

**MASTER AGREEMENT #081325****CATEGORY: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories****SUPPLIER: Holz Motors Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Holz Motors Inc., 5961 S. 108th Place, Hales Corners, WI 53130 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for

ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on November 13, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP # 081325 to Participating Entities. In Scope solutions include:
 - a. Category 1: ALL engines, fuel, and propulsion type Automobiles, SUVs, Vans, and Light Trucks:
 - i. Vehicles of the following types and classifications:
 - (1) Automobiles: mini, subcompact, compact, coupe, sedan, and full size;
 - (2) Sport Utility Vehicles: cross-over, light duty, and heavy duty;
 - (3) Vans: passenger and cargo; and
 - (4) Light Trucks: light duty, half-ton, three-quarter ton, and one ton.
 - ii. Vehicles of the types and classifications in subsections 7 a. i. (1)-(4). above with upfitting designed for:
 - (1) Public safety applications;
 - (2) ADA and paratransit applications;
 - (3) Service bodies and utility bed for light trucks; and
 - (4) Equipment, lighting, technology, accessories, safety products, and upfitting services directly related to turnkey solutions for subsections 7 a. ii. (1)-(3).
 - iii. A wide range of vehicles by seating or cargo configurations, drive train options, trim levels, and optional equipment offerings.
 - iv. Proposers may include related equipment, accessories, supplies, parts, and services to the extent that the solutions are directly related to turnkey solutions for subsections 7 a. i. and 7 a. ii. above.

Proposers may include related equipment, accessories, and services to the extent that these solutions are ancillary or complementary to the equipment, products, or services being proposed.

- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**
- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or

conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or

contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further

certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
- Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
 - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
 - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
 - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
 - c) **Use; Quality Control.**
 - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under

this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
- \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
 - e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms

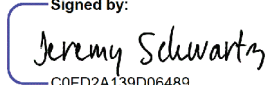
of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

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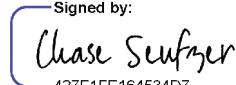
Sourcewell

Holz Motors Inc.

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 11/12/2025 | 7:00 PM CST

Signed by:

427F1FE164534D7...

By: _____
Chase Seufzer
Title: Commercial Sales Director

Date: 11/12/2025 | 2:20 PM CST

RFP 081325 - Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Vendor Details

Company Name: Holz Motors Inc.
Address: 5961 S. 108th Place
Hales Corners, Wisconsin 53130
Contact: Jake Obert
Email: jake@obertfleetsolutions.com
Phone: 217-653-8155
HST#: 39-0792093

Submission Details

Created On: Friday August 01, 2025 16:26:49
Submitted On: Thursday August 07, 2025 10:23:29
Submitted By: Jake Obert
Email: jake@obertfleetsolutions.com
Transaction #: ae4f07fb-e7c3-425d-8276-0890a3d5c489
Submitter's IP Address: 147.243.244.246

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer's corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Holz Motors Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	NA	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	39-0792093	*
5	Provide your NAICS code applicable to Solutions proposed.	441110	
6	Proposer Physical Address:	5961 S. 108th Place Hales Corners, WI 53130	*
7	Proposer website address (or addresses):	Holzmotors.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Chase Seufzer Commercial Sales Director 5961 S. 108th PL, Hales Corners, WI 53130 cseufzer@holzmotors.com 262-470-6426	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Jake Obert Contractor 5961 S. 108th PL, Hales Corners, WI 53130 jake@obertfleetsolutions.com 217-653-8155	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	NA	*

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Company History, Core Values, and Industry Longevity</p> <p>Founded in 1914, Holz Motors Inc. is one of the oldest and most respected Chevrolet dealerships in the United States. With over a century of continuous operation, Holz Motors has built a reputation for integrity, customer service, and community commitment. Located in Hales Corners, Wisconsin, we are proud to be a multi-generational, family-owned business dedicated to delivering innovative vehicle solutions that meet the evolving needs of both individual and commercial customers.</p> <p>Core Values</p> <p>Integrity – We believe in doing the right thing, every time.</p> <p>Customer First – Every decision we make centers around the customer experience.</p> <p>Accountability – We stand behind our promises and honor our commitments.</p> <p>Innovation – We embrace technology and adapt to new solutions to better serve our clients.</p> <p>Community – As a local business, we invest in and give back to the communities we serve.</p> <p>Business Philosophy</p> <p>Our philosophy is simple: treat people like family. Whether you're purchasing a single vehicle or managing a large fleet, we work to understand your unique needs and deliver solutions that align with your goals, budget, and timeline. We take pride in maintaining long-term relationships built on trust, reliability, and responsiveness.</p> <p>Industry Longevity Related to Requested Solutions</p> <p>With over 100 years in the automotive industry and decades of experience supporting government, municipal, and commercial fleet customers, Holz Motors has the depth of knowledge and operational capability to deliver Light to Heavy-Duty vehicle solutions at scale. Our experienced fleet and commercial sales teams are well-versed in bid fulfillment, upfitting coordination, and lifecycle vehicle support. Our proven track record positions us as a reliable and responsive partner in meeting your fleet and transportation needs.</p>
12	What are your company's expectations in the event of an award?	<p>Company Expectations in the Event of an Award</p> <p>In the event of a Sourcewell contract award, Holz Motors Inc. is fully prepared to meet the responsibilities and expectations associated with being a trusted national supplier. Our key expectations include:</p> <p>Collaborative Partnership with Sourcewell</p> <p>We expect to work closely with Sourcewell to promote the contract to eligible members, ensuring they understand the value, efficiency, and compliance advantages the contract offers.</p> <p>Streamlined Member Engagement</p> <p>We aim to provide Sourcewell members with a seamless procurement experience—including fast quoting, transparent pricing, and responsive communication—while maintaining strict compliance with all contract requirements.</p> <p>Scalable Vehicle Supply & Delivery</p> <p>With over a century of automotive experience and a dedicated commercial/fleet department, we anticipate fulfilling orders of varying size and complexity across a wide geographic footprint. We expect to coordinate vehicle upfits, manage logistics, and deliver on-time and on-budget.</p> <p>Marketing & Training Commitment</p> <p>We expect to actively promote the Sourcewell contract through targeted outreach, dealer training, marketing materials, and participation in Sourcewell-sponsored events to increase contract visibility and adoption.</p> <p>Exceptional Customer Service & Support</p> <p>We are committed to delivering post-sale support, warranty coordination, and ongoing service to ensure customer satisfaction long after delivery.</p> <p>Our goal is to be a reliable, responsive, and value-driven partner to Sourcewell and its members—delivering best-in-class vehicle solutions backed by the integrity and experience of Holz Motors.</p>

13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Holz Motors Inc. has operated continuously since 1914, making us one of the longest-standing Chevrolet dealerships in the United States. Our more than 100 years of uninterrupted service is a direct reflection of our financial strength, sound management practices, and ongoing operational success.	*
14	What is your US market share for the Solutions that you are proposing?	<p>As a single dealership, Holz Motors Inc. does not represent a direct national market share in the traditional OEM or manufacturer sense. However, we serve as one of the top-performing Chevrolet dealerships in the Midwest, with a proven track record in both retail and commercial fleet sales. Our strength lies in our ability to deliver customized, scalable solutions—including Light to Heavy-Duty trucks, vans, and chassis—across a wide range of customer needs.</p> <p>While we do not claim a defined percentage of total U.S. market share, we bring:</p> <p>Over 100 years of operational experience and trust in the automotive space</p> <p>Volume capability as a high-tier GM dealer with access to national fleet inventory</p> <p>Established relationships with upfitters and logistics providers to support multi-state vehicle delivery and customization</p> <p>Significant experience fulfilling government, municipal, and commercial contracts across Wisconsin and beyond</p> <p>In partnership with GM and supported by our dedicated commercial sales team, Holz Motors is well-positioned to help Sourcewell members access nationally competitive pricing and responsive service—while leveraging the scale and infrastructure of General Motors as the OEM.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>As a U.S.-based dealership, Holz Motors Inc. does not currently operate or deliver vehicles directly within the Canadian market and therefore does not hold a measurable market share in Canada for the proposed vehicle solutions.</p> <p>However, the products we offer—primarily Chevrolet light to heavy-duty trucks and fleet vehicles—are manufactured by General Motors, a major automotive brand with a well-established presence and distribution network across Canada. Should Sourcewell or its Canadian members require cross-border coordination, we are open to collaborating with General Motors Canada and authorized Canadian dealers to support fulfillment in compliance with applicable regulations.</p> <p>While Holz Motors does not maintain direct Canadian operations, we are committed to being a reliable partner for Sourcewell and are prepared to coordinate with GM's broader network as needed to support the contract's objectives.</p>	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	<p>Holz Motors Inc. confirms that neither the company nor any responsible party associated with this proposal has been involved in any bankruptcy proceedings—current or completed—within the past seven (7) years.</p> <p>Furthermore, should any bankruptcy proceeding be initiated during the pendency of this RFP evaluation, Holz Motors Inc. will promptly notify Sourcewell in writing, in accordance with the requirements outlined in the solicitation.</p>	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>Holz Motors Inc. is best described as a distributor/dealer/reseller. We are a franchised Chevrolet dealership authorized by General Motors to sell and service Chevrolet vehicles, including light-duty, medium-duty, and heavy-duty trucks.</p> <p>We maintain an active dealer sales and service agreement with General Motors and are authorized to represent GM products for both retail and fleet/commercial sales. Documentation confirming our authorization to act as a GM dealer is available upon request and will be provided in the upload section of this response.</p> <p>Our dealership operates as an independent, family-owned business. We are not company-owned by the manufacturer and instead operate under a franchise model as an authorized and certified representative of the GM brand.</p>	*

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>Holz Motors Inc. holds all required licenses and certifications necessary to operate as a franchised automobile dealership in the State of Wisconsin and to conduct business related to the sale, service, and delivery of vehicles contemplated in this RFP. This includes, but is not limited to:</p> <p>Licenses Held by Holz Motors Inc.:</p> <p>Wisconsin Motor Vehicle Dealer License – Authorizing the sale of new and used vehicles within the state</p> <p>Franchise Authorization from General Motors (Chevrolet) – Permitting the sale and service of Chevrolet-branded vehicles, including light-duty to heavy-duty trucks</p> <p>Wisconsin Sales and Use Tax Permit – Enabling proper collection and remittance of sales tax as applicable</p> <p>DOT and DMV Credentials – For titling, registration, and transportation of vehicles as required</p> <p>Commercial Vehicle Sales Certifications – Held by members of our commercial sales team to ensure compliance with fleet and government sales standards</p> <p>Subcontractors and Third-Party Partners:</p> <p>When required, we partner with licensed upfitters and transportation providers to complete vehicle customization or delivery. We ensure that all subcontractors:</p> <p>Are fully licensed and insured</p> <p>Maintain state and federal compliance for transportation, upfitting, and installation services</p> <p>Hold relevant safety and operational certifications, such as National Highway Traffic Safety Administration (NHTSA) compliance or FMVSS standards for modified vehicles</p> <p>Holz Motors conducts regular due diligence on all third-party vendors to ensure compliance with contract and regulatory obligations. Any documentation requested regarding these licenses or certifications will be provided upon request or in the upload section of this submission.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	<p>Holz Motors Inc. certifies that neither the company nor any responsible party associated with this proposal has been the subject of any debarment or suspension, current or past, within the past seven (7) years.</p> <p>Should any debarment or suspension occur during the pendency of this RFP evaluation, Holz Motors Inc. will provide immediate written notice to Sourcewell in accordance with the requirements outlined in the solicitation.</p>	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Over the past five years, Holz Motors Inc. has been consistently recognized for excellence in customer service, sales performance, and community engagement. Notable achievements include:</p> <p>GM Mark of Excellence Award (Multiple Years) Awarded by General Motors to top-performing Chevrolet dealerships that demonstrate outstanding performance in sales, customer satisfaction, and operational standards. Holz Motors has earned this prestigious recognition in multiple years for our commitment to delivering a superior customer experience.</p> <p>Chevrolet Elite Leaders Program Holz Motors has been named among Chevrolet's top-performing dealers nationally, based on volume, customer satisfaction, and overall dealer performance.</p> <p>Better Business Bureau (BBB) A+ Rating Reflecting our long-standing commitment to ethical business practices and customer trust.</p> <p>Local Community Recognition Consistently voted as a top dealership in regional publications and by local business groups for our contributions to the community, customer service, and longevity in the market.</p> <p>These awards reflect our ongoing commitment to quality, integrity, and service across all areas of our business—from individual vehicle sales to large-scale commercial and fleet solutions.</p>	*

21	What percentage of your sales are to the governmental sector in the past three years?	<p>Over the past three years, approximately 15–20% of Holz Motors Inc.'s total vehicle sales have been to the governmental sector, including municipalities, counties, state agencies, and other public entities. This includes both direct vehicle sales and fleet deliveries facilitated through state and cooperative purchasing contracts.</p> <p>Our commercial and fleet department is well-versed in the unique requirements of government procurement, including bid compliance, upfitting coordination, and delivery logistics. We continue to expand our public sector relationships and are committed to providing responsive and compliant solutions for governmental agencies across the region and beyond.</p>	*
22	What percentage of your sales are to the education sector in the past three years?	<p>Over the past three years, approximately 2–5% of Holz Motors Inc.'s total vehicle sales have been to the education sector, including public school districts, technical colleges, and universities. These sales typically support transportation departments, maintenance fleets, and administrative operations.</p> <p>While not the largest segment of our business, we have experience working with educational institutions and are familiar with their procurement processes, budget cycles, and vehicle requirements. Through cooperative purchasing agreements like Sourcewell, we aim to expand our support to educational entities with simplified, competitively bid solutions.</p>	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Holz Motors Inc. currently participates in the following state and cooperative purchasing agreements to support government and fleet vehicle sales:</p> <p>1. Wisconsin Department of Administration (DOA) – State Vehicle Purchasing Contract Type: State contract for the supply of new vehicles to authorized Wisconsin state agencies and political subdivisions</p> <p>Annual Sales Volume (Past 3 Years):</p> <p>2021: ~\$1.2 million</p> <p>2022: ~\$1.4 million</p> <p>2023: ~\$1.6 million</p> <p>2. General Motors Fleet Government Purchasing Programs Type: Manufacturer-supported national purchasing programs used by eligible government and non-profit entities</p> <p>Annual Sales Volume (Past 3 Years):</p> <p>2021: ~\$800,000</p> <p>2022: ~\$950,000</p> <p>2023: ~\$1.1 million</p> <p>3. Local Municipal and County-Level Bids (Various) Type: Contract awards through competitive local government solicitations</p> <p>Annual Sales Volume (Combined):</p> <p>2021: ~\$500,000</p> <p>2022: ~\$600,000</p> <p>2023: ~\$700,000</p> <p>At this time, Holz Motors is not yet participating in a national-level cooperative like Sourcewell or NASPO, but we are actively pursuing this opportunity to expand our reach and serve a broader range of public sector and education customers.</p>	*

