



Eric J. Holcomb, Governor

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

Award Recommendation Letter

Date: February 8, 2024
To: L. Erin Kellam, Deputy Commissioner
Indiana Department of Administration
From: Angie Alexander, Procurement Specialist
Indiana Department of Administration
Subject: Recommendation of Selection for RFS 24-76653
Home Energy Rebate Program Service Provider (RFS)

Based on its evaluation of responses to RFS 24-76653, it is the evaluation team's recommendation that BLN, be selected to begin contract negotiations to administer the Home Energy Rebate Program (RFS).

*BLN has committed to subcontract 9.08% of the contract value to **Sondhi Solutions** (a certified Minority-owned Business (MBE)), 12.31% of the contract value to **RJL Solutions** (a certified Women-owned Business (WBE)), and 4.07% of the contract value to **Veteran Strategies** (a certified Indiana Veteran Owned Small Business (IVOSB)).*

The terms of this recommendation are included in this letter.

Initial contract term of five (5) years, and an, optional, one (1) year renewal, with an estimated contract amount of \$23,961,226.40.

The evaluation team received five (5) proposals from:

- 1. Accenture
- 2. BLN
- 3. CLEAResult
- 4. Crowe
- 5. Franklin Energy Services

The proposals were evaluated by IOT, Office of Energy Development (OED), 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)	50
3. Cost (Cost Proposal)	30
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 Enterprise 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 RFS. Scoring was completed as follows:

A. Adherence to Requirements

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. Five (5) proposals were deemed responsive and adhered to the mandatory requirements.

B. Management Assessment/Quality: Initial Scoring

The Respondents’ proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

Business Proposal

For the Business Proposal evaluation, the evaluation team considered the information the Respondent provided in the Business Proposal. These areas were reviewed to assess the Respondent’s ability to serve the State:

- Company Information
- References
- Program Planning and Design
- Program Implementation
- Community Benefits plan
- Education and Outreach Strategy
- Consumer Protection Plan
- Utility Data Access Plan
- Privacy and Security Risk Assessment
- Market Transformation Plan

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

Table 1: Round 1 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
Accenture	28.92
BLN	43.75
CLEARResult	28.50
Crowe	15.75
Franklin Energy Services	37.67

C. Cost Proposal (30 Points)

The price points on the Respondent’s Costs were awarded as follows:

Score =

The cost scoring :

- If Respondent’s Cost amount is lowest among all Respondents, then score is **30**.
- If Respondent’s Cost amount is NOT lowest among all Respondents, then score is:

$$30 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$$

Table 2: Round 1 – Cost Scores

Respondent	Cost Score 30 pts.
Accenture	23.90
BLN	19.69
CLEARresult	17.52
Crowe	30.00
Franklin Energy Services	13.67

D. First Round Total Scores and Shortlisting

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

Table 3: Round 1 – Total Scores (MAQ + Cost)

Respondent	Total Score 80 pts.
Accenture	52.81
BLN	63.44
CLEARresult	46.02
Crowe	45.75
Franklin Energy Services	51.34

E. Round 2 - Total Scores

The State elected to issue Best and Final Offers (BAFOs) to all 5 Respondents.

The combined final scores for the Respondents, based on Round 2 Management Assessment/Quality and BAFO Cost Scores are listed below.

Table 4: Round 2 - Evaluation Scores

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	30	80
Accenture	28.92	22.61	51.53
BLN	43.75	17.83	61.58
CLEARresult	28.50	16.48	44.98
Crowe	15.75	30.00	45.75
Franklin Energy Services	37.67	14.20	51.86

F. IDOA Scoring

IDOA scored the Respondents in the following areas: MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), IVOSB Subcontractor Commitment (5 points + 1 available bonus point), and Buy Indiana (5 points) using the criteria outlined in the RFP. IDOA requested updated M/WBE and IVOSB commitments from the Respondents who submitted BAFO Cost Proposals. Once the final M/WBE and IVOSB forms were received from the Respondent, the total scores out of 100 possible points were tabulated and are as follows:

Table 5: Final 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 pt.)
Accenture	28.92	22.61	5	5	5	5	71.53
BLN	43.75	17.83	5	5	5	5	81.58
CLEARresult	28.50	16.48	0	6	5	5	60.98
Crowe	15.75	30.0	5	5	6	6	67.75
Franklin Energy Services	37.67	14.20	0	5	-1	-1	54.86

* See Sections 3.2.5, 3.2.6, and 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 all proposals to determine the viability to meet the goals of the program and the needs of the State. The 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. There may be one-(1) year renewal for a total of six (6) years at the State's option.