



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #030122**  
Entitled

**Fleet Management Services**

The following advertisement was placed January 11, 2022 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://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, January 12, 2022 in Oregon's *Daily Journal of Commerce*, and January 11 and January 18, 2022 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Fleet Management Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, 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://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 1, 2022, 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:

Accrete Consulting Solutions	LB Technology, Inc.
Amarillo Motors-F, Inc.	Merchants Automotive Group, LLC
Ample, Inc.	Mike Albert Leasing, Inc.
ARI Fleet Management	Miller Management & Striping
Automotive Rentals, Inc.	Multiforce Systems Corporation
Blink Network, LLC	Nationwide Auto Painting, Inc.
Car Toys, Inc.	Newbegin Enterprises, Inc.
Certified Tracking Solutions, Inc.	NuGen Go, LLC
Commercial Vehicle Leasing, LP DBA D&M Leasing	One Step GPS
Controlled Products, LLC	PrachtConsult SP
Coolsoft, LLC	Rossmann Enterprises, Inc. DBA MagneGrip
Deloitte, LLP	Schumaker and Company, Inc.
Diamond International Trucks, Ltd.	Sewell Fleet Management
Doering Leasing Co.	Shell Canada, Limited

Donlen, LLC	SHzoom Technologies, Inc.
Element Fleet Corporation	SkyHawk Telematics
Emergent Health Care Solutions, LLC	Sled Consulting, LLC
Enterprise Fleet Management, Inc.	TankVisions, Inc.
eTransEnergy	Think Global Solutions
Fermata, LLC	Tipton Ford
Five Star Express, LLC	TOMS TRUCK CENTER
Fleet Hoster	Toshiba America Business Solutions, Inc.
Fleetcard, Inc.	Total Environmental Concepts, Inc.
Ford	Track Star International, Inc.
Genuine Parts Company - NAPA IBS	Trapeze Software Group, Inc.
Goodyear Canada, Inc.	TurboClr International, Limited
GPSI, LLC	Utilimarc, Inc.
Harlow's Bus Sales, Inc.	Vecima Networks, Inc.
HERTZ CANADA	Veritiv Operating Company
Highland Electric Fleets, Inc.	Weldco Beales Manufacturing - USA
Honey Badger Analytics, LLC	Xos
ICF Consulting Canada, Inc.	Zonar Systems
King & George, LLC	LB Technology, 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 March 1, 2022, at 4:31:19 pm CT. Proposals were received from the following:

Ample, Inc.  
Automotive Rentals, Inc.  
Commercial Vehicle Leasing, LLC, dba D&M Leasing  
Doering Leasing Co. dba Doering Fleet Management  
Element Fleet Management Corp.  
Enterprise Fleet Management, Inc.  
eTransEnergy  
Five Star Express, LLC, dba Five Star Trucking, LLC  
Highland Electric Fleets, Inc.  
Merchants Automotive Group, LLC, dba Merchants Fleet  
Mike Albert Leasing, Inc., dba Mike Albert Fleet Solutions  
NuGen Go, LLC  
Sewell Fleet Management

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
Chris Robinson, CPSM, Procurement Manager  
Craig West, Procurement Analyst  
Beverly Hoemberg, Procurement Analyst

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Automotive Rentals, Inc., provides fleet leasing and purchasing options to acquire vehicles along with management programs for the entire life cycle of the vehicles. Their sales and service network can serve Sourcewell participating entities in the United States and Canada. ARI is also a certified Women's Business Enterprise by the Women's Business Enterprise National Council. They are offering favorable pricing terms along with solid discounts off their solutions.

Commercial Vehicle Leasing, LLC, dba D&M Leasing, is a full-service fleet management provider that offers vehicle leasing, fleet management, maintenance, fuel, telematics, and reporting solutions. Their sales associates can offer solutions to public agencies across the United States. D&M Leasing is also certified as a Historically Underutilized Business (HUB) and Minority Business Enterprise (MBE) by the State of Texas. Their pricing model provides competitive rates and discounts on their various acquisition and service options.

Element Fleet Management Corp. offers vehicle financing combined with integrated fleet management services. Their sales and service networks are available to Sourcewell participating entities in the United States and Canada. Element's client portal, Xcelerate, leverages technology to provide actionable data to assist users in the management of their fleet. They are offering advantageous pricing terms and discounts in their proposal.

Enterprise Fleet Management, Inc., provides a range of customizable fleet solutions from selection and acquisition to ongoing management services. Their sales and service network can support participating entities throughout the United States and Canada. Their customer website allows for customizable dashboards and drill down fleet reporting to enhance fleet oversight. Enterprise is offering solid acquisition terms to Sourcewell participating entities, along with significant discounts off MSRP.

Merchants Automotive Group, LLC, dba Merchants Fleet, offers a portfolio of flexible, tailored solutions to meet the unique needs of government fleets. Their sales and service force is capable of serving Sourcewell participating entities in the United States. Merchants' customer facing TotalView platform is focused on ease of use, efficiency, and access to information to provide greater insights to fleet managers. They are offering competitive discounts off their services and advantageous acquisition terms.


For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #030122 to:

Automotive Rentals, Inc.	#030122-ARI
Commercial Vehicle Leasing, LLC, dba D&M Leasing	#030122-CVL
Element Fleet Management Corp.	#030122-ELE
Enterprise Fleet Management, Inc.	#030122-EFM
Merchants Automotive Group, LLC, dba Merchants Fleet	#030122-MAG

The preceding recommendations were approved on April 8, 2022.

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

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Chris Robinson, CPSM, Procurement Manager

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Craig West, Procurement Analyst

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Beverly Hoemberg, 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 #030122 for Fleet Management 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