



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #102623  
Entitled

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

The following advertisement was placed September 7, 2023 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>, Bidding, Merx, PublicPurchase.com, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), September 8, 2023 in Oregon's *Daily Journal of Commerce*, and September 7 and September 14, 2023 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit 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 October 26, 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:

Aktiv Solutions	Jasper-Weller, LLC
Bendpak, Inc.	Lion Buses, Inc.
Betts Truck Parts and Service	Mondial Automotive, Inc.
BorgWarner	Motiv Power Systems, Inc.
BYD CANADA	Napa Auto Parts
BYD Motors, LLC	Neopart Transit, LLC
Capital Filtrations, Inc.	Parts for Trucks, Inc.
Collins Bus Corporation	PWXPress
Creative Bus Sales, Inc.	Radio Engineering Industries, Inc. (REI)
Cummins, Inc.	RIDE MOBILITY, LLC
D&N Leasing Company	Rugged Race Products, Inc.

Diamond International Trucks, Ltd.	Safety Vision
DjBari' Designs, LLC	Siemens Industry, Inc.
Endera Motors	Thomas Built Buses, Inc.
eRepublic, Inc.	TINA'S Green Energy Solutions, LLC
ForeFront Power, LLC	Transit Team, Inc.
General Parts, Incorporated dba Carquest, Advance Auto Parts, General Parts Distribution, LLC	Vehicle Maintenance Program
GreenPower Motor Company, Inc.	Wurth USA, INC.
IC Bus	Zebra Technologies

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 October 26, 2023 at 4:33:57 pm CT. Proposals were received from the following:

Bendpak, Inc.  
 Betts Truck Parts and Service  
 Collins Bus Corporation  
 GreenPower Motor Company, Inc.  
 IC Bus, LLC  
 Radio Engineering Industries, Inc. (REI)  
 RIDE MOBILITY, LLC  
 Safety Vision  
 The Lion Electric Company dba Lion Buses, Inc.  
 Thomas Built Buses, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Carol Jackson, Procurement Analyst  
 Ashley Powers, Procurement Analyst  
 Nicole Lueth, Procurement Analyst  
 Scott Dobereiner, CPPO, NIGP-CPP, 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 proposal response from Bendpak, Inc., Betts Truck Parts and Service, Radio Engineering Industries, Inc. (REI), and Safety Vision, 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.

Collins Bus Corporation manufactures Type A gas and electric, single, and dual rear wheel buses. They sell and service their buses throughout the United States and Canada via their internal sales and service teams and in conjunction with an independently owned third party network of 49 dealers. They provide a solid warranty that covers all products, including parts and labor. Collins Bus Corporation participates in the EPA Clean School Bus Program to bring cleaner emission vehicles into US school districts. Collins Bus Corporation offers a solid price discount to all Sourcewell participating entities.

IC Bus, LLC, a wholly-owned subsidiary of Navistar, Inc., manufactures Type C and D buses, activity buses, and prison buses. The buses are available in gas, diesel, or electric engines. IC Bus is able to serve Sourcewell participating entities in the United States and Canada with over 850 dealer locations spread throughout North America. They are offering Sourcewell solid price discounts, with additional volume discounts.

The Lion Electric Company offers turn-key Type C, D electric school and activity buses. With LionEnergy, they help fleets identify and choose optimal charging stations for their electric buses and manage the elements involved in infrastructure installation. They serve all of Canada and the United States using direct sales and dealerships. Their competitive pricing includes a discount exclusively for Sourcewell participating entities. They also provide a comprehensive warranty program for all vehicles, including the High-Voltage Battery System.

Thomas Built Buses manufactures Type A, C, D school, activity, and prison buses. The buses are available in gas, diesel, or electric engines. Thomas Built Buses has an independent dealer network encompassing all 50 states and 9 Canadian provinces. Dealers also have access to service support through over 450 dealer-authorized satellite service support facilities. They are offering Sourcewell participating entities a substantial discount off MSRP.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #102623 to:

Collins Bus Corporation	#102623-COLNS
IC Bus, LLC	#102623-ICB
The Lion Electric Company	#102623-LON
Thomas Built Buses, Inc.	#102623-TBB

The preceding recommendations were approved on December 12, 2023.

DocuSigned by:

*Carol Jackson*  
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Carol Jackson, Procurement Analyst

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*Ashley Powers*  
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*Nicole Lueth*  
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Nicole Lueth, Procurement Analyst

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*Scott Dobereiner*  
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Scott Dobereiner, CPPO, NIGP-CPP, 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 #102623 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.

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