



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) 062320  
Entitled

**Equipment Rental with Related Services**

The following advertisement was placed April 30, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and May 1, 2020 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Equipment Rental with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than June 23, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.*

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

ABC Rental Center of Parma Hts., Inc.	Jade Equipment Company, Ltd.
Acme Operations, LLC	JAPA Equipment Rentals, Inc.
Aggreko, LLC	Komatsu America Corp.
Ahern Rentals, Inc.	LTL Contracting, Ltd.
All South Shore Medical Supply, Inc.	Max Distributing / BCS America
Altec Industries, Inc.	Midstates Equipment and Supply
ATS Traffic Saskatchewan	Nesco, LLC
Bar Star Energy	North Fringe Industrial Technologies, Inc.
Betts Platinum Group, LLC	Pacesetter Equipment, Ltd.
Bobcat of Brookings, Inc.	Phenix Enterprises, Inc.
Brandt Truck Rigging & Trailers	PowerSecure, Inc.
Brindlee Mountain Fire Apparatus, LLC	Premier Truck Rental
Canadrone Inspection & Imaging Services	Prime Vendor, Inc.
Capital Industrial Sales & Service, Ltd.	Quality Forklift Sales and Service, Inc.

Caterpillar, Inc.	Rain for Rent
Chadwick-Baross, Inc.	Regina Construction Association
Clark Equipment Company	Sound Art Calgary, Inc.
Climate by Design International, Inc.	Sterling Truck and Trailer Sales, Ltd.
Collicutt Energy Services Corp.	Street Smart Rental, LLC
Compactor Rentals of America, LLC	Sunbelt Rentals
Complete Equipment	Sunbelt Rentals of Canada
Corporate Leasing Associates, Inc.	TEC Equipment
Dynamic Air Solutions	ThorWorks Industries
Enviro-management Partners, LLC	TNT Crane & Rigging Canada, Inc.
Federal Contracts Corp.	Tobroco Machinery, LLC
Federal Signal Corporation	Toromont Cat, A Division of Toromont Industries, Ltd.
FST Canada, Inc.	United Rentals (North America), Inc.
Green Climber of North America	Webb Contracting
Hitrac 1974	Western Materials Handling & Equipment, Ltd.
HVAC Mechanical Services of Texas, Ltd.	Whitehead Electric Co., Inc.
Industrial Power, LLC	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on June 23, 2020 at 4:31 pm CT. Proposals were received from the following:

Acme Operations, LLC  
 Ahern Rentals, Inc.  
 Altec Industries, Inc.  
 Betts Platinum Group, LLC  
 Caterpillar, Inc.  
 Clark Equipment Company  
 Compactor Rentals of America, LLC  
 Federal Signal Corporation  
 Hitrac 1974  
 HVAC Mechanical Services of Texas, Ltd.  
 JAPA Equipment Rentals, Inc.  
 Nesco, LLC  
 Pacesetter Equipment, Ltd.  
 PowerSecure, Inc.  
 Premier Truck Rental  
 Street Smart Rental, LLC  
 Sunbelt Rentals  
 United Rentals (North America), Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, CPPB, Procurement Lead Analyst  
 Brandon Town, CPSM, CPSD, Procurement Analyst  
 Michael Muñoz, CPPB, Sourcewell Procurement Analyst  
 Stephanie Haataja, CPIM, Procurement Analyst

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

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

Global Rental, a subsidiary of Altec Industries, Inc., offers participating entities a wide variety of products including aerial devices, cranes, dump trucks, cable handlers, pole trailers, and a variety of other options to meet their public utility needs. Global Rental has a robust sales force covering the United States and Canada and 24-hour mobile emergency service available. Global Rental offers a competitive discount to Sourcewell participating entities.

Caterpillar Inc. (CAT), offers construction, mining, energy, and transportation equipment. With a vast independently owned dealer network they are able to provide coverage throughout the United States and Canada. CAT dealers rent a wide variety of CAT branded equipment, as well as equipment of other represented brands. In addition to rentals, Caterpillar is bringing access to used machine sales, parts, and service. Sourcewell participating agencies will receive discounted, not to exceed pricing.


Sunbelt Rentals is offering a full line of rental equipment including general tool and construction equipment, climate control, power generation, pump solutions, ground protection, temporary bridging, trench shoring, scaffolding, safety training, and used equipment sales. They have a vast network of locations throughout the United States and Canada and offer 24/7 customer support. Sunbelt Rentals is offering significantly discounted rates for Sourcewell participating entities.

United Rentals, Inc., is offering Sourcewell a comprehensive selection of general and specialized rental equipment such as construction, power and HVAC equipment, fluid pumping equipment, trench safety and shoring, onsite services, and tool solutions. Their rental equipment is available to Sourcewell members across the United States and Canada at over 1000 United Rental branch locations. Comprehensive certification and training for all equipment is provided by the United Academy, including a robust library of courses, and OSHA required training. All products proposed by United Rentals are being provided at competitive pricing with a solid discount.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #062320 to:

Altec Industries, Inc.	062320-ALT
Caterpillar Inc.	062320-CAT
Sunbelt Rentals	062320-SNB
United Rentals, Inc.	062320-URI

The preceding recommendations were approved on August 24, 2020.

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Kim Austin, CPPB, Procurement Lead Analyst

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Brandon Town, CPSM, CPSD Procurement Analyst

DocuSigned by:

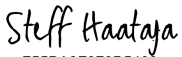


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Michael Muñoz, CPPB, Sourcewell Procurement Analyst

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Stephanie Haataja, CPIM, Procurement Analyst

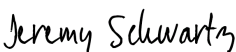
### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #062320 for Equipment Rental with Related Services**.

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

I hereby certify:

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

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer