



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #051123
Entitled

Fleet Electrification Transition Planning, Management, and Related Services

The following advertisement was placed March 23, 2023 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, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, March 24, 2023 in Oregon's *Daily Journal of Commerce*, and March 23 and March 30, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Fleet Electrification Transition Planning, Management, and 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 May 11, 2023, 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:

4MATIV Technologies, Inc.	ICF Resources, LLC
ABB E-mobility	InCharge Energy
ACAI Associates, Inc.	INF Associates, LLC
AECOM Canada, Ltd.	Jamail & Smith Construction, LP
Alco Building Solutions	Jim Pattison Industries, Limited
Ameresco, Inc.	Johns Storage
Ampcontrol Technologies, Inc.	Jones Lang LaSalle
AMPLY Power, Inc.	KPMG, LLP
Andwell Connect, LLC	Lund Opsahl
Anser Advisory Consulting, LLC	MAKERS architecture and urban design
BlueSky Electric Company, LLC	Maverick Construction Corporation

Bureau Veritas Technical Assessments, LLC	Merchants Automotive Group, LLC dba Merchants Fleet
Burns & McDonnell Engineering Company, Inc.	Mercury Associates, Inc.
Capitol Government Contract Specialists	Merge Electric Fleet Solutions, LLC
Center for Transportation and the Environment	Meteor Telecommunications, Inc.
ChargerCrew Canada, Inc.	Moog, Inc.
Chrysler of Forest City, LLC	NextEra Mobility
CLEAResult Consulting, Inc.	NuGen Go, LLC
COIL, Inc.	Olade Consulting, Inc.
Computer Aid, Inc.	Optony, Inc.
CREA Affiliates, LLC	P3 USA, Inc.
Decision Support Group, LLC	PA Consulting Group, Inc.
Deloitte	Positive Energy, Inc.
DeSutter, Kerr & Associates, Inc.	Powerfleet, Inc.
Dobbs Truck Group	PowerFlex Systems, LLC
Dunsky Energy + Climate Advisors	PowerON Energy, Inc.
Econergy, LLC	PricewaterhouseCoopers, LLP
Egis rail	PWXPress
Electrada, LLC	Regina Construction Association
Element Fleet Corporation	Revolv Global, Inc.
Enel X North America, Inc.	Roundtrip EV Solutions, Inc.
Energetics	S44, LLC
Energy Infrastructure Partners, LLC	Sam Schwartz Consulting, LLC
ENGIE Services U.S., Inc.	SCIpact, LLC
eRepublic, Inc.	Sia Partners Inc.
eTransEnergy	Siemens Canada, Limited
EV ReFleet, Inc.	Siemens Industry, Inc.
Everergi, LLC	Siemens, Inc.
EverCharge, Inc.	Sled Consulting, LLC
EVGATEWAY	Stantec Architecture Inc.
First Student	STV, Incorporated
GHD Consultants ltée	Systra Canada, Inc.
Gladstein, Neandross & Associates	Tata Consultancy Services, LTD
GoSpace, LLC	The Goodman Corporation
Green Island Resources, LLC	The Mobility House, LLC
Guidehouse, Inc.	The Oscar W. Larson Company
Hatch Associates Consultants, Inc.	TransPar Group, Inc.
Heliox Technology North America, LLC	WATT Consulting Group
Highland Electric Fleets, Inc.	WEX Bank
HR&A Advisors, Inc.	Wipro
HTEC Hydrogen Technology & Energy Corporation	WSP Canada, Inc.
IBI Group Professional Services (Canada), Inc.	WSP E&I Canada
IBI Group, a California Partnership	WSP USA, 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 May 11, 2023 at 4:34:05 pm CT. Proposals were received from the following:

Alco Building Solutions
Ameresco, Inc.
Ampcontrol Technologies, Inc.
Bureau Veritas Technical Assessments, LLC
CLEAResult Consulting, Inc.
Element Fleet Corporation
Enel X North America, Inc.
Energetics
ENGIE Services U.S., Inc.
EV ReFleet, Inc.
Everergi, LLC
EverCharge, Inc.
First Student
Gladstein, Neandross & Associates
Guidehouse, Inc.
Hatch Associates Consultants, Inc.
Highland Electric Fleets, Inc.
IBI Group, a California Partnership
ICF Resources, LLC
InCharge Energy
INF Associates, LLC
KPMG, LLP
Maverick Construction Corporation
Merchants Automotive Group, LLC dba Merchants Fleet
Mercury Associates, Inc.
Merge Electric Fleet Solutions, LLC
Moog, Inc.
NextEra Mobility
NuGen Go, LLC
Optony, Inc.
P3 USA, Inc.
PA Consulting Group, Inc.
Positive Energy, Inc.
PowerFlex Systems, LLC
Revolv Global, Inc.
Roundtrip EV Solutions, Inc.
SCIpact, LLC
Sia Partners Inc.
Siemens Industry, Inc.
STV, Incorporated
The Mobility House, LLC
TransPar Group, Inc.
WSP USA, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Carol Jackson, Procurement Analyst
Craig West, Procurement Analyst
Nick Scholer, Procurement Analyst
Ginger Line, MPA, NIGP-CPP, CPPB, 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.

Guidehouse, Inc. offers a fleet electrification platform to create a clear and data-driven roadmap of a participating entity's electrification journey. Their robust electrification practice has 34 offices in the United States and one in Canada. Guidehouse strives to deliver Advisory and Managed Services that meet or exceed the customer requirements. Their pricing is competitive with a discounted hourly rate to Sourcewell Participating Entities.

Hatch Associates Consultants, Inc. offers a comprehensive suite of services related to fleet electrification and transportation engineering. Their Energy Modeling for Intelligent Transportation and Sustainability simulation tool provides accurate results related to the feasibility of battery-electric or hydrogen transportation operations. They have 23 offices in the United States and 24 in Canada that can sell and service all Sourcewell participating entities. Hatch Associates Consultants, Inc. is offering a competitive discount off list pricing.

Highland Electric Fleets, Inc. provides an electric school bus solution to meet participating entities' needs. They offer design, procurement of busses, and software to manage bus charging. They can serve Sourcewell participating entities throughout the United States and Canada. They are offering a solid discount from list price.

ICF Resources, LLC provides fleet assessment services and technology-based solutions, such as management, marketing technology, and policy consulting and program implementation services. Their offices are located across the US and Canada to deliver their services digitally, via telephone or in-person. ICF commits to delivering quality and timely fleet assessments to each Sourcewell participating entity. They also provide favorable pricing with discounted hourly rates.

InCharge Energy provides scalable, end-to-end commercial energy, and electric vehicle infrastructure solutions, including design, engineering, installation, hardware, software, financing options such as Charging-as-a-Service, operations, and maintenance. They can provide a total cost of ownership analysis to capital budgeting that results in a fully integrated custom design for a successful execution. Their sales and service staff offer their solutions to all Sourcewell participating entities in the United States and Canada. InCharge Energy provides a solid discount off their list price.

INF Associates, LLC is offering strategic roadmap development for fleet electrification in the United States and Canada. Their project manager will ensure quality services on schedule and within budget. INF Associates partner with organizations that are MWBE certified. They are offering Sourcewell participating entities a competitive discount off list price.

PA Consulting Group, Inc. manages all steps of the fleet electrification process from planning through implementation and maintenance of charge point stations using a strategic roadmap. Their employees are located across North America to deliver or support their services. Using customer feedback, PA Consulting works closely with their clients to ensure they get the best outcome for their investment. They offer Sourcewell participating entities competitive pricing with a project discount.

Positive Energy, Inc. provides fleet electrification transition planning from permitting to facility infrastructure upgrades and installation to make electrification easy for their clients. Their PositivPerformance, PositivPlatform, and PositivCare platforms offer training on their products, software, and service offerings. They can sell and service all Sourcewell participating entities in the United States and Canada. Positive Energy, Inc. is offering a significant discount off their list pricing.

Sia Partners Inc. provides consulting services that support participating entities in all phases of their fleet electrification project. They strive to instill a culture of Diversity Equity Inclusion & Belonging (DEIB). Sia Partners Inc can serve Sourcewell participating entities in Canada and the United States. They are offering their solutions at a substantial discount from list price.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #051123 to:

Guidehouse, Inc.	#051123-GUI
Hatch Associates Consultants, Inc.	#051123-HAT
Highland Electric Fleets, Inc.	#051123-HEF
ICF Resources, LLC	#051123-ICF
InCharge Energy	#051123-INC
INF Associates, LLC	#051123-INA
PA Consulting Group, Inc.	#051123-PAC
Positive Energy, Inc.	#051123-PST
Sia Partners Inc.	#051123-SIA

The preceding recommendations were approved on June 29, 2023.

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 Carol Jackson, Procurement Analyst

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 Craig West, Procurement Analyst

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 Nick Scholer, Procurement Analyst

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Ginger Line
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Ginger Line, MPA, NIGP-CPP, CPPB, 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 #051123 for Fleet Electrification Transition Planning, Management, and 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.

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