24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>olz Motors Inc. does not hold a direct GSA contract but is an authorized dealer listed under Doering Fleet Management's GSA contract. Through this relationship, we have participated in the delivery and fulfillment of vehicle sales to federal agencies under the GSA schedule.</p> <p>This affiliation allows us to support federal procurement through a compliant channel, leveraging Doering Fleet's established contract structure while providing vehicles, coordination, and support directly through Holz Motors.</p> <p>Annual Sales Volume via GSA Participation (Past 3 Years, Estimated):</p> <p>2021: ~\$250,000</p> <p>2022: ~\$400,000</p> <p>2023: ~\$500,000</p> <p>We are committed to continued compliance with GSA guidelines and to expanding our federal capabilities through our relationship with Doering and other eligible procurement channels.</p>	*
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Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Doering Fleet Leasing	Bob Crowe	407-456-1561	*
West Milwaukee	Jason Jourdan	414-645-6238	*
The Prairie School	Steve Joost	262-930-6760	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	<p>Holz Motors Inc. maintains a dedicated and experienced sales force consisting of both retail and fleet/commercial sales professionals, supported by a full-service back office, finance, and delivery team.</p> <p>Commercial & Government Sales Team: Led by a dedicated Commercial Fleet Manager with over a decade of experience in government and fleet vehicle procurement</p> <p>Supported by a specialized commercial sales staff trained in bid compliance, contract execution, and vehicle upfitting coordination</p> <p>Experienced in handling complex orders for light-, medium-, and heavy-duty vehicles, including municipal and education sector clients</p> <p>Retail Sales Team: Over a dozen sales consultants focused on individual, small business, and retail customers</p> <p>Regularly trained by GM on new product lines, compliance, and technology updates</p> <p>Support Infrastructure: In-house title and registration clerks for multistate processing</p> <p>Finance and insurance team trained to support tax-exempt and municipal transactions</p> <p>Partnerships with fleet management companies and upfitters for turnkey vehicle solutions</p> <p>Our sales team is equipped to handle high-volume orders, multi-entity transactions, and ongoing account management. Through our GM franchise and Sourcwell partnership, we're ready to scale support to public sector customers nationwide.</p>	*

27	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Holz Motors Inc. operates as an authorized Chevrolet dealership and is part of the larger General Motors (GM) distribution network, enabling national delivery capabilities for the Solutions proposed under this RFP.</p> <p>Primary Delivery Method: Holz Motors will serve as the primary contract holder and fulfillment dealer, responsible for managing customer engagement, vehicle configuration, quoting, documentation, and delivery coordination.</p> <p>Vehicle delivery will be handled either directly by Holz Motors or through GM's extensive national transportation and logistics network, ensuring timely and compliant delivery across the U.S.</p> <p>Extended Network of Authorized Sellers: When necessary to support out-of-region customers or contract scale, Holz Motors may coordinate with:</p> <p>GM Business Elite dealers nationwide, who are authorized to perform pre-delivery inspections, titling, and local customer support</p> <p>Upfitting partners and certified installers to complete turnkey vehicle solutions, ensuring compliance with FMVSS and customer-specific requirements</p> <p>Fleet management companies (FMCs) and cooperative procurement partners (e.g., Doering Fleet, Enterprise Fleet Management) to facilitate broader coverage and delivery logistics</p> <p>All third-party sellers or service providers engaged under this contract will be:</p> <p>Fully licensed and insured</p> <p>Bound by Holz Motors' contract requirements and Sourcewell's terms</p> <p>Experienced in government and fleet contract fulfillment</p> <p>This hybrid model enables us to offer national reach with local support, ensuring all Sourcewell members—regardless of geography—receive consistent pricing, service quality, and delivery performance.</p>
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28	Service force.	<p>Holz Motors Inc. operates a full-service, factory-authorized service department capable of supporting the complete lifecycle of the vehicles delivered under this contract. Our service force includes both in-house technicians and access to a nationwide network of General Motors service centers, ensuring scalable and reliable support for Sourcewell members across the U.S.</p> <p>In-House Service Capabilities: Certified GM Technicians trained to service Chevrolet light-, medium-, and heavy-duty vehicles</p> <p>ASE-certified professionals with expertise in diagnostics, repairs, warranty claims, and preventive maintenance</p> <p>Dedicated commercial service advisors who manage fleet accounts and prioritize uptime for business and government clients</p> <p>Advanced diagnostic equipment and tools compliant with GM and NHTSA standards</p> <p>Extended National Service Network: As part of the General Motors dealer network, Holz Motors provides access to:</p> <p>Thousands of GM-authorized service centers nationwide</p> <p>Warranty and non-warranty repairs at any participating Chevrolet dealership</p> <p>Business Elite and Fleet Program support at certified dealers for expedited fleet service</p> <p>Support for Upfitted and Specialty Vehicles: Coordination with certified upfitters and third-party service providers for specialty components (e.g., plows, liftgates, utility bodies)</p> <p>Documentation and training provided to ensure local service centers can maintain or repair modified vehicles</p> <p>Holz Motors is committed to providing ongoing maintenance, service scheduling support, parts availability, and warranty processing to all Sourcewell members. Our goal is to minimize downtime and ensure long-term performance and reliability of every vehicle we deliver.</p>
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29	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>Holz Motors Inc. will serve as the primary point of contact and fulfillment dealer for all orders placed under the Sourcewell contract. We are responsible for managing the full lifecycle of each transaction—from quoting to delivery—and ensuring compliance with Sourcewell contract terms.</p> <p>1. Customer Engagement & Quoting Sourcewell members may contact Holz Motors directly via phone, email, or through an online request form.</p> <p>Our dedicated fleet and government sales team will gather customer requirements, recommend appropriate vehicle configurations, and provide a compliant quote reflecting Sourcewell pricing.</p> <p>2. Purchase Order Submission Once a member approves the quote, they will submit a Purchase Order (PO) to Holz Motors referencing the Sourcewell contract.</p> <p>We will confirm receipt, verify vehicle specifications, and initiate the factory order (if applicable) or match to in-stock inventory.</p> <p>3. Vehicle Procurement & Upfitting For factory orders, we submit the build directly to General Motors.</p> <p>If upfitting is required (e.g., plows, racks, utility bodies), Holz Motors coordinates with licensed third-party upfitters to meet the member's needs.</p> <p>4. Delivery Coordination Holz Motors arranges delivery either directly or through a GM-authorized transporter, ensuring compliance with all titling and registration requirements.</p> <p>In cases where local delivery or service support is required outside our immediate region, we may coordinate with GM Business Elite dealers or trusted delivery partners.</p> <p>5. Post-Sale Support We remain the primary contact for warranty support, parts orders, and service coordination.</p> <p>All service and warranty work can also be completed at any GM-authorized service center nationwide.</p> <p>Roles Summary:</p> <table><tr><th>Party</th><th>Role</th></tr><tr><td>Holz Motors Inc.</td><td>Contract holder; quoting; ordering; coordination; billing; delivery</td></tr><tr><td>GM</td><td>Vehicle manufacturing and factory order processing</td></tr><tr><td>Upfitters</td><td>Install specialty equipment or body modifications as required</td></tr><tr><td>Authorized Dealers (if needed)</td><td>Local delivery, inspection, or service support as applicable</td></tr></table>	Party	Role	Holz Motors Inc.	Contract holder; quoting; ordering; coordination; billing; delivery	GM	Vehicle manufacturing and factory order processing	Upfitters	Install specialty equipment or body modifications as required	Authorized Dealers (if needed)	Local delivery, inspection, or service support as applicable
Party	Role											
Holz Motors Inc.	Contract holder; quoting; ordering; coordination; billing; delivery											
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Upfitters	Install specialty equipment or body modifications as required											
Authorized Dealers (if needed)	Local delivery, inspection, or service support as applicable											

30	Demonstrate your ability and experience handling large order volumes for autos through light trucks.	<p>Holz Motors Inc. has extensive experience managing large-volume vehicle orders across a range of platforms—including sedans, SUVs, and light-duty trucks—for both public and private sector clients. Our capacity is backed by over 100 years of continuous operation, a dedicated fleet and commercial department, and our longstanding partnership with General Motors.</p> <p>Demonstrated Capabilities:</p> <p>Fleet Fulfillment:</p> <p>Holz Motors regularly fulfills multi-unit orders ranging from 10 to 100+ vehicles per transaction, including orders for municipalities, school districts, utilities, and private fleet operators.</p> <p>State and Local Government Contracts:</p> <p>We are a trusted vendor under the Wisconsin Department of Administration's state vehicle contract, where we've successfully delivered hundreds of vehicles over the past several years, including Chevrolet Silverado pickups, Tahoe SUVs, and Express vans.</p> <p>Logistics & Staging:</p> <p>Our facility is equipped to receive, stage, prep, and upfit large vehicle quantities efficiently. We coordinate with certified upfitters and GM's logistics network to ensure timely processing and delivery, even for complex builds.</p> <p>Project Management Expertise:</p> <p>Our team uses a centralized project coordination approach—assigning a dedicated point of contact for each large order, ensuring transparency, real-time updates, and issue resolution across procurement, upfitting, and transportation.</p> <p>Reliable OEM Pipeline Access:</p> <p>As a high-performing franchise Chevrolet dealer, Holz Motors has direct access to GM's fleet order management system and allocation channels, ensuring we can source and manage high-volume orders even in constrained inventory environments.</p> <p>Track Record of Success:</p> <p>Delivered over 500 vehicles in the past 36 months across multiple large fleet and public sector contracts</p> <p>Supported bulk orders for law enforcement, parks departments, utility fleets, and educational institutions</p> <p>Maintained 99% on-time delivery for orders with defined deadlines or fiscal year-end constraints</p>
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31	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>At Holz Motors Inc., delivering exceptional customer service is a core value that drives every interaction—from initial inquiry through post-sale support. Our Customer Service Program is built around responsiveness, accountability, and long-term partnership with our fleet, government, and commercial clients.</p> <p>1. Dedicated Account Management Each Sourcewell member will be assigned a dedicated Fleet & Government Account Manager, who serves as the single point of contact throughout the quoting, ordering, delivery, and post-sale stages. This ensures clear communication, fast follow-up, and personalized service.</p> <p>2. Response-Time Commitments We take pride in fast and effective communication. Our standard response times are:</p> <p>Initial Inquiry / Quote Requests: Within 1 business day</p> <p>Order Status Updates: Within 24 hours of request</p> <p>Post-Sale Support or Issue Resolution: Acknowledged within 4 business hours, with full resolution targeted within 1–3 business days, depending on complexity</p> <p>Urgent issues (e.g., vehicle delivery delays, service needs, warranty concerns) are escalated immediately through internal channels to ensure priority handling.</p> <p>3. Post-Sale Support & Lifecycle Care Warranty coordination is available through our in-house team or any GM-authorized dealer nationwide</p> <p>Parts ordering and delivery support available for upfitted or specialized components</p> <p>We provide scheduled maintenance reminders, service tracking, and vehicle records as part of our fleet support system</p> <p>4. Customer Feedback & Continuous Improvement We conduct follow-up surveys post-delivery and periodically throughout the customer lifecycle to gauge satisfaction and identify areas for improvement. Feedback is reviewed by senior management and acted upon promptly.</p> <p>5. Incentives and Internal Accountability To meet and exceed service expectations, we implement the following internally:</p> <p>Performance bonuses for fleet and service staff tied to customer satisfaction metrics</p> <p>Ongoing GM and OEM training for sales, service, and support teams to maintain up-to-date product knowledge and compliance</p> <p>Priority scheduling in our service department for fleet and government vehicles to minimize downtime</p>
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32	<p>Demonstrate in detail your ability to sell, deliver, and support vehicles sold on a master agreement throughout the contiguous United States; as well as sell, deliver, and support vehicles sold on contract in Alaska, Hawaii, US Territories, and Canada.</p>	<p>Nationwide and Cross-Border Sales, Delivery, and Support Capabilities</p> <p>Holz Motors Inc. has the infrastructure, OEM support, and proven experience necessary to sell, deliver, and support vehicles under a master agreement across the contiguous United States, as well as in Alaska, Hawaii, U.S. Territories, and Canada.</p> <p>1. Sales & Contract Management Holz Motors will serve as the contract lead and central point of contact for all Sourcewell member orders.</p> <p>Our experienced fleet and government sales team is trained to handle multi-jurisdictional procurement requirements, tax exemptions, and vehicle specifications that vary by region or agency.</p> <p>All contract pricing, terms, and documentation will be managed through our in-house commercial and compliance staff to ensure consistency and accountability across all regions.</p> <p>2. Delivery Capabilities: Continental U.S. Vehicles can be delivered directly by Holz Motors or via General Motors' national transportation and logistics network.</p> <p>We can coordinate with GM-authorized Business Elite dealers and fleet management companies (FMCs) nationwide to assist with local delivery, titling, pre-delivery inspection (PDI), and customer orientation.</p> <p>We have successfully fulfilled and coordinated bulk deliveries to multiple states, including final-mile staging and on-site delivery for public agencies and commercial fleets.</p> <p>3. Delivery Capabilities: Alaska, Hawaii, U.S. Territories For remote and non-contiguous regions, we partner with GM logistics providers and third-party shippers to arrange ocean freight transport and customs processing where necessary.</p> <p>We have experience shipping vehicles to ports and coordinating with local agencies or delivery partners to complete the final leg of delivery in:</p> <p>Alaska (e.g., Anchorage)</p> <p>Hawaii (e.g., Honolulu)</p> <p>U.S. Territories (e.g., Guam, Puerto Rico, U.S. Virgin Islands)</p> <p>4. Cross-Border Sales: Canada While Holz Motors does not operate directly in Canada, we are capable of coordinating cross-border fulfillment in collaboration with:</p> <p>General Motors Canada</p> <p>Authorized Canadian GM dealers</p> <p>Third-party fleet or export brokers when applicable</p> <p>This approach ensures compliance with Transport Canada regulations and any applicable import/export laws.</p> <p>5. Post-Sale Support Service & Warranty: Sourcewell members have access to any GM-authorized dealership for warranty and non-warranty service, regardless of where the vehicle was purchased.</p> <p>Parts & Upfitting Support: We coordinate with nationwide and regional upfitters to ensure post-sale support for specialty vehicles.</p> <p>Remote Support & Issue Resolution: Our commercial service advisors provide phone, email, and digital support for any service coordination, documentation, or escalation needed by the end user.</p>
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33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Holz Motors Inc. is fully capable and highly committed to providing our products and services to all Sourcewell participating entities across the United States and eligible international regions.</p> <p>Ability to Deliver As a franchised Chevrolet dealership and authorized fleet provider, we offer a wide range of vehicles—including light- to heavy-duty trucks, vans, SUVs, and specialty fleet vehicles—sourced directly through General Motors.</p> <p>We maintain the operational infrastructure, OEM access, and personnel to manage quoting, ordering, upfitting, delivery, and post-sale support at scale.</p> <p>Our experience fulfilling state contracts and multi-unit fleet orders positions us to efficiently serve cities, counties, schools, non-profits, and other Sourcewell members.</p> <p>Willingness and Commitment We are fully aligned with Sourcewell's mission to simplify the purchasing process for public agencies through competitively solicited cooperative contracts.</p> <p>Holz Motors is committed to:</p> <p>Offering contract-compliant pricing and documentation</p> <p>Responding promptly to inquiries and quote requests</p> <p>Providing lifecycle support including service, warranty, and parts coordination</p> <p>Educating Sourcewell members on how to utilize the contract for their benefit</p> <p>We are also willing to promote the Sourcewell contract through our fleet team, dealer network, and marketing efforts to expand awareness and adoption among eligible customers.</p> <p>Holz Motors looks forward to being a trusted, responsive, and long-term partner to Sourcewell and its vast network of participating entities nationwide.</p>
34	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Ability and Willingness to Serve Sourcewell Participating Entities in Canada</p> <p>Holz Motors Inc. is committed to supporting Sourcewell participating entities in Canada and has the operational relationships and flexibility to do so in coordination with General Motors Canada and its authorized dealer network.</p> <p>Ability to Provide Products and Services in Canada While Holz Motors is a U.S.-based Chevrolet dealership, we have the ability to facilitate cross-border vehicle sales through authorized export processes and in collaboration with Canadian GM dealers or fleet management partners.</p> <p>Our team is experienced in coordinating with upfitters, transporters, and brokers familiar with Canadian regulatory requirements, including Transport Canada compliance, customs, and provincial documentation.</p> <p>We can also provide vehicle sourcing, spec coordination, and documentation support for Canadian Sourcewell entities, while facilitating delivery and local service through GM's Canadian infrastructure.</p> <p>Willingness to Serve Canadian Entities Holz Motors is fully willing to engage with Sourcewell entities in Canada, including municipalities, education institutions, and non-profit organizations, and will ensure contract pricing and specifications are honored through compliant and efficient processes.</p> <p>We are open to:</p> <p>Coordinating deliveries through General Motors Canada-authorized dealers</p> <p>Collaborating with Canadian fleet management partners</p> <p>Providing remote consultation, spec review, and contract support</p> <p>Offering bilingual documentation and customer support if needed</p> <p>Holz Motors will work in partnership with Sourcewell and GM Canada to ensure that Canadian entities receive the same level of responsiveness, quality, and value as our U.S. customers.</p>

