



Eric J. Holcomb, Governor

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

**Award Recommendation Letter**

Date: September 12, 2024  
To: L. Erin Kellam, Deputy Commissioner  
Indiana Department of Administration  
From: Arthur L. Sample IV, Procurement Specialist  
Indiana Department of Administration  
Subject: Negotiated Bid #61-25-80272  
Emergency Vehicle Lighting

**Recommendation of Award for a period of 4 years with an estimated amount of \$1,275,509.05**

Based on the evaluation of the responses received for Negotiated Bid #61-25-80811, **Blunk Safety Systems Inc.** is recommended for award to provide Emergency Vehicle Lighting for All State Agencies. Terms of this recommendation are outlined in this letter.

The State received bids from two (2) Respondents:

- Blunk Safety Systems Inc.
- Federal Signal Corporation

The solicitation was issued as a Negotiated Bid for a period of (4) years of the following line items in Table 1:

Table 1  
Market Basket - Must Bid on All Market Basket Items

Line Item	Item Description	Model No.	Brand	UOM	Estimated Qty
8	Lightbar, 44"	Model# INTG44-2662791 Police Integrity Series or approved functional equivalent	Federal Signal	EA	150
25	Siren, Smart Siren Platinum 2000	Model# SSP200B or approved functional equivalent	Federal Signal	EA	60
24	Console (Printer), Dodge Charger (Item contains all parts identified in Attachment A of the bid documents)	Model C-VS-0909-CHGR-PM / Model 425-6631 or approved functional equivalent	Havis / Jotto	EA	150

28	Console, Dodge Ram Truck (Item contains all parts identified in Attachment A of the bid documents)	Model# C-VS-0814-RAM-2 or approved functional equivalent	Havis	EA	65
18	Lightbar, Internal Lighting System	Model# SILSD-2644775 SpectraLux ILS or approved functional equivalent	Federal Signal	EA	35
37	Vault SUV2.0 Weapons Locker Standard	SUV39-2-000	Estes	EA	650
48	12.5 Wide Flat 19" Vehicle - Specific Console with Printer Mount for Chevrolet Silverado, Ford F150, Ram 1500	C-VSW-1900-SILV-PM (Silverado) / C-VSW-1700-F150-PM-3 (F150) / C-VS-0814-RAM-2 **NO PRINTER CONSOLE AVAILABLE** (Ram)	Havis	EA	25
49	Console with printer mount for Dodge Durango	C-VS-1900-DUR-PM	Havis	EA	350
53	Setina T-Rail Free Standing Mount + Dual T - Rail Mount Kit - vehicle specific	GF1092* GK10301*	Setina	EA	40
20	Mount, Laptop	Model #UT101 or approved functional equivalent	Havis	EA	120

**Bid Summary**

The bids were evaluated according to the criteria established in the bid documents and their adherence to requirements.

**Award Summary**

The State awarded to the overall lowest bidder meeting all specification requirements. The evaluation details are listed in Table 2 below.

Table 2 - Total Bid Amount

Bidder	Total Bid Amount	Met all Specifications
Blunk Safety Systems Inc.	\$1,275,509.05	Yes
Federal Signal Corporation	\$1,588,535.10	Yes

Blunk Safety Systems Inc. claimed the U.S. Manufactured, Indiana Business, and Indiana Small Business preference. Federal Signal Corporation claimed the U.S. Manufactured preference. The Evaluation Amounts after preferences were applied were unchanged and are detailed in Table 3 below.

Table 3 - Evaluation Amount<sup>1</sup>

Bidder	Total Bid Amount	Preference	Evaluated Deduction	Evaluated Amount	U.S. Manufactured
Blunk Safety Systems Inc.	\$1,275,509.05	Indiana Small Business	\$191,326.36	\$1,084,182.69	X
Federal Signal Corporation	\$1,588,535.10			\$1,588,535.10	X

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 negotiations, there will be a period of four (4) years from the date of contract execution made with Blunk Safety Systems Inc.



Arthur L. Sample IV,  
Procurement Specialist

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<sup>1</sup> Indiana Code 5-22-15-21 subsection c, provides the state may make a purchase with the lower cost Bidder even if the other Bidder is eligible and claims the U.S. Manufactured preference.