



STATE OF INDIANA  
Eric Holcomb, Governor

Department of Administration  
Procurement Division  
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### Award Recommendation Letter

Date: December 14, 2020

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

From: David Brandon-Friedman, Senior Account Manager,  
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 21-2721, Identity Fraud Detection Services

Based on its evaluation of responses to RFP 21-2721, it is the evaluation team's recommendation that **LexisNexis Risk Solutions FL Inc.** be selected to begin contract negotiations to provide Identity Fraud Detection Services for the Indiana Department of Revenue (DOR).

The terms of this recommendation are included in this letter.

Estimated Contract Value: \$3,019,894.95

The evaluation team received three (3) proposals from:

1. Fast Enterprises, LLC
2. LexisNexis Risk Solutions FL Inc.
3. SHI International Corp.

The proposals were evaluated by DOR 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. SHI International Corp. did not meet all mandatory requirements. All other Respondents were deemed responsive and adhered to the mandatory requirements and were moved forward for evaluation.

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

The two (2) responsive Respondents’ proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

These areas were reviewed to assess the Respondent’s ability to serve the State:

- Respondent Information and Financial Stability
- Contract Terms/Clauses
- References
- Proposed Subcontractors and Team Structure
- Experience Serving State Government
- Experience Serving Similar Clients
- Proposal Overview
- Functional Requirements: Identity Fraud Detection Services
- Functional Requirements: Identity Investigative Tool for DOR Usage
- Functional Requirements: Identity Confirmation
- Functional Requirements: Modeling and Simulation
- Technical Requirements: Solution Overview
- Technical Requirements: Data Transmission
- Technical Requirements: Change Control Process
- Technical Requirements: Solution Maintenance
- Technical Requirements: State of Indiana Data
- Technical Requirements: Technical Support
- Technical Requirements: Disaster Recovery
- Staffing: Staffing Plan
- Staffing: Staff Qualifications
- DOR Security Standards

The evaluation team’s Round 1 scoring is based on a review of the Respondent’s proposed approach to each section of the Business Proposal and Technical Proposal as well as initial clarifications. The initial results of the Management Assessment/Quality Evaluation are shown below:

**Table 1: Management Assessment/Quality Scores Round 1**

Respondent	MAQ Score 45 pts.
Fast Enterprises, LLC	41.55
LexisNexis Risk Solutions FL, Inc.	39.75

**C. Cost Proposal (35 Points)**

Price points were awarded on the Respondents’ Costs as follows:

Score =

- If Respondent’s Cost amount is lowest among all Respondents, then score is 35.
- If Respondent’s Cost amount is NOT lowest among all Respondents, then score is:

$$35 * \frac{\text{(Lowest Respondent’s Cost amount)}}{\text{(Respondent’s Cost amount)}}$$

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

**Table 2: Cost Scores – Round 1**

<b>Respondent</b>	<b>Cost Score 35 pts.</b>
Fast Enterprises, LLC	28.27
LexisNexis Risk Solutions FL, Inc.	35.00

**D. First Round Total Scores**

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

**Table 3: Round 1 - Total Scores**

<b>Respondent</b>	<b>Total Score 80 pts.</b>
Fast Enterprises, LLC	69.83
LexisNexis Risk Solutions FL, Inc.	74.75

The evaluation team elected to invite both Respondents to give oral presentations.

**E. Post Oral Presentations, BAFO Evaluations, and Clarification Questions**

The Respondents' cost scores were updated based on their BAFOs. The Respondents' MAQ scores were reviewed based on the oral presentations and the responses to additional clarification questions. The scores for the Respondents after the oral presentations, BAFOs, and clarification questions were as follows:

**Table 4: Post-Oral Presentation, BAFO, and Clarification Questions Round 2 - Evaluation Scores**

<b>Respondent</b>	<b>MAQ Score (45)</b>	<b>Cost Score (35)</b>
Fast Enterprises, LLC	42.28	25.46
LexisNexis Risk Solutions FL, Inc.	38.18	35.00

**F. IDOA Scoring**

IDOA scored the short-listed 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. When necessary, IDOA clarified certain M/WBE and IVOSB information with the Respondents. Once the final M/WBE and IVOSB forms were received from the Respondents, the total scores out of 103 possible points were tabulated and are as follows:

**Table 5: Final Evaluation Scores**

<b>Respondent</b>	<b>MAQ Score</b>	<b>Cost Score</b>	<b>Buy Indiana</b>	<b>MBE*</b>	<b>WBE*</b>	<b>IVOSB*</b>	<b>Total Score</b>
<b>Points Possible</b>	<b>45</b>	<b>35</b>	<b>5</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>5 (+1 bonus pt.)</b>	<b>100 (+3 bonus pt.)</b>
Fast Enterprises, LLC	42.28	25.46	0	-1.00	-1.00	-1.00	64.74
LexisNexis Risk Solutions FL, Inc.	38.18	35.00	0	-1.00	-1.00	-1.00	70.18

\* See Section 3.2.5 of the RFP for information on available M/WBE bonus points.

**Award Summary**

During the course of evaluation, the State scrutinized all proposals to determine the ability of the proposed solutions to meet the goals of the program and the needs of the State. The evaluation team evaluated proposals based on the stipulated criteria outlined in the RFP document.

The term of the contract shall be for a period of five (5) years from the date of contract execution with no option for renewal.