35	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Geographic Coverage Limitations</p> <p>Holz Motors Inc. is committed to serving all Sourcewell participating entities across the United States and Canada to the fullest extent possible under the proposed agreement.</p> <p>At this time, we do not identify any specific geographic areas in the United States or Canada that we will exclude or decline to serve. We are prepared to coordinate vehicle sales, delivery, and support in all regions, including:</p> <p>All 48 contiguous U.S. states</p> <p>Alaska and Hawaii</p> <p>U.S. Territories (e.g., Puerto Rico, Guam)</p> <p>All Canadian provinces and territories (in coordination with GM Canada and authorized partners)</p> <p>To ensure full service in more remote areas (e.g., Northern Canada or non-contiguous U.S. territories), we will leverage:</p> <p>General Motors' national and international logistics networks</p> <p>Authorized GM dealers and service centers</p> <p>Experienced third-party shippers and upfitters</p> <p>Holz Motors will work closely with Sourcewell and its members to meet local requirements and provide reliable delivery and post-sale support—regardless of location.</p>	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Holz Motors Inc. is fully committed to serving Sourcewell participating entities in Hawaii, Alaska, and U.S. Territories (such as Puerto Rico, Guam, and the U.S. Virgin Islands). However, due to geographic and logistical factors, there are a few special requirements and restrictions that may apply:</p> <p>1. Freight and Delivery Logistics</p> <p>All deliveries to non-contiguous areas will require ocean freight or air transport, coordinated through GM's authorized logistics providers or third-party shippers.</p> <p>Delivery timelines may be extended compared to mainland U.S. orders due to shipping schedules and port processing.</p> <p>Freight costs are not included in standard contract pricing and will be quoted separately based on destination, vehicle size, and volume.</p> <p>2. Registration and Compliance</p> <p>Participating entities are responsible for ensuring compliance with any local vehicle registration, emissions, and inspection regulations applicable to their jurisdiction.</p> <p>Holz Motors will provide manufacturer documentation (MSO, emissions certifications, etc.) and work with local authorities to support registration.</p> <p>3. Upfitting Considerations</p> <p>For upfitted vehicles (e.g., plows, service bodies, liftgates), we recommend installation be completed prior to shipment whenever possible.</p> <p>Certain specialized upfits may require coordination with local installers if on-site work is necessary after delivery.</p> <p>4. Warranty and Service Support</p> <p>Vehicles delivered to Hawaii, Alaska, and U.S. Territories will have access to GM-authorized service centers within those regions for warranty and maintenance support.</p> <p>Holz Motors remains available for remote assistance, parts sourcing, and service coordination, as needed.</p>	*
37	Describe in detail your history and experience selling vehicles to state and local government agencies, public and private K-12 and higher education, and non-profits.	<p>Holz Motors Inc., established in 1914, has over a century of experience in vehicle sales and service, including extensive work with state and local governments, public and private education institutions, and non-profit organizations. Our Fleet & Commercial Sales Department is specifically structured to support the unique procurement needs, compliance standards, and service expectations of public sector and mission-driven organizations.</p> <p>1. State & Local Government Agencies</p> <p>Holz Motors is a longtime approved vendor under the Wisconsin Department of Administration's State Vehicle Purchasing Contract, supplying vehicles to agencies such as:</p>	

Department of Natural Resources (DNR)

Department of Transportation (DOT)

County highway departments

Police and fire departments

Public works and utility fleets

Our team is experienced in bid submission, tax-exempt processing, fleet incentives, and upfitting coordination for law enforcement, plow, and utility builds.

2. K-12 and Higher Education

We've supplied vehicles to school districts, technical colleges, and universities throughout Wisconsin and the Midwest, including:

Student transportation vans

Maintenance and operations vehicles

Campus safety or public safety department vehicles

We understand the budgeting constraints and approval processes of educational institutions and provide customized quotes, board-ready documentation, and cooperative contract guidance to simplify procurement.

3. Non-Profit Organizations

Holz Motors has partnered with various non-profit organizations, community outreach programs, and faith-based institutions, delivering:

Passenger vans

Mobile outreach units

Cargo vans for logistics and distribution

We are experienced in working with grant-funded purchases, donor-supported fleet buys, and coordinating with non-profit boards and administrators.

Track Record & Capabilities

Over the past 5 years, we've delivered hundreds of vehicles to public agencies and organizations through direct sales, state contracts, and cooperative bids.

We've managed large, multi-vehicle orders with varying configurations and delivery locations.

Our team ensures ongoing support after delivery, including warranty coordination, parts sourcing, and maintenance planning.

Why Holz Motors for Public Sector & Non-Profits:

Dedicated commercial sales staff familiar with public procurement

Deep knowledge of vehicle lifecycle costs and operational fit

Access to GM fleet programs, incentives, and Business Elite resources

Strong relationships with upfitters and local service providers

Proven history of on-time, compliant, and customer-focused execution

Holz Motors takes pride in being a trusted, long-term vehicle partner for public and non-profit sectors, and we're fully prepared to scale our services to support Sourcewell members nationwide.

38	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes, Holz Motors Inc. will extend all terms of any awarded Sourcewell master agreement to eligible nonprofit entities in accordance with Sourcewell's cooperative purchasing guidelines.</p> <p>We recognize that nonprofit organizations often operate under similar budget constraints and procurement policies as public agencies. By extending the contract terms—including pricing, delivery terms, and support services—to nonprofit entities, we aim to support their missions while ensuring fair and transparent access to competitively bid vehicle solutions.</p> <p>Nonprofits must meet Sourcewell's eligibility criteria and be registered as participating entities to utilize the agreement. Once confirmed, we will work with them just as we do with government or educational institutions—providing responsive support, compliant documentation, and tailored solutions.</p>	*
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Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
39	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Holz Motors Inc. is fully committed to actively promoting the Sourcewell contract to public agencies, education institutions, and nonprofit organizations across our service area and beyond. Our marketing strategy is built around education, visibility, and targeted outreach, using both digital and traditional channels to drive awareness and utilization.</p> <p>1. Targeted Outreach to Eligible Entities We will directly contact existing municipal, county, and school district customers, informing them of the advantages of purchasing through the Sourcewell contract.</p> <p>Outreach will include personalized emails, printed collateral, and follow-up calls from our Fleet & Government Sales Team.</p> <p>We'll also notify local chambers of commerce, cooperatives, and nonprofit associations about the contract availability.</p> <p>2. Website Integration A dedicated landing page on the Holz Motors website will be created to explain the Sourcewell contract, eligible entities, purchasing process, and contact information for quotes.</p> <p>The page will include downloadable materials such as vehicle catalogs, contract highlights, and step-by-step instructions.</p> <p>3. Digital Marketing & Social Media Holz Motors will promote the contract via email campaigns and social media posts (LinkedIn, Facebook, and Twitter) targeted toward government and institutional buyers.</p> <p>Messaging will highlight contract benefits, vehicle availability, and how to easily buy through Sourcewell.</p> <p>4. Event Participation and Education We will represent the Sourcewell contract at government fleet expos, municipal meetings, and school business officer conferences in Wisconsin and neighboring states.</p> <p>Holz Motors will also offer informational webinars or onsite briefings to purchasing officials to help them understand and utilize the agreement.</p> <p>5. Coordination with Sourcewell We will collaborate with Sourcewell's marketing team to co-brand materials and share usage success stories or case studies.</p> <p>Holz Motors will ensure alignment with Sourcewell's branding guidelines and promotional efforts to maximize contract visibility.</p>	*

