



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #081524
Entitled**

Aboveground Fuel and Fluid Storage with Related Hardware, Software, and Services

The following advertisement was placed June 27, 2024, in and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, June 27, 2024, and July 5, 2024, in *The Oklahoman*, June 28, 2024, and July 5, 2024, in the *USA Today*, June 28, 2024, in South Carolina’s *The State*, in the *Deseret News*, and in Oregon’s *Daily Journal of Commerce*, and on June 30, 2024, in the *Salt Lake Tribune*.

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Aboveground Fuel and Fluid Storage with Related Hardware, Software, and 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://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than August 15, 2024, 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:

Acterra Group, Inc.	Metro Environmental Services, LLC
AFD Petroleum Ltd.	Minuteman International Inc
Albarrie GeoComposite	Mr. Hudson's Cleaning Service LLC
American AI Logistics	Multiforce Systems Corporation
Capital Petroleum Service Ltd	National Energy Equipment
Computrol Fuel Systems Inc.	Oakes Grading Inc.
Core Engineered Solutions, Inc.	Power Fuelz Ltd.
Dover Fueling Solutions	PWXPress
E.J. Ward dba SimplyFuel Solutions	Queen & I Construction, LLC
eRepublic, Inc.	Quetica Consulting and Engineering
FuelCloud OPCO	SOA DNR Forestry
Gilbarco Inc dba Gilbarco Veeder-Root and ANGI Energy Systems	Southern Pump and Tank Company, LLC

Graco Inc	SYN-TECH SYSTEMS, INC
Jett Metals	The PlanIT Room
JF Acquisition, LLC	Thought Media
JF PETROLEUM GROUP	Titan Chemical Transfer Solutions, LLC dba Blue1 Energy Equipment
Lannon Tank Company	Trime US Inc.
Marvonne	U-Fuel, Inc.
Max Fuel Distributors Ltd	Unipak Corp.
MED DESIGN INC	Western International, Inc. DBA Western Global

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 August 15, 2024, at 4:30 p.m. Central Time. Proposals were received from the following:

- Acterra Group, Inc.
- Computrol Fuel Systems Inc.
- Core Engineered Solutions, Inc.
- Dover Fueling Solutions
- E.J. Ward dba SimplyFuel Solutions
- FuelCloud OPCO
- Gilbarco Inc dba Gilbarco Veeder-Root and ANGI Energy Systems
- Graco Inc
- JF PETROLEUM GROUP
- Metro Environmental Services, LLC
- Multiforce Systems Corporation
- SYN-TECH SYSTEMS, INC
- Titan Chemical Transfer Solutions, LLC dba Blue1 Energy Equipment
- Western International, Inc. DBA Western Global

Proposals were reviewed by the Proposal Evaluation Committee:

- Lisa Truax, CPPB, Senior Procurement Analyst
- Jonathan Love, MA, Procurement Analyst II
- Paul Dotson, MA, Associate DBIA, Procurement Analyst II
- Brittney Cotner, Procurement Analyst

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

Acterra Group, Inc. was formed in 2022, however, the Acterra brand has been active in petroleum equipment and fuel storage tanks since 1958. They provide a comprehensive range of fuel-related products and services sold directly to Sourcewell participating entities across the United States and Canada. The steel utilized for fabrication is certified recyclable American-made steel. Acterra Group offers competitive pricing to Sourcewell participating entities.

Computrol Fuel Systems Inc. is a fluid management system manufacturer that developed their first fuel solution in 1981. All their hardware and software are designed in-house, meeting UL and CSA standards and made in North

America. Computrol has a network of 30 partners and dealers providing service and solutions to Sourcewell participating entities across the United States and Canada. Computrol offers free initial training and a competitive discount for all products and services with their fluid management solutions.

Core Engineered Solutions, Inc. (CES) was formed to manufacture and market UL listed concrete encased aboveground storage tanks for petroleum products, an environmentally friendly alternative to underground storage tanks. As a single source provider, CES offers on-site training, start-up, and commissioning services for the tanks and all components. Pricing offered to Sourcewell participating entities across the United States and Canada is competitive and includes volume discounts on product and service orders.

