



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #121223
Entitled

Vehicle Lifts with Garage and Fleet Maintenance Equipment

The following advertisement was placed October 24, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, October 25, 2023 in Oregon's *Daily Journal of Commerce*, and October 24 and October 31, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Vehicle Lifts with Garage and Fleet Maintenance Equipment 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://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than December 12, 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:

A&R Project Solutions, Ltd.	Kepner Equipment, Inc. dba Chaffee Ward Equipment
A1 Parke Hill, LLC	Liftnow Automotive Equipment Corp.
AccuGov, Inc.	Mohawk Lifts, LLC
Advanced Vehicle Technology Group, LLC	NOBEL COMPUTER SYSTEMS, INC.
Arconas Corporation	NS Corporation
ARI Phoenix, Inc.	Nwestco, LLC
Automotive Parts Headquarters	OMER USA, Inc.
B-Line Tire and Auto Supply	On the Fly Government Contracting
Bendpak, Inc.	PAI Holdco, Inc.
BL Systems, Inc.	PWXPress
BYD TRUCK, LLC	Quantum Lift Corp.
Cheyne Burris, Inc.	Ripple Construction

Classic Welding, LLC	Rossman Enterprises, Inc. DBA MagneGrip
Coastal Bend Elevator	Safety-Kleen Systems, Inc.
Devivo Companies	Snap-on Industrial, A Division of IDSC Holdings, LLC
ELLIOTT AUTO SUPPLY CO., INC.	Snider Fleet Solutions
Enders and Associates, INC.	Spika Design & Manufacturing, Inc.
Energicity Corp.	Stertil-Koni USA, Inc.
FCAR DIAGNOSTICS, LLC	Supreme Lifts and Equipment, Inc.
FCAR TECH USA	Technology International, Inc.
FELIX TECHNOLOGY, INC.	TELLISTIC TECHNOLOGY SERVICES
Fireball Equipment, Ltd.	The Proposal Lab
H D Liftservice, Inc.	Vanguard Manufacturing, Ltd.
Innovative Rescue Systems LLC dba Amkus Rescue Systems	Vehicle Service Group, LLC
Intangles USA, Inc.	VOLTA ion Corp.
Interclean Equipment, LLC	WestRim Contractors, Ltd.
ISN Canada Group, Inc.	Wright Tool Company, LLC
K.B. Steel Fabrication	

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 December 12, 2023 at 4:30 pm CT. Proposals were received from the following:

AccuGov, Inc.
 ARI Phoenix, Inc.
 Bendpak, Inc.
 B-Line Tire and Auto Supply, Ltd.
 FCAR TECH USA
 Fireball Equipment, Ltd.
 Intangles USA, Inc.
 Interclean Equipment, LLC
 Kepner Equipment, Inc. dba Chaffee Ward Equipment
 Liftnow Automotive Equipment Corp.
 Mohawk Lifts, LLC
 NS Corporation
 Rossman Enterprises, Inc. DBA MagneGrip
 Snap-on Industrial, A Division of IDSC Holdings, LLC
 Snider Fleet Solutions
 Stertil-Koni USA, Inc.
 Supreme Lifts and Equipment, Inc.
 Vehicle Service Group, LLC
 VOLTA ion Corp.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, M.S., Senior Procurement Analyst
 Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst

Carol Jackson, Procurement Analyst
Lisa Truax, 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.

ARI Phoenix, Inc. has specialized in maintenance equipment for heavy-duty vehicles for over 30 years. Their product line consists of lifts, shop equipment, exhaust extraction and wheel service equipment. ARI Phoenix, Inc., has 49 distributors located throughout the United States and Canada able to provide sales and service to Sourcewell Members. They also have 15 full time service technicians dispersed in major metropolitan areas. ARI Phoenix, Inc. is providing participating entities with a solid discount off their list price.

Bendpak, Inc. offers a wide range of vehicle lifts and shop equipment to Sourcewell entities. Bendpak offers a wide variety of services, maintenance and accessories. With their sales force and 750 installation/service teams, they cover all of the United States and Canada. Bendpak, Inc. offers warranty coverage and a competitive discount off MSRP pricing to Sourcewell participating entities.

Liftnow Automotive Equipment Corp. offers multiple lines of equipment and comprehensive service options for Sourcewell members and their equipment. A variety of ordering options are available, including an e-procurement portal, purchase order by email, and phone supported sales. Liftnow offers competitive pricing with a solid discount for Sourcewell participating entities.

Mohawk Lifts, LLC, is a federally certified small business providing Sourcewell members a wide array of vehicle lifts, wheel service equipment, portable shop equipment, and vehicle wash equipment - all engineered, designed, and manufactured in the US. Sourcewell members will be served across the US and Canada by a vast dealer network that provides pre and post-sale support such as installation, training, and service. All products proposed by Mohawk are being provided at a discount with shipping included within the Continental United States.

Snap-on Industrial, A Division of IDSC Holdings, LLC offers hand and power tools, tool storage, fleet maintenance diagnostics, garage equipment and shop tools. Snap-On's Sales Team, Field Service Technicians and Authorized Independent Service Contractors cover all 50 states. Snap-On Industrial offers competitive pricing and discounts to Sourcewell participating entities.

Stertil-Koni USA, Inc. product line includes heavy-duty vehicle lifting systems, shop equipment, hoists, related accessories and ongoing fleet servicing equipment for government and educational entities. Stertil-Koni USA Inc. has distributors in the United States and Canada that can provide delivery, installation and service to Sourcewell Members. They are offering robust discount off list pricing for participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #121223 to:

ARI Phoenix, Inc.	#121223-ARP
Bendpak, Inc.	#121223-BND
Liftnow Automotive Equipment Corp.	#121223-LFT
Mohawk Lifts, LLC	#121223-MRL
Snap-on Industrial, A Division of IDSC Holdings, LLC	#121223-SNP
Stertil-Koni USA, Inc.	#121223-SKI

The preceding recommendations were approved on February 1, 2024.

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Greg Grunig, M.S., Senior Procurement Analyst

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Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst

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Carol Jackson, Procurement Analyst

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Lisa Truax, 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 #121223 for Vehicle Lifts with Garage and Fleet Maintenance Equipment**.

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

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