase for ammunition as follows:

Item #	Item Description	QUANTITY	UOM
1	#4 12 Gauge Buck Shot	95050	EA
2	.223 Simuntion	5000	EA
3	40MM CS Multiple Baton	171	EA
4	40MM Wood Baton	30000	EA
5	9MM 147 Gr. TMJ	563000	EA
6	Baffled Canister CS Grenade	652	EA
7	Exact Impact	1229	EA
8	Flameless Expulsion CS Grenade	735	EA
9	MK4 Streamer	11512	EA

10	MK9 Streamer	227	EA
11	MK9-OC FOGGER	269	EA
12	Pepper ball Inert Training round	47375	EA
13	Rubber Handball CS Grenade	727	EA
14	Speer Gold dot Hollow point 147 GR	102000	EA

The proposals were evaluated by IDOA and IDOC according to the criteria established in the bid documents. The supplier met the required and requested specifications. Therefore, the State evaluated the supplier for compliance and cost.

### **Award Summary**

No bids were received on item #2.

Ray O'Herron Co. Inc. is low on line item numbers 4, 6, 7, and 9 but with ISBP applied, U.S. Uniforms & Supply becomes low and is recommended for award.

Kiesler Police Supply is first low on item number 10, but with the Indiana Small Business Preference applied, U.S. Uniform becomes low and is recommended for award.

Covenant Tactical is first low on item number 13, Ray O'Herron Co. Inc. is second low, and Kiesler Police Supply is third low but with the Indiana Small Business Preference applied, U.S. Uniform and Supply becomes low and is recommended for award.

U.S. Uniform is low on item #8 however, they did not meet specifications, therefore Ray O'Herron Co. Inc. becomes low meeting specifications and is recommended for award.

Covenant Tactical, Ray O'Herron Co. Inc., and U.S. Uniforms & Supply claimed the U.S. Manufactured Preference on line item numbers 3, 4, 6, 7, 8, 9, 10, 11, & 13.

Kiesler Police Supply claimed and qualified for the Indiana Business Preference.

U.S. Uniform and Supply claimed and qualified for the Indiana Small Business Preference.

The table below outlines the award summary for 615-23-72324:

Respondent	Total Evaluation Amount	Preferences	Total Evaluation amount with Preference applied	Total Award Amount	Line Items Award
Covenant Tactical	\$1,048,599.51	U.S. Manufactured line items 3, 4, 6, 7, 8, 9, 10, 11, & 13	\$1,048,599.51	None	None
Kiesler Police Supply	\$1,124,339.63	Indiana Business Preference - 1%	\$1,113,096.23	\$207,259.15	1 & 5
Ray O'Herron Co. Inc.	\$1,020,229.90	U.S. Manufacture line items 3, 4, 6, 7, 8, 9, 10, 11 & 13	\$1,020,229.90	\$97,308.10	3, 8, 12 & 14
U.S. Uniforms & Supply	\$746,559.22	U.S. Manufactured and ISBP (15%)	\$645,701.45	\$731,819.41	4, 6, 7, 9, 10, 11, & 13

During the course of the evaluation, the State scrutinized the proposal to determine the viability of the proposed business solutions and ability to meet the goals of the program and the needs of the State. IDOA evaluated proposal response based on the stipulated criteria outlined in the bid documents.