



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 063020
Entitled

School Buses with Related Accessories, Supplies, Parts, and Services

The following advertisement was placed May 12, 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, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and May 13, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for School Buses with Related Accessories, Supplies, Parts, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than June 30, 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:

Battery Systems Inc	New York Bus Sales LLC
BLUE BIRD BODY COMPANY	North Central Bus & Equipment
Collins Bus Corporation	NS Corporation
Creative Bus Sales, Inc.	Opconnect Inc.
Davey Coach Sales Inc	Paccar Parts (PACCAR, Inc.)
Don Brown Bus Sales, Inc.	Peterbilt of New York City, LLC
Driverge Vehicle Innovations, LLC	Prime Vendor Inc.
East Coast International Trucks, Inc.	Radio Engineering Industries, Inc. (REI)
gcr tires and service	REV Parts, LLC
Harlow's Bus Sales, Inc.	Smithco, Inc
IC Bus, LLC	State of North Dakota
Industrial Power LLC	Suffolk County Communications Inc.
Lion Buses Inc	Thomas Built Buses, Inc.
Maxim Transportation Services	Transport Equipment Inc

MHC Kenworth	Valor Holdings LLC
Motiv Power Systems	Wheeler Bros., Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on June 30, 2020, at 4:46 pm CT. Proposals were received from the following:

Blue Bird Body Company
 Collins Bus Corporation
 IC Bus, LLC
 Industrial Power LLC
 Lion Buses Inc
 NS Corporation
 Paccar Parts (PACCAR, Inc.)
 Thomas Built Buses, Inc.
 Transport Equipment Inc

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, CPSM, Procurement Manager
 Greg Grunig, Procurement Lead Analyst
 Carol Jackson, Procurement Analyst
 Craig West, 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 the products and services offered in the proposals received from Industrial Power LLC, NS Corporation, Paccar Parts, and Transport Equipment Inc, fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Blue Bird Body Company is a manufacturer of Type A, C, D and activity school buses offered in a wide range of engine types, including alternative fuel and electric powered options. Their dealer network in the US and Canada is available to serve a broad cross-section of Sourcewell Participating Entities. Blue Bird Body Company offers a significantly discounted price on buses and optional equipment.

IC Bus, LLC, manufactures Type C, D and multi-function school activity buses in gasoline, diesel or propane engine configurations. They will serve Sourcewell Participating Entities through a network of dealer locations across the US and Canada. IC Bus pricing reflects a considerable discount off list price on buses and optional equipment, with additional quantity and volume discounts available.

Lion Buses, Inc, is a manufacturer, dealer and service provider for all-electric powered Type A, C, and D school and activity buses. They have available training classes, service plans, and extended warranty options to meet Participating Entity needs. The pricing offered by Lion Buses reflects a discount from list price structure, with an opportunity for volume or quantity discounts.

Thomas Built Buses offers sales and service of Type A, C, and D school buses through an independent dealer network covering all 50 states and 9 provinces. They have ten parts centers, a network of Detroit engine distributor locations, and hundreds of satellite service support facilities in the US and Canada to promptly meet the service and warranty needs of Participating Entities. The pricing on school buses and optional equipment represents a significant discount from Thomas Built Buses standard prices.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #063020 to:

Blue Bird Body Company	063020-BBB
IC Bus, LLC	063020-ICB
Lion Buses Inc	063020-LON
Thomas Built Buses, Inc.	063020-TBB

The preceding recommendations were approved on August 11, 2020.

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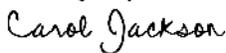
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Chris Robinson, CPSM, Procurement Manager

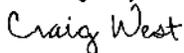
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Greg Grunig, Procurement Lead Analyst

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Carol Jackson, Procurement Analyst

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Craig West, Procurement Analyst

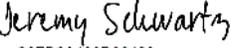
STATEMENT OF COMPLIANCE

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 #063020 for School Buses with Related Accessories, Supplies, Parts, and Services**.

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

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement 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