



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #060618
Entitled
FLEET MANAGEMENT SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on April 27, 2018, in Utah's *The Salt Lake Tribune* on April 26, 2018, in *USA Today* on April 26, 2018, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, and Biddingo:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #060618 FLEET MANAGEMENT SERVICES. Details of this RFP are available beginning April 26, 2018. Details may be obtained by letter of request to James Voelker, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until June 6, 2018 at 4:30 p.m. Central Time at the above address and opened June 7, 2018 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Acme Auto Leasing and stuff	Ledwell & Son
Acme Auto Leasing, LLC	Lytx
Adamson Industries Corporation	Masters Transportation
Admiral Leasing	Meister Consultants Group
Advantage Golf Cars	Mercer Technologies
Agile Access	Merchants Fleet Management
AGTA Home Health Care	Mercury Associates, Inc.
Amerit Fleet Solutions	Mike Albert Fleet Solutions
Apptricity Corp	Morgan Olson LLC
ARI	Newsletter Contacts
AutoFlex	NPKCE
Bid Ocean, Inc.	OpenEdge Communications
Black & Veatch	Prime Vendor Inc.
BSM Technologies	Pro-Vision Video Systems

Car Toys	Quality Truck Care Center
Cenweld Truck Bodies and Equipment	Razor Tracking
CFA Software, Inc.	Rental Concepts, Inc.
Contemporary Motor Cars, Inc.	RMI
Corona Innovative Solutions	Safety-Kleen Systems, Inc.
D Mullis	Schmidts and Serafines Inc.
D&M Leasing	Shay Enterprise
Data Collectors	Simi Center
DoubleMap, Inc.	State of New Hampshire
Element Fleet	State of Washington
Enterprise Fleet Management	Stewart & Stevenson-Atlantic Division
eRepublic	Summit Bodyworks Specialty Vehicles
Federal Contracts Corporation	Telematics Solutions Online
Fleet Complete	Texstar Integrated Services
FleetSide Ford	The Driving Force Inc.
GNA	The Kercher Group, Inc.
GoFleet	Trackem
Green Climber NA	Tropos Technologies Inc.
Greenspot	VRCA
LB Technology	Xtreme Green Electric Vehicles Inc
LeasePlan USA	Zuidberg North America Inc.

Proposals were opened on June 7, 2018, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Acme Auto Leasing
AutoFlex AFV, Inc. DBA Clean Cities Leasing
Automotive Rentals, Inc. (ARI)
Commercial Vehicle Leasing, LP DBA D&M Leasing
Enterprise Fleet Management
Merchants Fleet Management

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, Sourcewell Procurement Manager
James Voelker, CPCM, CFCM, Sourcewell Procurement Lead Analyst
Michael Munoz, Sourcewell Procurement Analyst II
Heather Pickett, JD, Sourcewell Associate General Counsel

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

Two proposals were received in sealed packages from separate offices of Fleet Complete after the deadline for receipt of proposals. These responses were determined to be Level-One Non-Responsive and were returned. The package received on June 7, 2018 was returned, unopened, to Fleet Complete's office in North Las Vegas, NV. The second package received on June 11, 2018 was not marked as a proposal. This package was opened, but upon discovery that it

was an untimely proposal, all contents were returned to Fleet Complete’s office in Atlanta, GA without duplication or consideration.

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

Automotive Rentals, Inc (ARI) offers multiple leasing and financing options for the acquisition of commercial vehicles. In addition, they can provide numerous fleet management, maintenance and telematics services in a convenient online site. ARI will serve Members across the United States and Canada through their regional offices and service centers. ARI offers Members of all sizes access to competitive pricing normally associated with large entities.

Commercial Vehicle Leasing, LP DBA D&M Leasing provides several options for the acquisition, leasing, telematics, management and maintenance of Member vehicle fleets. Their dedicated government sales and account management team is supported by over 200 employees providing coverage across the United States. D&M Leasing is also certified as a Historically Underutilized Business (HUB) and Minority Business Enterprise (MBE) by the State of Texas. Their pricing proposal is structured to bring value to Members of all sizes.

Enterprise Fleet Management makes available a wide array of vehicle acquisition and leasing methods, account management, vehicle maintenance and telematics services. Enterprise has earned the ASE Blue Seal of Excellence for 20 consecutive years. Through their 50 local offices and team of over 350 sales professionals Enterprise will provide service to Members across the United States. Their pricing model offers solid rates on their full lines of services.

Merchants Automotive Group offers a full selection of vehicle acquisition and leasing options, fleet management, maintenance, and telematics services. With their state of the art TotalView online telematics system Merchants can provide fleet managers with real-time, powerful tools. Merchants currently has over 350 employees located at 17 offices across the United States. Their pricing model provides competitive rates and discounts on their various acquisition and service options.

For these reasons, the Sourcwell Proposal Review Committee recommends award of Sourcwell Contract #060618 to:

Automotive Rentals, Inc (ARI)	#060618-ARI
Commercial Vehicle Leasing, LP DBA D&M Leasing	#060618-CVL
Enterprise Fleet Management	#060618-EFM
Merchants Automotive Group	#060618-MAG

The preceding recommendations were approved on July 23, 2018:

DocuSigned by:

Chris Robinson

7/25/2018 | 3:44 PM CDT

74344AB8E2344E7...

Chris Robinson, JD, Sourcewell Procurement Manager

DocuSigned by:

James Voelker

7/25/2018 | 3:45 PM CDT

666275E2CB2F440...

James Voelker, CPCM, CFCM, Sourcewell Procurement Lead Analyst

DocuSigned by:

Michael Munoz

7/26/2018 | 8:02 AM CDT

0B0204E40D3E445...

Michael Munoz, Sourcewell Procurement Analyst II

DocuSigned by:

Heather C Pickett

7/26/2018 | 8:10 AM CDT

0C94FECC1419491...

Heather Pickett, JD, Sourcewell Associate General Counsel