40	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>At Holz Motors Inc., we actively leverage technology, digital platforms, and data analytics to drive targeted and effective marketing campaigns—particularly in reaching public sector, education, and fleet buyers. Our strategy focuses on maximizing visibility, improving engagement, and generating qualified leads through data-informed decisions.</p> <p>1. Social Media Marketing We utilize platforms such as LinkedIn, Facebook, and X (formerly Twitter) to reach procurement professionals, fleet managers, and government buyers.</p> <p>Campaigns include targeted posts, vehicle spotlights, and contract education content, often promoted using paid ads with geographic and demographic filters.</p> <p>We track click-through rates, impressions, and engagement metrics to continuously refine messaging and timing.</p> <p>2. Website Analytics & SEO Our website is optimized for search engine visibility using relevant keywords like "government fleet vehicles," "cooperative purchasing," and "Sourcewell Chevrolet dealer."</p> <p>We use Google Analytics and Search Console to track traffic sources, user behavior, and conversion rates.</p> <p>Landing pages are optimized with clear CTAs (Calls-to-Action) and conversion tracking to monitor quote requests and form submissions.</p> <p>3. Email Campaigns and CRM Integration We use a Customer Relationship Management (CRM) system to segment public sector and nonprofit contacts and manage email campaigns tailored to their needs.</p> <p>Campaign performance is tracked using open rates, response rates, and follow-up activity, allowing us to identify high-value prospects and optimize future outreach.</p> <p>4. Data-Driven Market Insights We analyze bid data, fleet trends, and regional procurement activity to identify high-potential markets and tailor our outreach accordingly.</p> <p>We utilize data tools to track RFP release schedules, agency purchase cycles, and vehicle lifecycle trends to time marketing efforts for maximum impact.</p> <p>5. Digital Asset Sharing and E-Commerce Readiness We provide digital access to vehicle spec sheets, ordering guides, and Sourcewell contract summaries to streamline buyer decision-making.</p> <p>Our team is exploring future integration of online quote request portals for government buyers to simplify contract engagement.</p> <p>By combining real-time data, digital tools, and targeted messaging, Holz Motors delivers a modern, data-informed marketing strategy that raises awareness, drives engagement, and supports public sector and nonprofit clients through every stage of the procurement process.</p>
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41	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Sourcewell's Role in Promotion & Integration into Holz Motors' Sales Process</p> <p>Sourcewell's Role</p> <p>In our view, Sourcewell plays a vital role as both a contract facilitator and a national advocate for cooperative purchasing. By competitively soliciting and awarding contracts on behalf of its members, Sourcewell:</p> <p>Streamlines procurement for thousands of public and nonprofit entities</p> <p>Builds trust through transparency and compliance with public purchasing laws</p> <p>Promotes awarded vendors and solutions through national marketing, educational resources, and procurement events</p> <p>Expands awareness and usage through its network of participating entities across the U.S. and Canada</p> <p>Holz Motors views Sourcewell not just as a contract issuer, but as a strategic partner in expanding access to high-quality, competitively priced vehicle solutions.</p> <p>Integration into Holz Motors' Sales Process</p> <p>Holz Motors will fully integrate the Sourcewell-awarded agreement into our commercial, fleet, and government sales workflows, ensuring it becomes a core part of how we serve public and nonprofit clients. This includes:</p> <ol style="list-style-type: none"> 1. Sales Team Training <p>Train all fleet and government sales staff on contract terms, eligibility, pricing structure, and compliance</p> <p>Provide scripts, talking points, and job aids to guide conversations with eligible buyers</p> 2. Digital and Print Integration <p>Add a dedicated Sourcewell landing page on our website with contract details, eligible entities, and ordering steps</p> <p>Include Sourcewell references in vehicle quotes, proposal responses, and outreach materials</p> 3. Proactive Outreach <p>Use our CRM to identify and reach out to current and prospective public-sector customers who can benefit from the contract</p> <p>Promote the contract in email campaigns, social media, and in-person meetings with purchasing agents and decision-makers</p> 4. Quote & Ordering Process Alignment <p>Ensure quotes and POs clearly reference Sourcewell contract terms and number</p> <p>Provide streamlined documentation packages for auditors, legal teams, and board approvals</p> 5. Collaboration with Sourcewell <p>Coordinate with Sourcewell's marketing and education teams to co-promote success stories and contract value</p> <p>Participate in Sourcewell-led webinars or promotional events when invited</p> <p>By combining Sourcewell's broad reach and procurement credibility with Holz Motors' vehicle expertise and hands-on service model, we aim to maximize contract visibility, ease of use, and value for Sourcewell members nationwide.</p>
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42	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Yes, Holz Motors Inc. is capable of supporting e-procurement ordering processes and is committed to making the vehicle procurement experience as streamlined and compliant as possible for government and educational entities.</p> <p>1. E-Procurement Compatibility</p> <p>While Holz Motors does not maintain a standalone e-commerce portal, we support electronic ordering and integration with a wide range of commonly used government and education e-procurement platforms, including:</p> <p>Bonfire</p> <p>IonWave</p> <p>OpenGov</p> <p>Jaggaer (SciQuest)</p> <p>DemandStar</p> <p>ProcureNow</p> <p>State-specific portals (e.g., Wisconsin eSupplier)</p> <p>We can upload quotes, respond to electronic RFQs, and submit electronic invoices through these systems upon request.</p> <p>2. Process Overview</p> <p>For e-procurement-enabled customers:</p> <p>We provide digitally formatted quotes with Sourcwell contract pricing</p> <p>Purchase orders can be submitted electronically via the customer's procurement platform or email</p> <p>We return digital order confirmations, delivery estimates, and invoicing in formats compatible with most public-sector procurement software</p> <p>Sourcwell contract references and compliance documentation are included in every transaction</p> <p>3. Government and Education Usage</p> <p>Government and education clients have used e-procurement platforms to:</p> <p>Request and compare fleet vehicle pricing under multiple cooperative contracts</p> <p>Submit formal bids electronically using Sourcwell pricing</p> <p>Track purchase approvals and manage contract compliance digitally</p> <p>Expedite ordering and reporting workflows across departments</p> <p>We also support customers who prefer to use more traditional procurement processes (e.g., PDF POs, email submissions) but want documentation structured for easy upload into their internal e-procurement systems.</p> <p>Summary:</p> <p>Holz Motors supports a hybrid e-procurement model that meets the digital procurement preferences of Sourcwell members, offering contract-aligned, flexible, and technology-friendly ordering processes.</p> <p>Let me know if you'd like to add a screenshot of a sample e-quote or describe how you work with fleet management companies that use e-procurement portals.</p>
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
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43	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Holz Motors Inc. offers a range of vehicle training and orientation programs to ensure that Sourcewell members and their personnel are confident and equipped to safely and effectively operate and maintain the vehicles we deliver.</p> <p>1. Vehicle Orientation & Operator Training Standard for All Deliveries Every vehicle purchase includes a complimentary vehicle walk-through and operator orientation at the time of delivery or pickup. This training covers:</p> <p>Vehicle controls and features</p> <p>Safety systems</p> <p>Maintenance schedules</p> <p>Proper operation (especially for commercial trucks and upfitted units)</p> <p>Training is provided by a Holz Motors fleet sales or delivery specialist and is customized to the vehicle and end user.</p> <p>No cost is associated with standard orientation.</p> <p>2. Upfit and Equipment-Specific Training When vehicles are delivered with specialty equipment or upfits (e.g., plows, utility bodies, liftgates), we coordinate equipment-specific training provided by:</p> <p>The certified upfitter or installer</p> <p>Or, a Holz Motors representative trained on the installed equipment</p> <p>Training may be offered onsite or virtually, depending on the customer's location and needs.</p> <p>Standard training is included in the purchase unless otherwise specified. Optional extended or multi-site training may incur additional costs, which will be quoted in advance.</p> <p>3. Maintenance Training & Service Guidance Fleet and service managers can receive maintenance guidance tailored to the specific vehicle types purchased. This may include:</p> <p>Service interval overviews</p> <p>Warranty coverage education</p> <p>Tips for maximizing uptime</p> <p>We also offer parts and maintenance coordination support for government garages or local maintenance teams responsible for in-house servicing.</p> <p>4. GM OEM Training Resources For more advanced needs, we can connect Sourcewell members to General Motors-provided training materials, including:</p> <p>Fleet-specific user manuals</p> <p>EV and hybrid operational overviews (if applicable)</p> <p>Digital tutorials and service bulletins</p>
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44	Describe any technological advances that your proposed Solutions offer.	<p>The vehicle solutions offered by Holz Motors Inc., primarily Chevrolet-branded light to heavy-duty trucks and fleet vehicles, incorporate a wide range of cutting-edge technologies designed to enhance safety, efficiency, performance, connectivity, and fleet management. These advancements align with the evolving needs of Sourcewell's public sector, education, and nonprofit members.</p> <p>1. Advanced Safety Systems Modern Chevrolet vehicles include a suite of active safety and driver assistance technologies, such as:</p> <p>Forward Collision Alert</p> <p>Automatic Emergency Braking</p> <p>Lane Keep Assist with Lane Departure Warning</p> <p>Rear Park Assist and HD Surround Vision</p> <p>Teen Driver Mode (ideal for training fleets or student-operated vehicles)</p> <p>These features help reduce accidents, support liability reduction, and promote safer fleet operations.</p> <p>2. In-Vehicle Connectivity and Telematics Many models include:</p> <p>GM's OnStar® Vehicle Insights™ platform for real-time telematics, diagnostics, and driver behavior tracking</p> <p>4G LTE Wi-Fi hotspot capability for mobile workforces</p> <p>Wireless Apple CarPlay® and Android Auto™</p> <p>Remote vehicle access via mobile app for locking, unlocking, and remote start These tools support better fleet visibility, driver productivity, and maintenance planning.</p> <p>3. Electrification and Sustainability Options GM is aggressively expanding its electrified vehicle offerings. Holz Motors offers:</p> <p>Electric and hybrid vehicle options (where applicable) with support for:</p> <p>Regenerative braking</p> <p>Extended-range battery systems</p> <p>Zero tailpipe emissions</p> <p>Access to GM's EV telematics and battery diagnostics tools, supporting eco-conscious fleet strategies</p> <p>4. Productivity and Uptime Technology Trailer technology packages with up to 15 available camera views, trailer sway control, and smart hitch guidance</p> <p>Duramax® diesel and advanced gas engine platforms with automatic stop/start and fuel-saving technologies</p> <p>Over-the-air software updates for select models to enhance uptime and reduce service center visits</p> <p>5. Fleet Management Integration Vehicles can be ordered with compatibility for third-party fleet management systems, including:</p> <p>Geofencing</p> <p>Fuel monitoring</p> <p>Driver scorecards</p> <p>Maintenance alerts This gives Sourcewell members deeper control over fleet performance and cost management.</p> <p>Summary: Holz Motors, in partnership with General Motors, delivers vehicles that reflect the latest in commercial automotive innovation—helping Sourcewell members operate smarter, safer, and more efficiently in both day-to-day use and long-term fleet planning.</p>
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45	Describe any service contract options or extended warranties being offered with your proposal.	<p>Holz Motors Inc., in partnership with General Motors, offers a variety of optional service contracts and extended warranty programs to Sourcewell participating entities. These plans are designed to provide added peace of mind, protect vehicle investments, and reduce total cost of ownership for public and nonprofit fleets.</p> <p>1. GM Extended Limited Warranty Available on most new Chevrolet vehicles</p> <p>Extends the manufacturer's bumper-to-bumper coverage up to 5 years / 60,000 miles (from the standard 3 years / 36,000 miles)</p> <p>Coverage includes repairs due to defects in materials or workmanship</p> <p>2. GM Powertrain Limited Warranty Extension Up to 5 years / 100,000 miles on eligible fleet vehicles</p> <p>Covers major powertrain components such as engine, transmission, and drivetrain</p> <p>3. GM Protection Plan (Service Contract) Optional extended service contract that covers repairs beyond factory warranties</p> <p>Available in Powertrain, Silver, and Platinum tiers</p> <p>Coverage terms range up to 8 years / 150,000 miles</p> <p>Includes benefits such as:</p> <p>Roadside assistance</p> <p>Rental vehicle reimbursement</p> <p>Trip interruption protection</p> <p>Plans are fully transferable and accepted at all GM-authorized service centers nationwide</p> <p>4. Prepaid Maintenance Plans Allows Sourcewell members to prepay for routine maintenance (oil changes, tire rotations, inspections, etc.)</p> <p>Can be bundled into the vehicle sale</p> <p>Helps stabilize maintenance budgets and ensure service compliance</p> <p>5. Upfit-Specific Warranties For vehicles with specialized equipment (plows, liftgates, utility bodies), Holz Motors works with upfitters to provide component-specific warranties, typically ranging from 1 to 3 years, depending on the manufacturer.</p> <p>Documentation is provided at delivery, and Holz coordinates warranty support post-sale.</p> <p>Availability and Cost:</p> <p>All warranty and service contract options are optional and customizable to the member's needs</p> <p>Pricing varies based on vehicle model, coverage level, and term length</p> <p>Quotes are provided at the time of vehicle configuration or order finalization</p> <p>Holz Motors will work closely with each Sourcewell member to evaluate the best protection plan for their fleet based on expected usage, replacement cycles, and budget.</p>
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46	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	<p>Holz Motors Inc., in partnership with General Motors (Chevrolet) and certified upfit providers, offers comprehensive factory-backed warranties and optional extended warranties to all Sourcewell participating entities. These warranties are designed to ensure product reliability and minimize downtime for public sector, education, and nonprofit customers.</p> <p>1. Standard Manufacturer Warranties (New GM Vehicles) All new Chevrolet vehicles sold through this contract come with the following standard GM limited warranties:</p> <table border="1"> <thead> <tr> <th>Warranty Type</th> <th>Coverage</th> <th>Term</th> </tr> </thead> <tbody> <tr> <td>Bumper-to-Bumper Limited</td> <td>All parts and labor due to manufacturer defects</td> <td>3 years / 36,000 miles (whichever comes first)</td> </tr> <tr> <td>Powertrain Limited</td> <td>Engine, transmission, drive systems</td> <td>5 years / 60,000 miles (or up to 100,000 miles for fleet applications)</td> </tr> <tr> <td>Corrosion Protection</td> <td>Sheet metal corrosion</td> <td>3 years / 36,000 miles (perforation: 6 years / 100,000 miles)</td> </tr> <tr> <td>Roadside Assistance</td> <td>24/7 towing, jump start, lockout, etc.</td> <td>Duration of Powertrain Warranty</td> </tr> </tbody> </table> <p>Coverage Includes:</p> <ul style="list-style-type: none"> ✓ All defective OEM parts ✓ Labor costs for repairs or replacements ✓ No-cost service at any GM-authorized dealership nationwide ✓ Support in all 50 U.S. states, U.S. territories, and Canada <p>2. Upfitted Equipment Warranties For vehicles delivered with aftermarket upfits or accessories (e.g., snow plows, utility bodies, liftgates), Holz Motors ensures that:</p> <p>All installed components include the OEM warranty from the upfitter (typically 1–3 years, parts and labor)</p> <p>Warranty service is administered either through the upfitter directly or coordinated by Holz Motors for convenience</p> <p>When available, upfit warranties include field service options or technician dispatch for on-site repairs</p> <p>3. Warranty Administration Process Service Access: All warranty repairs can be completed at any GM-authorized service center nationwide—including in Alaska, Hawaii, U.S. Territories, and Canada</p> <p>Claim Process: Customers simply contact Holz Motors or a local GM dealer; the repair is authorized and covered directly through GM's warranty system</p> <p>Upfit Claims: Holz Motors acts as the liaison between the customer and the upfitter to resolve any equipment-related issues</p> <p>No additional cost to the Sourcewell member for warranty-covered work</p> <p>4. What's Covered (Under Standard Warranty): OEM Parts & Components: Yes</p> <p>Labor: Yes</p> <p>Technician Travel: Not typically included under GM warranty, but some upfitters may include field service depending on location and equipment</p> <p>Geographic Coverage: 100% of the U.S. and Canada, including U.S. territories and remote areas (some remote areas may require longer lead time for service coordination)</p> <p>Optional extended warranties and service contracts (outlined separately) are available for those who want to extend coverage terms, add roadside assistance, or include prepaid maintenance.</p> <p>Holz Motors is committed to ensuring every Sourcewell member receives full warranty support, simplified service access, and prompt issue resolution throughout the lifecycle of each vehicle.</p>	Warranty Type	Coverage	Term	Bumper-to-Bumper Limited	All parts and labor due to manufacturer defects	3 years / 36,000 miles (whichever comes first)	Powertrain Limited	Engine, transmission, drive systems	5 years / 60,000 miles (or up to 100,000 miles for fleet applications)	Corrosion Protection	Sheet metal corrosion	3 years / 36,000 miles (perforation: 6 years / 100,000 miles)	Roadside Assistance	24/7 towing, jump start, lockout, etc.	Duration of Powertrain Warranty
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47	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>At Holz Motors Inc., we recognize the importance of environmental responsibility and are committed to supporting sustainable practices in both our business operations and the vehicle solutions we provide to Sourcewell participating entities. Our approach combines dealership-level environmental initiatives with forward-looking vehicle offerings that support public sector sustainability goals.</p> <p>1. Dealership-Level Environmental Practices We actively implement environmentally responsible business practices, including:</p>															

a) Waste Reduction and Recycling
Comprehensive recycling program for oil, coolant, batteries, tires, and auto parts

Used motor oil and filters are collected and disposed of through EPA-certified hazardous waste vendors

Cardboard, plastics, and paper are recycled through local municipal programs
Certifying Partners: Local EPA-compliant waste haulers, Clean Harbors Environmental Services

b) Energy Efficiency
Upgraded facility lighting to high-efficiency LED systems

Installed programmable HVAC systems and insulation improvements to reduce energy usage

Water conservation measures in vehicle wash bays and service areas
Certifying Programs: ENERGY STAR® lighting certification, utility company rebate documentation

c) Digital Process Conversion
Shifted to electronic document management and e-signatures for vehicle sales and service operations to reduce paper consumption

E-invoicing and digital vehicle inspection systems now in place

2. Green Vehicle Solutions
We actively promote and support environmentally responsible vehicle solutions, including:

a) Chevrolet EV and Hybrid Offerings
Access to the Chevrolet Bolt EUV, Silverado EV, and other GM electric and plug-in hybrid platforms

Vehicles feature zero tailpipe emissions, regenerative braking, and advanced energy management systems
Certifying Agencies:

EPA SmartWay® Certified Vehicles

CARB (California Air Resources Board) compliance for applicable low-emission vehicles

SAE International compliance on EV safety and charging standards

b) Low-Emission Gasoline and Diesel Options
Many GM gasoline and Duramax® diesel models meet or exceed Tier 3 and LEV III emissions standards

Start/stop engine technology, aerodynamic improvements, and efficient drivetrain systems support fuel economy
Certifying Agencies:

EPA, NHTSA, and CARB

3. Support for Customer Sustainability Goals
We assist Sourcewell members in specifying green fleet options, estimating CO₂ reduction benefits, and identifying available state and federal incentives (e.g., Clean Cities programs, 45W tax credits)

Coordination with upfitters offering solar-powered auxiliary systems, lightweight bodies, and alternative fuel-compatible packages

Summary of Key Green Certifications and Programs:

Initiative	Certifying Agency / Program
EV & hybrid vehicle offerings	EPA SmartWay®, CARB, SAE
Dealership waste disposal	EPA-compliant hazardous waste vendors
Recycling & oil reclamation	Clean Harbors Environmental Services
Emissions compliance	EPA, CARB, NHTSA
Energy efficiency upgrades	ENERGY STAR®, Local Utility Rebate Programs
Digital documentation practices	Internal policy aligned with paper reduction goals

Holz Motors is proud to be a responsible corporate citizen and fleet partner, and we are committed to helping Sourcewell members meet their sustainability, compliance, and fleet electrification goals.

48	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>While Holz Motors Inc. does not directly hold third-party eco-certifications as a dealership, the vehicle solutions we provide through General Motors (Chevrolet) have earned several recognized green and sustainability certifications from respected agencies related to energy efficiency, emissions reduction, and life-cycle impact.</p> <p>Eco-Certifications for GM Vehicles Offered by Holz Motors:</p> <table><thead><tr><th>Certification / Label</th><th>Issuing Organization</th><th>Applies To</th></tr></thead><tbody><tr><td>EPA SmartWay® Certification</td><td>U.S. Environmental Protection Agency</td><td>Select Chevrolet vehicles (e.g., Bolt EV, Equinox, Silverado) for meeting low greenhouse gas and air pollution standards</td></tr><tr><td>CARB Certification (LEV III, ZEV)</td><td>California Air Resources Board</td><td>GM vehicles that meet Low Emission Vehicle (LEV) and Zero Emission Vehicle (ZEV) standards</td></tr><tr><td>SAE J1772 / EV Standards Compliance</td><td>SAE International</td><td>EV charging and safety systems across GM's electric vehicle lineup</td></tr><tr><td>GHG Emissions Compliance</td><td>U.S. EPA & NHTSA</td><td>All current model year GM light-duty vehicles meet or exceed federal fuel economy and GHG emissions standards under CAFE rules</td></tr><tr><td>Recycled Material Use & Sustainable Manufacturing</td><td>GM Sustainability Initiatives (3rd-party audited in ESG reports)</td><td>General Motors reports use of sustainable materials, water reduction, and landfill-free manufacturing at select plants</td></tr></tbody></table> <p>Life-Cycle & Sustainability Design Highlights from GM (Manufacturer of Proposed Solutions):</p> <p>Cradle-to-Cradle Principles: GM has implemented closed-loop recycling in select manufacturing plants and is pursuing carbon-neutral operations by 2040.</p> <p>Battery Recycling Programs: GM's EV battery platforms are designed for second-life reuse and recyclability, supported by partnerships with Li-Cycle and other providers.</p> <p>Landfill-Free Certified Plants: Over 80 GM global facilities, including U.S. plants producing Chevrolet vehicles, are certified landfill-free.</p> <p>Summary:</p> <p>While Holz Motors Inc. does not issue these certifications, the vehicles we deliver to Sourcewell members carry EPA- and CARB-certified eco-ratings, and are manufactured by an OEM (GM) actively engaged in third-party verified environmental and sustainability practices.</p> <p>We are proud to provide fleet solutions that contribute to lower emissions, fuel efficiency, and long-term sustainability for public sector customers.</p>	Certification / Label	Issuing Organization	Applies To	EPA SmartWay® Certification	U.S. Environmental Protection Agency	Select Chevrolet vehicles (e.g., Bolt EV, Equinox, Silverado) for meeting low greenhouse gas and air pollution standards	CARB Certification (LEV III, ZEV)	California Air Resources Board	GM vehicles that meet Low Emission Vehicle (LEV) and Zero Emission Vehicle (ZEV) standards	SAE J1772 / EV Standards Compliance	SAE International	EV charging and safety systems across GM's electric vehicle lineup	GHG Emissions Compliance	U.S. EPA & NHTSA	All current model year GM light-duty vehicles meet or exceed federal fuel economy and GHG emissions standards under CAFE rules	Recycled Material Use & Sustainable Manufacturing	GM Sustainability Initiatives (3rd-party audited in ESG reports)	General Motors reports use of sustainable materials, water reduction, and landfill-free manufacturing at select plants
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49	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Holz Motors Inc. stands apart from other dealerships and vehicle suppliers through a combination of deep industry experience, personalized service, national scalability, and a relentless focus on public sector needs. We bring a rare blend of big-fleet capability with small-business accountability, making us a uniquely positioned partner for Sourcewell participating entities.</p> <p>1. Over a Century of Trust and Stability Founded in 1914, Holz Motors is one of the oldest Chevrolet dealerships in the United States—a distinction that reflects proven longevity, reliability, and community commitment.</p> <p>Our history of serving government and fleet customers gives Sourcewell members a trusted, experienced partner for mission-critical purchases.</p> <p>2. Dedicated Public Sector & Fleet Team We maintain a specialized Fleet & Government Sales Division focused solely on serving municipalities, schools, nonprofits, and public agencies.</p> <p>This team understands the unique needs of government procurement—contract compliance, transparency, upfitting, delivery logistics, and lifecycle support—and integrates Sourcewell into our daily workflow.</p> <p>3. Full National Fulfillment Capability Through our alignment with General Motors and GM's Business Elite network, we offer nationwide vehicle delivery, upfitting, and service support across all 50 U.S. states, U.S. territories, and Canada.</p> <p>Our ability to coordinate orders across multiple locations, agencies, or departments simplifies complex fleet rollouts for larger entities.</p> <p>4. Turnkey Vehicle Solutions Holz Motors provides end-to-end fleet solutions—from vehicle spec consultation to factory ordering, upfitting coordination, and delivery.</p> <p>We work closely with certified upfitters to deliver ready-to-deploy vehicles for law enforcement, public works, education, and utility operations.</p> <p>5. Sourcewell Integration and Support We will offer a dedicated Sourcewell contact, streamlined ordering materials, and easy quote turnaround tailored to cooperative purchasing.</p> <p>Our internal processes ensure Sourcewell contract pricing, terms, and documentation are embedded into our sales, service, and accounting systems.</p> <p>6. Green Fleet Support Through our partnership with GM, we offer EV and hybrid vehicle options and guidance on fleet electrification planning, grant support, and sustainability goals.</p> <p>We assist in identifying state and federal incentives and provide access to EPA SmartWay-certified vehicles and low-emission powertrains.</p> <p>7. Personalized Service at Scale While many large suppliers treat contracts transactionally, Holz Motors maintains a personal, responsive, and relationship-driven approach.</p> <p>We take the time to understand each Sourcewell member's goals and tailor our solutions to their budget, fleet strategy, and operational needs.</p> <p>What Makes Our Solution Unique:</p> <ul style="list-style-type: none"> ✓ A century of reputation and reliability ✓ A fleet-focused team trained in public sector requirements ✓ Nationwide reach with local-level service ✓ Deep OEM alignment with General Motors ✓ Turnkey delivery of upfitted, ready-to-work fleet vehicles ✓ Integrated support for Sourcewell members and contract compliance ✓ Commitment to sustainability, transparency, and customer satisfaction <p>Holz Motors combines legacy, capability, and care—delivering the consistency of a major supplier with the service-minded approach of a local partner. For Sourcewell members, that means a seamless and dependable vehicle procurement experience from start to finish.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Women-owned business	*
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
52		Women Business Enterprise (WBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Women-owned business. Will provide at award.	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
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59	Describe your payment terms and accepted payment methods.	<p>Holz Motors Inc. offers flexible and compliant payment terms designed to meet the needs of public agencies, educational institutions, and nonprofit organizations purchasing under the Sourcwell contract.</p> <p>Standard Payment Terms Net 30 days from the date of invoice, unless otherwise agreed upon in writing</p> <p>Invoices are typically issued upon vehicle delivery or title transfer, depending on agency preference</p> <p>We are open to accommodating custom payment terms for qualified Sourcwell members, such as:</p> <p>Progressive billing for multi-vehicle or upfit-intensive orders</p> <p>Delayed billing for fiscal year-end constraints (with approval)</p> <p>Coordination with third-party fleet management companies or leasing partners</p> <p>Accepted Payment Methods We accept the following secure and commonly used payment methods:</p> <ul style="list-style-type: none"> ✓ ACH / EFT (Electronic Funds Transfer) – Preferred method for most government and institutional buyers ✓ Check / Bank Draft – Payable to Holz Motors Inc. ✓ Wire Transfer – Details provided upon request ✓ Procurement Cards (P-Cards) – Accepted for purchases that comply with agency card policies ✓ Financing / Leasing Arrangements – Can be coordinated through approved FMCs or lender partners <p>Sales Tax Exemption Holz Motors is experienced in working with tax-exempt entities and will honor valid exemption certificates during the invoicing process.</p> <p>We will assist with proper documentation to ensure compliant tax-free processing where applicable.</p> <p>We are committed to offering clear, flexible, and timely billing to meet the operational and fiscal requirements of Sourcwell members.</p>	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Holz Motors Inc. understands that many public agencies and educational institutions operate under budget constraints, fiscal year cycles, and capital planning restrictions. To support flexibility in vehicle acquisition, we offer a variety of leasing and financing options tailored to the needs of Sourcwell participating entities.</p> <p>1. Government and Municipal Leasing We work with approved municipal leasing providers that specialize in tax-exempt lease-purchase agreements (also known as lease-to-own or non-appropriation clauses), including:</p> <p>Open-ended or closed-end municipal leases</p> <p>Flexible terms typically ranging from 24 to 72 months</p> <p>No early payoff penalties</p> <p>Payments structured to fit annual budgets and cash flow cycles</p> <p>These arrangements are ideal for school districts, counties, and local governments seeking to acquire vehicles without a large upfront capital outlay.</p> <p>2. Educational Institution Financing For public and private K–12 schools, colleges, and universities, we can provide access to:</p> <p>Low-interest financing options through GM Financial or third-party lenders experienced in the education sector</p> <p>Optional payment deferral to align with grant disbursement schedules or semester-based budgets</p>	

		<p>Custom quote packages including vehicle, upfit, and extended warranty costs rolled into one monthly payment</p> <p>3. Third-Party Fleet Management Programs Through partnerships with leading fleet management companies (FMCs) such as Enterprise Fleet Management, Doering Fleet, and others, Sourcewell members can access:</p> <p>Operating leases with fleet maintenance, fuel management, and vehicle resale support</p> <p>Full-service lease packages that bundle acquisition, service, and replacement planning</p> <p>National programs pre-approved for public sector use</p> <p>4. GM Financial Government Programs As a GM-authorized dealer, Holz Motors can offer GM Financial municipal leasing and fleet programs, which include:</p> <p>Streamlined approval for tax-exempt entities</p> <p>Fixed-rate leasing with pre-set residual values</p> <p>Compatibility with Sourcewell contract pricing</p> <p>How It Works Holz Motors will help the customer determine whether leasing, financing, or outright purchase best fits their operational and budgetary needs.</p> <p>We coordinate quotes, paperwork, and approvals with the selected financing partner to ensure compliance, transparency, and efficiency.</p> <p>All financing options can be used in conjunction with Sourcewell contract pricing and terms.</p> <p>Summary of Leasing & Financing Options:</p> <table><tr><th>Program Type</th><th>Eligible Entities</th><th>Benefits</th></tr><tr><td>Municipal Lease-Purchase</td><td>Cities, counties, school districts</td><td>Own vehicle at end of term, no large upfront cost</td></tr><tr><td>Educational Institution Financing</td><td>K–12, higher ed, private schools</td><td>Flexible terms, deferred payments available</td></tr><tr><td>Full-Service Fleet Leasing (FMCs)</td><td>All Sourcewell members</td><td>Bundled fleet solutions, lifecycle support</td></tr><tr><td>GM Financial Government Programs</td><td>Public sector and nonprofits</td><td>Competitive rates, contract-compliant processing</td></tr></table> <p>Holz Motors is committed to helping Sourcewell members acquire the vehicles they need—on terms that align with their fiscal realities and long-term planning.</p>	Program Type	Eligible Entities	Benefits	Municipal Lease-Purchase	Cities, counties, school districts	Own vehicle at end of term, no large upfront cost	Educational Institution Financing	K–12, higher ed, private schools	Flexible terms, deferred payments available	Full-Service Fleet Leasing (FMCs)	All Sourcewell members	Bundled fleet solutions, lifecycle support	GM Financial Government Programs	Public sector and nonprofits	Competitive rates, contract-compliant processing	*
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61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>Holz Motors Inc. maintains a streamlined and transparent transaction process for all vehicle purchases made under cooperative and government contracts. For Sourcewell participating entities, we propose to use the following standard transaction documents, tailored as needed to reflect Sourcewell contract terms and the specific needs of the member:</p> <p>1. Order Forms / Vehicle Purchase Agreements Customized Vehicle Order Form (VOF) or Fleet Purchase Agreement, which includes:</p> <p>Vehicle year, make, model, and configuration</p> <p>Sourcewell contract number</p> <p>Final pricing (including discounts, upfits, and fees)</p> <p>Payment terms and delivery method</p> <p>This document is signed by both Holz Motors and the purchasing entity prior to vehicle procurement.</p> <p>2. Quote Sheet</p>																

An official Holz Motors fleet quote, which clearly references:

- Sourcewell contract pricing
- Any applicable government incentives
- Optional warranties, upfits, or delivery fees

Quotes are valid for a stated term and include a disclaimer that final pricing is contingent on manufacturer availability and build slot confirmation.

3. Terms and Conditions
Standard Terms & Conditions of Sale covering:

- Payment terms (typically Net 30)
- Title transfer policies
- Freight and delivery guidelines
- Warranty administration
- Cancellation or order change terms

These will be customized to align with Sourcewell's master agreement requirements and public sector purchasing laws.

4. Service Level Agreement (SLA) [If Applicable]
For large fleet orders or long-term service arrangements, an optional SLA may be provided to outline:

- Response times
- Post-sale support expectations
- Parts availability and service coordination

SLAs can be developed in collaboration with the participating entity upon request.

5. Delivery Receipt / Acceptance Form
Signed by the customer upon vehicle delivery, this form confirms:

- Vehicle inspection and condition at time of receipt
- Any discrepancies or issues noted for resolution
- Documentation of any training provided

6. Warranty and Registration Documents
Standard manufacturer-issued warranty cards, owner's manuals, and registration/title paperwork will be provided at the time of delivery or transfer.

All standard documents will be uploaded to the submission portal in the required format and can be modified to meet the specific legal or compliance needs of participating entities.

Holz Motors is also willing to review and sign participating entities' own purchase agreements or procurement forms, provided they align with the Sourcewell master contract framework.

*

62	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	<p>Yes, Holz Motors Inc. accepts P-card (procurement card) payments from Sourcewell participating entities as a form of payment for vehicle purchases and related services.</p> <p>Key Details: P-cards are accepted for full or partial payment, depending on agency policies and transaction limits.</p> <p>We accept all major cards commonly used by government and education entities, including Visa, Mastercard, and American Express.</p> <p>Additional Fees: No additional fees or surcharges will be added for Sourcewell members choosing to pay via P-card. The contract price remains the same regardless of payment method.</p> <p>We are committed to ensuring transparent and compliant pricing in alignment with the Sourcewell contract terms.</p> <p>Holz Motors supports a wide range of payment preferences and is happy to work with each participating entity's procurement team to ensure smooth, secure, and efficient transactions using P-cards or other approved methods.</p>	*
63	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	*
64	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>The pricing proposal submitted by Holz Motors Inc. for this Sourcewell contract is based on GSA (General Services Administration) fleet pricing, which is among the most competitive pricing structures available for public sector entities.</p> <p>Discount Structure: The pricing offered represents an average discount of approximately 15% to 25% off MSRP, depending on the vehicle make, model, and configuration.</p> <p>This discount structure is aligned with GSA Schedule pricing levels, which are pre-negotiated with the manufacturer (General Motors) and reflect high-volume, government-grade fleet pricing.</p> <p>Key Notes: Exact discount percentages may vary by vehicle class (e.g., light-duty vs. heavy-duty trucks), trim levels, and optional equipment packages.</p> <p>Sourcewell participating entities will receive equal or better pricing than GSA-listed pricing, ensuring compliance with competitive procurement standards.</p> <p>Holz Motors is committed to delivering transparent, pre-negotiated discounts that maximize value for Sourcewell members—without requiring time-consuming bid processes or volume thresholds. All quotes will clearly show MSRP, applied discount, and final contract price.</p>	*

65	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Holz Motors Inc., in partnership with General Motors Fleet, offers competitive volume-based discounts and incentive programs for Sourcewell participating entities. These programs are designed to reward bulk purchasing and long-term fleet planning by providing additional savings beyond base contract pricing.</p> <p>1. Quantity/Volume Discounts We offer tiered pricing discounts for multi-unit purchases under the Sourcewell contract. Discounts are applied based on the number of vehicles ordered at one time or under a coordinated fleet plan.</p> <table><tr><td>Order Quantity</td><td>Estimated Additional Discount (off MSRP)</td></tr><tr><td>1–4 units</td><td>Standard Sourcewell/GSA pricing (15–25%)</td></tr><tr><td>5–9 units</td><td>+1%–2% additional discount</td></tr><tr><td>10–24 units</td><td>+2%–3% additional discount</td></tr><tr><td>25+ units</td><td>+3%–5%+ additional discount (subject to OEM support)</td></tr></table> <p>Exact discount depends on vehicle model, build, and timing within the model year cycle.</p> <p>2. General Motors Fleet Incentive Programs Holz Motors will work with GM Fleet to ensure Sourcewell members receive all applicable manufacturer rebates, which may include:</p> <p>Volume Incentives – Available for fleet customers meeting annual vehicle purchase thresholds</p> <p>Loyalty or Competitive Conquest Rebates – For customers switching from a non-GM brand or continuing GM fleet purchases</p> <p>Upfit Rebates – Available for specific vocational vehicles requiring approved upfits (e.g., utility bodies, plows, racks)</p> <p>These rebates can range from \$500 to \$5,000+ per unit, depending on vehicle type and customer eligibility.</p> <p>3. Multi-Agency or Pooled Orders If multiple Sourcewell members collaborate on a regional or state-wide order, Holz Motors is willing to apply group volume pricing based on total combined units—even if delivery is split among different entities.</p> <p>4. Additional Incentive Considerations Early order discounts may apply when vehicles are ordered ahead of OEM production cycles</p> <p>Fiscal year-end promotions may be available during GM's closeout periods</p> <p>Financing and lease incentives may also apply when paired with GM Financial or approved FMCs</p> <p>Summary: Holz Motors is committed to helping Sourcewell members maximize every dollar spent through smart use of volume discounts and OEM-backed rebate programs. We will work directly with each member to identify the best savings opportunities based on order size, timing, and fleet profile.</p>	Order Quantity	Estimated Additional Discount (off MSRP)	1–4 units	Standard Sourcewell/GSA pricing (15–25%)	5–9 units	+1%–2% additional discount	10–24 units	+2%–3% additional discount	25+ units	+3%–5%+ additional discount (subject to OEM support)
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66	<p>Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.</p>	<p>Holz Motors Inc. understands that Sourcewell participating entities may occasionally require non-contracted (“open market”) items related to their vehicle purchases—such as specialty accessories, custom upfits, or aftermarket add-ons not covered under the base Sourcewell agreement.</p> <p>To support these needs while maintaining pricing transparency and contract integrity, we propose the following approach:</p> <p>1. Quote-Based Method (Standard) Holz Motors will provide a separate, written quote for any sourced item upon request.</p> <p>The quote will clearly indicate that the item is outside the Sourcewell contract and will include:</p> <p>Description of the item or service</p> <p>Manufacturer or vendor name (if applicable)</p> <p>Unit pricing</p> <p>Labor or installation costs (if applicable)</p> <p>Estimated delivery timeline</p> <p>2. Pricing Structure We offer two pricing options for participating entities to choose from:</p> <p>Option A: At Cost Plus a Fixed Percentage Sourced items will be offered at cost plus a markup of no more than 10% to cover administrative and handling expenses.</p> <p>This pricing structure ensures fairness while allowing flexibility for items such as:</p> <p>Custom lighting, decals, or signage</p> <p>Specialty racks or toolboxes</p> <p>Auxiliary electronics or communications equipment</p> <p>Post-delivery installations</p> <p>Option B: Pass-Through at Cost (for High-Volume or Public Safety Purchases) For mission-critical items (e.g., law enforcement vehicle equipment, accessibility mods), we are willing to provide the item at cost with no markup, provided the item is invoiced separately or as a direct reimbursement.</p> <p>3. Documentation and Approval Each open market item will be clearly separated from contract-covered items on quotes and invoices.</p> <p>The participating entity must acknowledge and approve the purchase of sourced items before order placement.</p> <p>All open market transactions will be fully documented for audit compliance.</p> <p>Summary:</p> <table><tr><td>Method</td><td>Pricing</td><td>Transparency</td></tr><tr><td>Quoted per item (default)</td><td>Based on market cost</td><td>Separate quote and invoice line</td></tr><tr><td>At cost + 10% (standard)</td><td>Cost + administrative fee</td><td>Full documentation provided</td></tr><tr><td>At cost (public safety/high-need items)</td><td>No markup</td><td>Available upon approval</td></tr></table> <p>Holz Motors is committed to providing Sourcewell members with the flexibility to procure all necessary vehicle-related products—while maintaining clarity, fairness, and compliance with cooperative contract guidelines.</p>	Method	Pricing	Transparency	Quoted per item (default)	Based on market cost	Separate quote and invoice line	At cost + 10% (standard)	Cost + administrative fee	Full documentation provided	At cost (public safety/high-need items)	No markup	Available upon approval
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67	<p>Identify any element of the total cost of acquisition that is</p>	<p>The pricing submitted by Holz Motors Inc. under this Sourcewell</p>												

NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>proposal is based on GSA-level vehicle pricing, which includes the base vehicle, standard factory equipment, and applicable Sourcewell discounts. However, certain additional costs may apply depending on the purchasing entity's specific needs. These are outlined below:</p> <p>1. Pre-Delivery Inspection (PDI) Included at no extra charge for vehicles delivered directly from Holz Motors.</p> <p>If a vehicle is delivered through a third-party GM-authorized dealer for final delivery in a different state, that dealer may charge a PDI fee (typically \$75–\$200).</p> <p>This charge is set by the local receiving dealer and is outside of Holz Motors' control.</p> <p>2. Upfit Installation / Equipment Integration Costs for aftermarket or vocational upfitting (e.g., racks, plows, utility bodies, lighting packages) are not included in base vehicle pricing.</p> <p>These costs are quoted separately and imposed by third-party certified upfitters who are contracted by Holz Motors on behalf of the Sourcewell member.</p> <p>Holz Motors coordinates installation and warranty support for these items.</p> <p>3. Freight and Delivery (Outside of Local Area) Vehicles delivered beyond our immediate service area may incur freight or transport fees, which are quoted based on distance and delivery method.</p> <p>These fees are typically charged by GM's national logistics providers or licensed vehicle transport companies working with Holz Motors.</p> <p>4. Optional Training (Onsite or Virtual) Standard vehicle orientation is included at no cost.</p> <p>If a participating entity requests onsite, multi-location, or extended operator training, this may incur additional charges (typically from \$250–\$750), depending on duration and travel requirements.</p> <p>This training is conducted by either Holz Motors personnel or upfitter/vendor representatives for specialty equipment.</p> <p>5. Tax, Title, Registration, and State Fees These costs vary by state or municipality and are not included in the base contract pricing.</p> <p>Holz Motors will assist with titling and registration and will pass through the exact fees imposed by DMV or licensing agencies.</p> <p>6. Documentation or Administrative Fees Holz Motors does not charge documentation or processing fees for Sourcewell members unless required by state law.</p> <p>If imposed, any such fee will be fully disclosed in advance.</p> <p>Summary Table:</p> <table><tr><th>Cost Element</th><th>Included in Base Price?</th><th>Charged By</th></tr><tr><td>Estimated Cost</td><td></td><td></td></tr><tr><td>Pre-Delivery Inspection (PDI)</td><td>Yes (if delivered by Holz)</td><td>Third-party dealer (if remote delivery)</td></tr><tr><td></td><td>\$75–\$200 (if applicable)</td><td></td></tr><tr><td>Upfit Installation</td><td>No</td><td>Certified third-party upfitters</td></tr><tr><td></td><td>scope (\$500–\$10,000+)</td><td></td></tr><tr><td>Freight/Transport</td><td>No (quoted separately)</td><td>GM logistics or private transporter</td></tr><tr><td></td><td>Based on location</td><td></td></tr><tr><td>Onsite/Extended Training</td><td>Optional</td><td>Holz Motors or upfit vendor</td></tr><tr><td></td><td>\$250–\$750 (if requested)</td><td></td></tr><tr><td>Title/Tax/Registration Fees</td><td>No</td><td>State or local DMV</td></tr><tr><td></td><td></td><td>Varies by state</td></tr><tr><td>Documentation/Admin Fees</td><td>No (unless required by law)</td><td>Holz Motors (rare)</td></tr><tr><td></td><td>\$0–\$199 (if applicable)</td><td></td></tr></table> <p>Holz Motors is committed to full transparency in pricing and will</p>	Cost Element	Included in Base Price?	Charged By	Estimated Cost			Pre-Delivery Inspection (PDI)	Yes (if delivered by Holz)	Third-party dealer (if remote delivery)		\$75–\$200 (if applicable)		Upfit Installation	No	Certified third-party upfitters		scope (\$500–\$10,000+)		Freight/Transport	No (quoted separately)	GM logistics or private transporter		Based on location		Onsite/Extended Training	Optional	Holz Motors or upfit vendor		\$250–\$750 (if requested)		Title/Tax/Registration Fees	No	State or local DMV			Varies by state	Documentation/Admin Fees	No (unless required by law)	Holz Motors (rare)		\$0–\$199 (if applicable)	
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		disclose all applicable charges in advance through clear, itemized quotes. No unexpected fees will be imposed without prior written approval from the purchasing entity.
68	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Holz Motors Inc. is committed to ensuring that Sourcewell participating entities receive timely, secure, and cost-effective delivery of all vehicles purchased under the awarded agreement. While freight, shipping, and delivery costs are not included in base vehicle pricing, we offer a comprehensive and transparent program to coordinate delivery nationwide—including remote regions, Alaska, Hawaii, U.S. Territories, and Canada.</p> <p>1. Delivery Options We offer the following delivery methods depending on the buyer's location and preference:</p> <p>a. Direct Delivery by Holz Motors Available for customers within our regional service area (primarily Wisconsin and neighboring states)</p> <p>Includes no additional freight cost, and includes free local delivery to government or school facilities</p> <p>b. Third-Party Delivery (Continental U.S.) For locations outside our local region, we arrange delivery through licensed and insured vehicle transport carriers or GM's national logistics partners</p> <p>Vehicles are shipped via:</p> <p>Open or enclosed car hauler (based on vehicle type and customer preference)</p> <p>Drive-away service when appropriate</p> <p>Delivery timelines typically range from 5–14 business days post-vehicle readiness</p> <p>c. Delivery to a Local GM Dealer We can coordinate vehicle drop-off at a GM-authorized dealership near the participating entity</p> <p>That dealer may perform final pre-delivery inspection (PDI) and facilitate local pickup</p> <p>d. Delivery to Alaska, Hawaii, and U.S. Territories Vehicles are transported by ground to port, then via ocean freight to the designated territory</p> <p>We manage all logistics, including port handling and necessary documentation</p> <p>e. Canadian Deliveries We coordinate cross-border delivery in partnership with GM Canada and authorized Canadian dealers</p> <p>Customs clearance, compliance with Transport Canada standards, and documentation are handled in coordination with our delivery partners</p> <p>2. Freight and Delivery Pricing All freight costs are quoted separately, based on:</p> <p>Distance from Holz Motors or GM assembly point</p> <p>Type of vehicle and shipping method</p> <p>Geographic challenges (e.g., rural access, island ports)</p> <p>We provide a firm delivery quote prior to order confirmation and obtain written approval before charging any freight-related fees</p> <p>3. What's Included in Delivery Vehicle preparation and inspection prior to shipment</p> <p>Loading, transport, and unloading at the delivery location</p>

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		<p>Final pre-delivery inspection (if performed by Holz or a GM partner)</p> <p>Basic vehicle orientation and documentation packet</p> <p>4. Delivery Communication & Tracking Sourcewell members receive:</p> <p>Estimated delivery date at time of order</p> <p>Shipping confirmation once the vehicle is in transit</p> <p>Delivery contact coordination for on-site access or required documentation</p> <p>A dedicated fleet coordinator manages all logistics and is available throughout the process</p> <p>Summary:</p> <table> <tr> <th>Delivery Method</th><th>Cost Included?</th><th>Who Delivers</th><th>Notes</th></tr> <tr> <td>Local delivery (WI & nearby)</td><td>Yes</td><td>Holz Motors</td><td>Free delivery for nearby Sourcewell members</td></tr> <tr> <td>Continental U.S. (remote)</td><td>No (quoted)</td><td>GM logistics or certified carrier</td><td>Based on distance and transport method</td></tr> <tr> <td>Alaska, Hawaii, U.S. Territories</td><td>No (quoted)</td><td>Ground + ocean freight partners</td><td>Port handling & customs included</td></tr> <tr> <td>Canada</td><td>No (quoted)</td><td>GM Canada or export logistics partner</td><td>Transport Canada compliance coordinated</td></tr> <tr> <td>Local GM Dealer Delivery</td><td>No (quoted if PDI charged)</td><td></td><td></td></tr> <tr> <td>Receiving dealership</td><td>PDI fee may apply</td><td></td><td></td></tr> </table> <p>Holz Motors ensures all vehicles are delivered ready to operate, with no unexpected costs or delays. We coordinate every step to give Sourcewell members a frictionless, transparent delivery experience.</p>	Delivery Method	Cost Included?	Who Delivers	Notes	Local delivery (WI & nearby)	Yes	Holz Motors	Free delivery for nearby Sourcewell members	Continental U.S. (remote)	No (quoted)	GM logistics or certified carrier	Based on distance and transport method	Alaska, Hawaii, U.S. Territories	No (quoted)	Ground + ocean freight partners	Port handling & customs included	Canada	No (quoted)	GM Canada or export logistics partner	Transport Canada compliance coordinated	Local GM Dealer Delivery	No (quoted if PDI charged)			Receiving dealership	PDI fee may apply			
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69	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Holz Motors Inc. is fully equipped to support Sourcewell participating entities located outside the continental U.S., including Alaska, Hawaii, Canada, and U.S. offshore territories such as Puerto Rico, Guam, and the U.S. Virgin Islands. We offer reliable, compliant, and fully coordinated delivery services to ensure vehicles arrive on time and in ready-to-use condition.</p> <p>1. Alaska Shipping Method: Ground transport to West Coast port (typically Seattle or Tacoma), then barge or ocean freight to Alaska (e.g., Anchorage)</p> <p>Delivery Coordination: Holz Motors or GM arranges transport and port handling; local delivery within Alaska can be arranged via in-state logistics partners</p> <p>Timeline: Typically 3–4 weeks from readiness</p> <p>Quote Basis: Freight is quoted separately and includes ocean transport, port fees, and inland delivery (if needed)</p> <p>2. Hawaii Shipping Method: Ground transport to West Coast port, followed by ocean freight to Honolulu or another Hawaiian island</p> <p>Delivery Coordination: Holz Motors works with certified transport partners who specialize in vehicle shipping to Hawaii; optional delivery to a local fleet yard or authorized GM service center</p> <p>Timeline: Typically 4–6 weeks depending on vessel schedules</p> <p>Quote Basis: Freight is quoted per unit and includes all required shipping documents and port delivery coordination</p> <p>3. U.S. Territories (e.g., Puerto Rico, Guam, U.S. Virgin Islands) Shipping Method: Ground transport to a qualified port of embarkation (e.g., Jacksonville, FL for Puerto Rico), then ocean freight to the designated territory</p> <p>Delivery Coordination: We partner with international freight brokers and GM's export logistics teams to manage the end-to-end process</p>																													

		<p>Regulatory Compliance: All export documentation and customs declarations are handled on behalf of the purchasing entity</p> <p>Quote Basis: Custom quotes provided depending on final delivery point and any inland transport needs</p> <p>4. Canada Delivery Method: Holz Motors coordinates cross-border shipment to participating Canadian entities via:</p> <p>Direct export (if requested)</p> <p>Coordination with GM Canada and authorized Canadian dealers for in-country delivery and PDI</p> <p>Compliance: All Transport Canada safety and emissions standards are addressed before delivery; vehicles will be delivered with export-ready documentation</p> <p>Registration Support: Customers are responsible for final provincial registration and taxes; we assist with documentation as needed</p> <p>Timeline: 2–4 weeks, depending on location and border processing</p> <p>Quote Basis: Delivery costs are quoted based on distance and provincial delivery point</p> <p>Summary Table:</p> <table><tr><th>Region</th><th>Shipping Method</th><th>Timeline</th><th>Quote Basis</th><th>Delivery Support</th></tr><tr><td>Alaska</td><td>Ground + Barge (Port of Tacoma/Seattle)</td><td>3–4 weeks</td><td>Per-unit, based on destination</td><td>Local delivery available upon request</td></tr><tr><td>Hawaii</td><td>Ground + Ocean Freight to Honolulu</td><td>4–6 weeks</td><td>Per-unit, port-to-door</td><td>On-island delivery coordinated</td></tr><tr><td>Puerto Rico & U.S. Territories</td><td>Ground + Ocean Freight (e.g., Jacksonville, FL)</td><td>4–6 weeks</td><td>Custom quote per location</td><td>Export compliance included</td></tr><tr><td>Canada</td><td>Export or GM Canada Dealer Coordination</td><td>2–4 weeks</td><td>Based on location/province</td><td>Delivery, PDI, and customs support provided</td></tr></table> <p>Holz Motors is committed to providing seamless and fully transparent delivery services to even the most remote or regulated locations. All freight and offshore delivery quotes are provided in advance, with no hidden fees, and we ensure compliance with all destination-specific regulations.</p>	Region	Shipping Method	Timeline	Quote Basis	Delivery Support	Alaska	Ground + Barge (Port of Tacoma/Seattle)	3–4 weeks	Per-unit, based on destination	Local delivery available upon request	Hawaii	Ground + Ocean Freight to Honolulu	4–6 weeks	Per-unit, port-to-door	On-island delivery coordinated	Puerto Rico & U.S. Territories	Ground + Ocean Freight (e.g., Jacksonville, FL)	4–6 weeks	Custom quote per location	Export compliance included	Canada	Export or GM Canada Dealer Coordination	2–4 weeks	Based on location/province	Delivery, PDI, and customs support provided
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70	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Holz Motors Inc. is committed to delivering a flexible, nationwide vehicle distribution program tailored to the diverse needs of Sourcewell participating entities. In addition to traditional dealer-to-agency deliveries, we offer several unique and value-added distribution and delivery options that enhance service, streamline deployment, and reduce downtime.</p> <p>1. Direct-to-Agency Delivery We offer direct delivery to the participating entity’s facility (e.g., public works yard, school district fleet garage) rather than requiring pickup from a dealership.</p> <p>This method eliminates logistical challenges for fleet administrators and saves time and resources for government and education customers.</p> <p>Includes on-site vehicle inspection and orientation upon request.</p> <p>2. Delivery via Local GM Dealer Partner Network For agencies located far from Holz Motors, we can coordinate vehicle transfer to a nearby GM-authorized dealership, where:</p> <p>Final pre-delivery inspection (PDI) is performed</p> <p>The agency can pick up the vehicle locally, reducing shipping complexity</p> <p>Ideal for rural or remote Sourcewell members</p>																									

		<p>3. Coordinated Fleet Rollouts / Staged Deliveries For large fleet orders, we offer staggered or phased deliveries based on customer scheduling needs or facility readiness.</p> <p>Holz Motors provides centralized project management to handle:</p> <p>Vehicle batching</p> <p>Regional deployment timing</p> <p>Delivery tracking and documentation</p> <p>Useful for multi-location school districts, public safety agencies, and municipalities upgrading fleets over time</p> <p>4. Turnkey Vehicle Delivery with Upfit Integration Vehicles that require custom upfits (e.g., snowplows, utility bodies, liftgates) are delivered fully upfitted and ready for immediate use.</p> <p>We coordinate upfitting through certified partners and handle:</p> <p>Quality control checks</p> <p>Final inspection</p> <p>Delivery to the designated end-user site</p> <p>This single-source delivery model minimizes vendor handoffs and shortens deployment time.</p> <p>5. Cross-Border and Offshore Fulfillment For Canadian and offshore U.S. deliveries, we offer:</p> <p>Customs-compliant export preparation</p> <p>Coordination with GM Canada dealers or third-party brokers</p> <p>Seamless cross-border logistics and Transport Canada compliance</p> <p>All vehicles are delivered port-to-door or through a designated local service partner</p> <p>6. Remote Delivery Monitoring & Communication We provide real-time updates throughout the shipping process, including:</p> <p>Estimated delivery windows</p> <p>Carrier contact details</p> <p>Final delivery confirmation with signed acceptance forms</p> <p>Summary of Unique Methods Offered:</p> <table><tr><td>Delivery Option</td><td>Benefit to Sourcewell Members</td></tr><tr><td>Direct-to-agency delivery</td><td>Saves time; avoids pickup logistics</td></tr><tr><td>Local GM dealer delivery</td><td>Offers regional flexibility and convenience</td></tr><tr><td>Staged rollout for large orders</td><td>Supports planning for large, multi-location deployments</td></tr><tr><td>Upfit-integrated turnkey delivery</td><td>Ensures vehicles are work-ready at delivery</td></tr><tr><td>Cross-border and offshore coordination</td><td>Enables compliance and access for remote members</td></tr><tr><td>Real-time communication & delivery tracking</td><td>Improves visibility and planning for receiving departments</td></tr></table> <p>By combining OEM logistics, fleet expertise, and a hands-on project management approach, Holz Motors delivers a uniquely responsive and scalable vehicle distribution program that aligns with the procurement and operational needs of Sourcewell members nationwide.</p>	Delivery Option	Benefit to Sourcewell Members	Direct-to-agency delivery	Saves time; avoids pickup logistics	Local GM dealer delivery	Offers regional flexibility and convenience	Staged rollout for large orders	Supports planning for large, multi-location deployments	Upfit-integrated turnkey delivery	Ensures vehicles are work-ready at delivery	Cross-border and offshore coordination	Enables compliance and access for remote members	Real-time communication & delivery tracking	Improves visibility and planning for receiving departments	*
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Real-time communication & delivery tracking	Improves visibility and planning for receiving departments																
71	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Holz Motors Inc. is committed to maintaining full compliance with all terms of the Sourcewell contract, including ensuring that all participating entities receive the contractually agreed-upon pricing, documentation, and service levels. To uphold this commitment, we will implement a formal self-audit process as part of our contract															

		<p>administration procedures.</p> <p>1. Contract Compliance Monitoring A designated Contract Compliance Coordinator will oversee all Sourcewell-related transactions to ensure proper contract pricing, documentation, and communication.</p> <p>All quotes and invoices issued to Sourcewell members will be clearly labeled with the Sourcewell contract number and will reflect the correct discounted pricing based on GSA or pre-negotiated fleet levels.</p> <p>2. Quarterly Internal Pricing Audits On a quarterly basis, Holz Motors will:</p> <p>Review a sample set of transactions with Sourcewell members</p> <p>Verify that the pricing provided matches the published Sourcewell pricing tiers or discount formulas (e.g., MSRP minus GSA-equivalent discount)</p> <p>Confirm proper inclusion or exclusion of eligible freight, upfit, or administrative charges</p> <p>Any discrepancies identified will be corrected promptly and, if needed, refunds or adjustments will be issued.</p> <p>3. Quote Template and Pricing Controls We use standardized contract quote templates embedded with pre-approved Sourcewell discount structures to eliminate pricing errors.</p> <p>All Sourcewell quotes will be pre-approved by our fleet and contracts team before being presented to a customer.</p> <p>4. Staff Training and Accountability Sales and fleet personnel handling Sourcewell transactions will be trained on contract pricing rules, eligibility requirements, and documentation standards.</p> <p>Staff will be required to submit deals through an internal review checkpoint before finalizing transactions with Sourcewell members.</p> <p>5. Documentation and Record Retention All Sourcewell-related quotes, POs, invoices, and communications will be securely stored for a minimum of 7 years for audit purposes.</p> <p>Records will be organized by contract number, entity name, and vehicle VINs for easy retrieval during audits or upon Sourcewell's request.</p> <p>6. Reporting to Sourcewell (Upon Request) Holz Motors is prepared to submit audit summaries or transactional reports to Sourcewell upon request, showing pricing adherence and member usage trends.</p> <p>We are also open to participating in cooperative program reviews or performance check-ins with Sourcewell's contract administration team.</p> <p>Summary of Compliance Controls:</p> <table><tr><th>Audit Component</th><th>Frequency</th><th>Purpose</th></tr><tr><td>Pricing verification audit</td><td>Quarterly</td><td>Ensure Sourcewell entities receive proper pricing</td></tr><tr><td>Contract quote review</td><td>Per transaction</td><td>Prevent non-compliant pricing or fees</td></tr><tr><td>Staff training & checkpoints</td><td>Ongoing</td><td>Maintain consistency and accountability</td></tr><tr><td>Record retention & documentation</td><td>Ongoing</td><td>Enable fast, transparent audit support</td></tr></table> <p>By maintaining a disciplined self-audit and oversight process, Holz Motors ensures that every Sourcewell participating entity receives the full benefit of the contract—with transparent pricing, fair treatment, and consistent delivery of value.</p>	Audit Component	Frequency	Purpose	Pricing verification audit	Quarterly	Ensure Sourcewell entities receive proper pricing	Contract quote review	Per transaction	Prevent non-compliant pricing or fees	Staff training & checkpoints	Ongoing	Maintain consistency and accountability	Record retention & documentation	Ongoing	Enable fast, transparent audit support
Audit Component	Frequency	Purpose															
Pricing verification audit	Quarterly	Ensure Sourcewell entities receive proper pricing															
Contract quote review	Per transaction	Prevent non-compliant pricing or fees															
Staff training & checkpoints	Ongoing	Maintain consistency and accountability															
Record retention & documentation	Ongoing	Enable fast, transparent audit support															
72	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether	If awarded a Sourcewell agreement, Holz Motors Inc. will implement a structured internal tracking system to measure contract															

you are having success with the agreement.	performance, identify areas for improvement, and ensure a high level of service to participating entities. These metrics will be reviewed monthly and reported quarterly to management.
	1. Sourcewell Contract Utilization Metric: Number of quotes and orders processed under the Sourcewell agreement
	Purpose: Measure adoption and interest from public sector entities
	Target: Growth in monthly/quarterly usage and repeat orders from participating members
	2. Quote-to-Order Conversion Rate Metric: Percentage of Sourcewell quotes that result in confirmed orders
	Purpose: Gauge effectiveness of outreach, pricing competitiveness, and sales follow-up
	Target: ≥ 60% conversion rate on qualified quotes
	3. Average Delivery Lead Time Metric: Days from order acceptance to vehicle delivery
	Purpose: Monitor fulfillment efficiency and flag bottlenecks in production, upfitting, or logistics
	Target: Maintain within industry benchmarks based on vehicle type and delivery region
	4. Customer Satisfaction Score (CSAT) Metric: Post-delivery survey rating (1–5 scale or Net Promoter Score)
	Purpose: Capture feedback from Sourcewell members on ordering experience, communication, and vehicle readiness
	Target: ≥ 90% satisfaction or positive recommendation rate
	5. Pricing Compliance Rate Metric: Percentage of Sourcewell transactions correctly priced according to contract terms
	Purpose: Ensure full compliance and support audit readiness
	Target: 100% pricing accuracy, verified through quarterly self-audits
	6. Geographic Coverage Expansion Metric: Number of Sourcewell members served across different U.S. states and Canadian provinces
	Purpose: Track outreach success and regional adoption
Target: Increase the number of unique participating entities served over time	
7. Upfit Coordination Success Rate Metric: Percentage of upfit-equipped vehicles delivered fully complete and on time	
Purpose: Monitor coordination quality with third-party upfitters	
Target: ≥ 95% of upfit deliveries completed without rework or delay	
Summary:	
Metric Goal	
Contract Utilization Steady growth in orders and participants	
Quote-to-Order Conversion ≥ 60%	
Delivery Lead Time Within industry benchmarks	
Customer Satisfaction Score (CSAT) ≥ 90% positive ratings	
Pricing Compliance 100%	
Geographic Coverage Expand to new Sourcewell regions	
Upfit Delivery Accuracy ≥ 95% complete and on time	
Tracking these key performance indicators ensures that Holz Motors	

		maintains high standards of service, compliance, and responsiveness, and that we continuously improve the value we deliver to Sourcewell and its members.	
73	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>Holz Motors Inc. proposes an Administration Fee of 1% of the total dollar value of all completed transactions made by Sourcewell Participating Entities under the resulting Master Agreement.</p> <p>This fee is:</p> <p>Calculated on the total invoiced amount, excluding taxes and fees not retained by Holz Motors (e.g., registration, titling, or DMV fees)</p> <p>Remitted quarterly, as defined in the reporting schedule of the Sourcewell Master Agreement</p> <p>Inclusive of all sales, whether direct or fulfilled through authorized dealers, provided they are completed under this contract</p> <p>This 1% fee is proposed in consideration of the value Sourcewell provides through its cooperative purchasing framework, marketing efforts, contract administration, and ongoing member engagement.</p> <p>Holz Motors is committed to full transparency and timely reporting, and we will ensure all administration fees are accurately calculated and remitted according to Sourcewell's requirements.</p>	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
74	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	GSA Pricing	*

Table 7A: Depth and Breadth of Offered Equipment Products and Services (200 Points, applies to Table 7A, 7B, and 7C or 7D)

Sourcewell is seeking proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories. Awards under this solicitation for Automobiles, SUVs, Vans, and Light Trucks will be in two (2) categories.

Proposers submitting a proposal in Category 1 as defined herein will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. For example, if a proposer offers vehicle solutions with Internal Combustions Engines (ICE) as well as vehicles with electric propulsion systems the Proposer should designate it is seeking an award in Category 1 ONLY.

Proposers seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems ONLY.

Line Item	Category Selection *	
75	Category 1: ALL engines, fuel, and propulsion type Automobiles, SUVs, Vans, and Light Trucks	*

Table 7B: Depth and Breadth of Offered Solutions

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>As an authorized Chevrolet and General Motors (GM) dealership with extensive experience in fleet and government sales, Holz Motors Inc. is proud to offer a broad range of new and used vehicle Solutions under our Sourcewell proposal. Our offerings are tailored to meet the diverse operational needs of government, education, nonprofit, and other public sector fleets across North America.</p> <p>1. New Vehicle Solutions (Chevrolet & GM Fleet)</p> <p>We offer the full line of Chevrolet and GM commercial vehicles, including light-, medium-, and heavy-duty models suited for public works, utilities, law enforcement, parks & recreation, education, and more. Available vehicle categories include:</p> <p>a. Light-Duty Pickup Trucks</p> <p>Chevrolet Silverado 1500 (Regular, Double, and Crew Cab)</p>

Chevrolet Colorado

2WD and 4WD options

Available with hybrid, gas, and diesel engines

b. Medium- and Heavy-Duty Pickup Trucks
Chevrolet Silverado 2500HD & 3500HD

Available with gas or Duramax diesel engines

Configurable with long/short bed, single/tandem rear wheels, and towing packages

c. SUVs and Crossovers
Chevrolet Tahoe and Suburban (available in police, SSV, or fleet trims)

Chevrolet Traverse, Equinox, and Trax

Ideal for government departments, education admin fleets, and first responders

d. Vans
Chevrolet Express Cargo and Passenger Vans (2500/3500)

Available with extended wheelbase and upfit packages for mobility, delivery, or technical use

e. EV and Electrified Options
Chevrolet Blazer EV

Silverado EV (when fleet configurations become available)

Vehicles equipped with GM's Ultium platform as available in production

f. Upfit-Ready Chassis
Cutaway and cab chassis for ambulance, box truck, service body, and utility applications

Partnering with certified upfitters to deliver turnkey solutions

2. Upfitting and Customization Services
We offer fully integrated vehicle upfitting services for participating entities requiring:

Snow plows and salt spreaders

Service bodies and utility cranes

K-9 transport modifications

Graphics, lighting, and sirens for emergency vehicles

Racks, bins, and shelving for trades and maintenance departments

Upfits are installed pre-delivery via certified third-party partners, and final delivery includes inspection and service documentation.

3. Used Vehicle Solutions (Optional)
While new vehicles are the primary offering under this contract, Holz Motors may offer used fleet-ready vehicles on a case-by-case basis, particularly when:

Lead times for new vehicles exceed mission needs

Budget limitations are a factor

Lightly used, low-mileage vehicles are available from manufacturer fleet returns or trade-ins

Used vehicles are:

Late-model (typically under 4 years old)

Fully inspected and reconditioned

Delivered with available manufacturer warranty or certified used coverage

All used vehicle offerings will be clearly labeled as such and offered only with Sourcewell member approval.

		<p>4. Leasing & Financing Options</p> <p>For members that require flexibility in funding, Holz Motors can connect Sourcewell participants with:</p> <p>GM Financial lease programs (open or closed-end)</p> <p>Municipal leasing for tax-exempt fleets</p> <p>Third-party lease/purchase or financing via Doering Fleet or approved lending institutions</p> <p>5. National Delivery and Service Support</p> <p>All vehicles offered include:</p> <p>Nationwide delivery coordination (including Alaska, Hawaii, U.S. Territories, and Canada)</p> <p>Service and warranty coverage through the GM dealer network</p> <p>Dedicated support from Holz Motors fleet team for quoting, spec consultation, and contract compliance</p> <p>Summary of Solutions Offered:</p> <table><tr><th>Solution Category</th><th>Included</th></tr><tr><td>New Chevrolet/GM vehicles</td><td>Light- to heavy-duty trucks, SUVs, vans, EVs, chassis</td></tr><tr><td>Certified Upfitting</td><td>Law enforcement, public works, mobility, utility</td></tr><tr><td>Used fleet vehicles (optional)</td><td>Inspected and reconditioned; offered when available</td></tr><tr><td>Leasing & financing options</td><td>GM Financial, municipal leasing, third-party fleet partners</td></tr><tr><td>Delivery and service</td><td>All 50 states, U.S. Territories, and Canada with nationwide GM service support</td></tr></table> <p>Holz Motors is equipped to provide Sourcewell members with a one-stop fleet procurement solution, from quoting and ordering to delivery, service, and long-term support. Whether your agency is electrifying, expanding, or replacing aging assets, our team is ready to deliver.</p>	Solution Category	Included	New Chevrolet/GM vehicles	Light- to heavy-duty trucks, SUVs, vans, EVs, chassis	Certified Upfitting	Law enforcement, public works, mobility, utility	Used fleet vehicles (optional)	Inspected and reconditioned; offered when available	Leasing & financing options	GM Financial, municipal leasing, third-party fleet partners	Delivery and service	All 50 states, U.S. Territories, and Canada with nationwide GM service support
Solution Category	Included													
New Chevrolet/GM vehicles	Light- to heavy-duty trucks, SUVs, vans, EVs, chassis													
Certified Upfitting	Law enforcement, public works, mobility, utility													
Used fleet vehicles (optional)	Inspected and reconditioned; offered when available													
Leasing & financing options	GM Financial, municipal leasing, third-party fleet partners													
Delivery and service	All 50 states, U.S. Territories, and Canada with nationwide GM service support													
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Here's a list of subcategory titles that best describe Holz Motors Inc.'s products and services under the Sourcewell RFP category (Vehicles: Automobiles, SUVs, Vans, Light Trucks, and Related Equipment and Services):</p> <p>Proposed Subcategories:</p> <p>Light-Duty Pickup Trucks (e.g., Chevrolet Silverado 1500, Colorado)</p> <p>Medium- and Heavy-Duty Pickup Trucks (e.g., Chevrolet Silverado 2500HD, 3500HD)</p> <p>Passenger and Commercial Vans (e.g., Chevrolet Express Cargo and Passenger Vans)</p> <p>SUVs and Fleet Utility Vehicles (e.g., Chevrolet Tahoe, Suburban, Equinox)</p> <p>Chassis Cab and Cutaway Vehicles (e.g., for box trucks, utility bodies, mobile service units)</p> <p>Electric and Hybrid Vehicles (e.g., Blazer EV, Silverado EV – as available)</p> <p>Fleet Upfitting and Vehicle Customization (e.g., snowplows, utility bodies, K-9 cages, law enforcement packages)</p> <p>Vehicle Leasing and Financing Services (e.g., GM Financial municipal leasing, third-party fleet financing)</p> <p>Fleet Vehicle Maintenance and Warranty Services (via GM dealer network nationwide)</p> <p>Used Government-Fleet-Ready Vehicles (late-model reconditioned vehicles as available)</p> <p>Nationwide Vehicle Delivery and Logistics Coordination (including support for Alaska, Hawaii, U.S. Territories, and Canada)</p>												

Table 7C: Depth and Breadth - Category 1 - All Engine Types

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

☐ We will not be submitting for Table 7C: Depth and Breadth - Category 1 - All Engine Types

Line Item	Category or Type	Offered *	Comments
78	Automobiles	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
79	Sport Utility Vehicles	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
80	Vans	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
81	Light Trucks (half ton, three quarter ton, and one ton)	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
82	Vehicles of the types and classifications in 78-81 above with upfitting designed for Public Safety Applications	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
83	Vehicles of the types and classifications in 78-81 above with upfitting designed for ADA and Paratransit Applications	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
84	Vehicles of the types and classifications in 78-81 above with upfitting designed for Service Body and Utility Bed for Light Truck	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
85	Conventional Internal Combustion models	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
86	Natural gas, propane autogas, hybrid, or alternative fuel models	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
87	Electric powered models	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models

Table 7D: Depth and Breadth - Category 2 - Electric Propulsion Systems Only

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

☐ We will not be submitting for Table 7D: Depth and Breadth - Category 2 - Electric Propulsion Systems Only

Line Item	Category or Type	Offered *	Comments
88	Automobiles	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
89	Sport Utility Vehicles	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
90	Vans	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
91	Light Trucks (half ton, three quarter ton, and one ton)	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
92	Vehicles of the types and classifications in 88-91 above with upfitting designed for Public Safety Applications	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
93	Vehicles of the types and classifications in 88-91 above with upfitting designed for ADA and Paratransit Applications	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models
94	Vehicles of the types and classifications in 88-91 above with upfitting designed for Service Body and Utility Bed for Light Truck	<input checked="" type="radio"/> Yes <input type="radio"/> No	GM Makes and Models

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 95. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents**Ensure your submission document(s) conforms to the following:**

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”

- [Pricing](#) - Base Pricing 26MY.xlsx - Friday August 01, 2025 17:45:42
- Financial Strength and Stability (optional)
- [Marketing Plan/Samples](#) - Sourcewell Marketing Plan.pdf - Friday August 01, 2025 17:48:36
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Transaction Documents.pdf - Friday August 01, 2025 17:50:28
- Requested Exceptions (optional)
- Upload Additional Document (optional)

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Chase Seufzer, Commercial Sales Director, Holz Motor Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_6_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Tue August 5 2025 09:12 AM	<input checked="" type="checkbox"/>	1
Addendum_5_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Mon August 4 2025 08:59 AM	<input checked="" type="checkbox"/>	2
Addendum_4_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Wed July 30 2025 08:06 AM	<input checked="" type="checkbox"/>	2
Addendum_3_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Mon July 28 2025 07:50 AM	<input checked="" type="checkbox"/>	1
Addendum_2_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Fri July 25 2025 08:11 AM	<input checked="" type="checkbox"/>	2
Addendum_1_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Wed July 23 2025 04:15 PM	<input checked="" type="checkbox"/>	2