



STATE OF INDIANA
Mike Braun, Governor

Department of Administration
Procurement Division
402 W Washington Street, Room W468
Indianapolis, Indiana 46204

Award Recommendation Letter

Date: April 17, 2025

To: Mark Hempel, Procurement Director,
Indiana Department of Administration

From: Angie Alexander, Procurement Specialist,
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 25-81018: State Psychiatric Hospital (SPH) Food Service

Based on its evaluation of responses to RFP 25-81018, it is the evaluation team's recommendation that Cura Hospitality, LLC be selected to begin contract negotiations to provide State Psychiatric Hospital (SPH) Food Service for the Family and Social Services Administration (FSSA), Division of Mental Health and Addiction (DMHA).

Cura Hospitality, LLC has committed to subcontract 9.02% of the contract value to MWF, LLC, a certified Minority-owned Business (MBE), 2.40% of the contract value to Acorn Distributors, Inc, a certified Women-owned Business (WBE), 9.62% of the contract value to Gerber & Company Foods, LLC, a certified Women-owned Business (WBE), and 4.00% of the contract value to Schert Foodservice Equipment, Inc, a certified Indiana Veteran-Owned Small Business (IVOSB).

The terms of this recommendation are included in this letter.

Estimated four (4) year Contract Value: **\$19,048,819.44**

The evaluation team received five (5) proposals from:

1. BBNH Enterprises, Inc.
2. Cura Hospitality, LLC
3. FW Distributing
4. Healthcare Services Group, Inc.
5. HHS, LLC

The proposals were evaluated by FSSA 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. All of the Respondents, except for FW Distributing, were deemed responsive, as they met the mandatory requirements listed in the RFP.

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

The four (4) responsive Respondents’ proposals were each evaluated based on their respective Business and Technical Proposals.

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

- Company Information
- References
- Overview of Contractor Responsibilities
- Purchasing and Warehousing and Delivery
- Preparation and Service
- Maintenance of Equipment
- Reporting and Collaboration
- Emergency Situations
- Staffing Requirements and Patient/Incarcerated Individuals as Workers
- Performance Requirements and Failure to Perform/Non-Compliance Remedies

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. 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.
BBNH Enterprises, Inc.	2.75
Cura Hospitality, LLC	14.75
Healthcare Services Group, Inc.	36.75
HHS, LLC	15.00

C. Cost Proposal (35)

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

Respondent	Cost Score 35 pts.
BBNH Enterprises, Inc.	34.18
Cura Hospitality, LLC	35.00
Healthcare Services Group, Inc.	31.06
HHS, LLC	33.38

D. First Round Total Scores

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

Table 3: Total Scores - Round 1

Respondent	Total Score 80 pts.
BBNH Enterprises, Inc.	36.93
Cura Hospitality, LLC	49.75
Healthcare Services Group, Inc.	67.81
HHS, LLC	48.38

With IDOA approval, the evaluation team elected to shortlist Cura Hospitality, LLC, Healthcare Services Group, Inc., and HHS, LLC based on Round 1 Total Scores. The evaluation team elected to invite these Respondents to give oral presentations. Additionally, the evaluation team issued clarification questions and a request for Best and Final Offers (BAFOs) to the Respondents.

E. Post Clarifications, Oral Presentations and BAFO Evaluations

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

Table 4: Post-Oral Presentations and BAFOs - Evaluation Scores - Round 2

Respondent	MAQ Score (45)	Cost Score (35)	Total Score (80)
Cura Hospitality, LLC	14.75	35.00	49.75
Healthcare Services Group, Inc.	36.75	31.01	67.76
HHS, LLC	18.25	33.58	51.83

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 Commitment (5 points) using the criteria outlined in the RFP. When necessary, IDOA clarifies certain MBE/WBE/IVOSB information with Respondents. Once the final MBE/WBE/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

Respondent	MAQ Score	Cost Score	MBE*	WBE*	IVOSB*	Buy Indiana	Total Score
Points Possible	45	35	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5	100 (+3 bonus pts.)
Cura Hospitality, LLC	14.75	35.00	6.00	6.00	6.00	0.00	67.75
Healthcare Services Group, Inc.	36.75	31.01	-1.00	-1.00	-1.00	0.00	64.76
HHS, LLC	18.25	33.58	-1.00	1.35	-1.00	0.00	51.18

* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available MBE/WBE/IVOSB 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.

The term of the contract shall be for a period of four (4) years from the date of contract execution. There may be two (2) one-year renewals for a total of six (6) years at the State's option.