

**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) 011620  
Entitled

**Tax-Exempt Municipal Leasing with Related Products and Services**

The following advertisement was placed November 21, 2019 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and November 22, 2019 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Tax-Exempt Municipal Leasing with Related Products and Services to result in a contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 16, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Autoflex, Inc.	Leasing 2
BankFunding, LLC	M&T Bank
Bridgewater Equipment Finance, a division of Bridgewater Bank	Macquarie Equipment Finance, Ltd.
Commercial Vehicle Leasing, LP DBA D&M Leasing	Mike Albert Fleet Solutions
Community First National Bank	Northland Capital Financial Services, LLC
Corporate Leasing Associates, Inc.	Portable Computer Systems, Inc.
District Fleet, LLC	Royal Bank of Canada
KS StateBank	ThorWorks Industries
Lease Servicing Center, Inc.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 16, 2020 at 4:31 pm CT. Proposals were received from the following:

Autoflex, Inc.  
Commercial Vehicle Leasing, LP DBA D&M Leasing  
Community First National Bank  
Lease Servicing Center, Inc.  
Leasing 2

Mike Albert Fleet Solutions

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, CPPB, Sourcwell Procurement Lead Analyst  
Michael Muñoz, CPPB, Procurement Analyst  
Stephanie Haataja, CPIM, Sourcwell Procurement Analyst  
Craig West, Sourcwell Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee used the Sourcwell RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Lease Servicing Center, Inc., dba National Cooperative Leasing, offers Tax Exempt Municipal Leasing as well as several other leasing options to fit member needs. They finance projects from \$3,000 to over \$5 million with terms from 12 months to 15 years. Their business model is both member and vendor focused, supported by robust training and education sessions. Lease Servicing Center has a detailed marketing plan, a strong dealer network and dedicated service force enabling them to service all members throughout the United States and Canada.

For these reasons, the Sourcwell Proposal Review Committee recommends award of Sourcwell Contract #011620 to:

Lease Servicing Center, Inc.

011620-NCL

The preceding recommendations were approved on March 11, 2020.

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Kim Austin, CPPB, Sourcwell Procurement Lead Analyst

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Michael Muñoz, CPPB, Sourcwell Procurement Analyst

Sourcwell

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DocuSigned by:

*Stephanie Haataja*

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Stephanie Haataja, CPIM, Sourcwell Procurement Analyst

DocuSigned by:

*Craig West*

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Craig West, Sourcwell Procurement Analyst

### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #011620 for Tax-Exempt Municipal Leasing with Related Products and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer