



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #122123
Entitled

Ambulance and Emergency Medical Service Vehicles

The following advertisement was placed November 2, 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, November 3, 2023 in Oregon's *Daily Journal of Commerce*, and November 2 and November 9, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Ambulance and Emergency Medical Service Vehicles 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 December 21, 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:

10-8 Emergency Vehicle Service	Horton Emergency Vehicles
1239 hylan blvd auto, llc	Ice Glen Holdings, Inc.
A&R Project Solutions, Ltd.	John Grappone, Inc.
Air-Flo MFG. CO., Inc.	Lion Buses, Inc.
Atlantic Emergency Solutions, Inc.	Mall Chevrolet
Braun Northwest, Inc.	Medix Specialty Vehicles, LLC
CAM CLARK FORD SALES LTD 2012	MIRACLE FORD, INC.
Carrier Truck Centers	MoveMobility, Inc.
CET Fire Pumps MFG	Municipal Emergency Services, Inc.
Chevrolet of Smithtown	NAPLETON'S OAK LAWN DOMESTIC HOLDINGS, LLC
Cooperative Services, LLC	NDS Sales

Crossroads Ambulance Sales & Service, LLC	P.L. Custom Body and Equipment Co., Inc.
Danko Emergency Equipment	Performance Health Supply, Inc.
Demers Ambulances USA, Inc.	PWXPress
Ed M. Feld Equipment Co., Inc. DBA Feld Fire	REV Group Inc. (REV Ambulance Group Division)
Elite Ambulance Sales	Safety Vision
Emergent Health Care Solutions, LLC	Saris and Things
Enders and Associates, INC.	Talkspace, Inc.
Equipements EMU LTee	TecNiq, Inc.
Excellance, Inc.	Tesco Specialty Vehicles, LLC
First Priority Emergency Vehicles, Inc.	Trinity Apparatus, LLC
FR Conversions, Inc.	Williams Fire Apparatus
FRED BEANS FORD, INC.	Winner Chevrolet, INC.
Halcore Group, Inc.	WorldPoint ECC, 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 December 21, 2023 at 4:30 pm CT. Proposals were received from the following:

Air-Flo MFG. CO., Inc.
Atlantic Emergency Solutions, Inc.
Crossroads Ambulance Sales & Service, LLC
Demers Ambulances USA, Inc.
Excellance, Inc.
FR Conversions, Inc.
Medix Specialty Vehicles, LLC
P.L. Custom Body and Equipment Co., Inc.
REV Group Inc. (REV Ambulance Group Division)
Talkspace, Inc.
Tesco Specialty Vehicles, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Manager
Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst
Scott Dobereiner, CPPO, NIGP-CPP, 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 the products and services offered in the proposal responses from Air-Flo MFG. CO., Inc. and Talkspace, Inc. fell 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.

Crossroads Ambulance Sales & Service, LLC provides remount and demo offerings of Type I, I-AD, III, and III-AD ambulance units. With their sales force and authorized dealers, they can provide coverage across the United States. Crossroads backs their ambulance units with solid warranty coverages. They are offering competitive discounts off MSRP pricing to Sourcewell participating entities.

Demers Ambulances USA, Inc. manufactures new Type I, I-AD, II, and III ambulances. Their direct sales team and strong dealer network will sell to and provide service to Sourcewell participating entities throughout the United States and Canada. Demers has also recently launched a fully electric ambulance that is currently in commercial production. They are offering a solid discount off their MSRP pricing.

Excellance, Inc. offers new and remount Type I, I-AD, III, and III-AD ambulances. Their sales force and authorized dealers covers Sourcewell participating entities across the United States. Excellance's offers a 25-year structural warranty that is renewed for another 25 years each time they remount an Excellance body. They are offering favorable discounts off list pricing to Sourcewell participating entities.

Medix Specialty Vehicles, LLC provides new and demo ambulances in Type I, I-AD, II, III, III-AD, and vehicles for the delivery of pre-hospital and out of hospital care. Their direct sales team and authorized dealer network will support Sourcewell participating entities throughout the United States. Medix provides ongoing support and training through regular updates, webinars, and access to an online knowledge base. They are providing solid pricing to Sourcewell participating entities.

P.L. Custom Body and Equipment Co., Inc. is a manufacturer offering new, remount, and demo Type I, I-AD, III, III-AD ambulances, emergency medical transportation vehicles, and vehicles for the delivery of pre-hospital and out of hospital care. With their factory direct sales force and authorized dealers, they can cover all of the United States. P.L. Custom Body offers solar panel technology to support vehicle battery charging allowing radios, temperature-controlled cabinets, and computers to run while the engine is shut off. They are offering competitive discounts off MSRP pricing to Sourcewell participating entities.

REV Group Inc. offers new, remount, and demo Type I, I-AD, II, III, III-AD ambulances, emergency transportation vehicles, and vehicles for the delivery of pre-hospital and out of hospital care. Their sales team and extensive dealer network will support Sourcewell participating entities throughout the United States and Canada. REV Group's offerings include all-electric ambulance options. They are offering Sourcewell participating entities favorable discounts off their base pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #122123 to:

Crossroads Ambulance Sales & Service, LLC	#122123-CRR
Demers Ambulances USA, Inc.	#122123-DEM
Excellance, Inc.	#122123-EXL
Medix Specialty Vehicles, LLC	#122123-MDX
P.L. Custom Body and Equipment Co., Inc.	#122123-PLC
REV Group Inc. (REV Ambulance Group Division)	#122123-RVG

The preceding recommendations were approved on February 20, 2024.

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James Voelker

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James Voelker, CPCM, CFCM, Procurement Manager

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Brandon Town

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

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Scott Dobereiner

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Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst

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Lisa Truax

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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 #122123 for Ambulance and Emergency Medical Service Vehicles**.

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