Dover Fueling Solutions (DFS) is comprised of product brands including OPW Fuel Management Systems LLC (OPW-FMS), Wayne Fueling Systems LLC (Wayne), OPW Fueling Components LLC (OPW Retail Fueling), and Simmons Sirvey Corp. (Clearview). Their combined solutions deliver advanced fuel dispensing equipment, hardware and piping, fuel management systems, and containment solutions for conventional and alternative fuels. Their sales and service divisions have regional, in-house leadership and networks of distributors across North America. Their driplless nozzles provide for cleaner and greener fueling. Sourcewell participating entities receive competitive discounts and quantity discounts on purchases of 10 or more systems.

E.J. Ward, Inc. offers automated fuel management system technologies through a wide variety of products and services to participating entities across the United States and Canada. Their direct sales and service force, complimented by a network of distributors, provide coverage to all participating entities. E.J. Ward is a certified woman-owned business that provides competitive pricing for Sourcewell participating entities.

FuelCloud OPCO provides a comprehensive fuel management system that combines hardware, cloud-based software, and a mobile app. FuelCloud currently serves over 273,000 users across 5,300 active sites with services in all 50 U.S. states and internationally, maintaining a 98% customer retention rate. Their core, in-house technical support is available 24/7/365, at no cost. FuelCloud maintains a network of distributors and installers throughout the United States and Canada to serve and support Sourcewell participating entities. FuelCloud offers comprehensive discounts and tiered volume discounts to participating entities.

Gilbarco Inc dba Gilbarco Veeder-Root provides fuel dispensing technology and integrated fueling solutions. Their brands of Gasboy, Veeder-Root, Red Jacket, and Konect, provide a complete suite of products and services for fleet and fuel management. Their direct sales force support participating entities directly as well as their 200 authorized distributors and 5,000 certified installers located across North America. Gilbarco Veeder-Root offers competitive discounts to Sourcewell participating entities across the United States and Canada.

JF Petroleum Group (JF) operates 46 branch offices and five (5) distribution centers across the United States, with over 1,700 sales and 800 service personnel to distribute, install, and service aboveground fuel and fluid storage tanks and equipment. Their SentryTech fuel system technology provides remote system diagnostics which reduces service calls and increases up-time. JF offers competitive cooperative contract pricing and volume discounts to Sourcewell participating entities.

Syn-Tech Systems, Inc. offers fuel-related hardware, software, and services to meet the needs in the fuel, fleet, and energy management space. Syn-Tech's direct sales force works with their large network of 500 active distributors and 2,000 certified technicians to provide consistent service to participating entities across the United States and Canada. They offer Sourcewell participating entities competitive discounts and tiered volume discounts based on order size.

Titan Chemical Transfer Solutions, LLC dba Blue1 Energy Equipment provides complete fuel island infrastructure solutions for fleet customers of all sizes. Blue1's 40-plus sales staff and a supporting network of 900 sales representatives, along with their 10-service staff and 1,300 service technicians can provide prompt sales and service to Sourcewell participating entities across the United States and Canada. This allows Blue1 the ability to service every fuel site within 24 hours, provide 24/7 customer support, and emergency responses within 4 hours. Blue1 offers a competitive range of discounts and volume discounts on various systems.

Western International, Inc. DBA Western Global has over 60 years of experience in developing fuel storage and dispensing solutions for participating entities across the United States and Canada. Western Global has four, full-service locations across North America and a network of distributors to allow for quick availability and efficient shipment of fuel equipment, accessories, software, and services. They offer Sourcewell participating entities competitive pricing and volume discounts based on the quantity of tanks purchased.

For these reasons, the following awards of Sourcewell Master Agreement #081524 are recommended:

Acterra Group, Inc.	081524-ACR
Computrol Fuel Systems Inc.	081524-CUL
Core Engineered Solutions, Inc.	081524-CES
Dover Fueling Solutions	081524-DVR
E.J. Ward	081524-EJW
FuelCloud OPCO	081524-FUD
Gilbarco Inc	081524-GVR
JF PETROLEUM GROUP	081524-JFA
SYN-TECH SYSTEMS, INC	081524-SYS
Titan Chemical Transfer Solutions, LLC	081524-TAN
Western International, Inc. DBA Western Global	081524-WST

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Brittney Cotner

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Brittney Cotner, 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 #081524 Aboveground Fuel and Fluid Storage with Related Hardware, Software, 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 master agreements.
2. The procurement process and resulting master agreements 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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on December 17, 2024.

Signed by:


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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer