



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 091520
Entitled

Forklifts and Lift Trucks with Related Services

The following advertisement was placed July 23, 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 July 24, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Forklifts and Lift Trucks with 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 September 15, 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:

All Around Access, LLC	Komatsu Forklift U.S.A. LLC
BYD Motors, LLC	Leavitt Machinery
Capital Industrial Sales & Service, Ltd.	M H Equipment
Carolina Handling	Manitou North America, Inc.
Cervus Contractors Equipment LP.	MH EQUIPMENT
Commercial Truck Equipment Corporation	Miner, Ltd.
Crown Equipment Corporation	Mitsubishi Caterpillar Forklift America. Inc.
Doosan Industrial Vehicle America Corp.	Norlift, Inc.
Equipements EMU LTee	OCTANE Forklifts. Inc.
GN Johnston Equipment	Optimal Leasing, LLC
Gregory Poole Equipment Company	Pape' Material Handling
H&E Equipment Services, Inc.	Sunbelt Rentals
Hooper Handling, Inc.	The PlanIT Room
Hyster-Yale Group, Inc.	TNT Crane & Rigging Canada, Inc.

Hyundai Construction Equipment Americas, Inc.	Tobroco Machinery, LLC
Integrated Distribution Systems Limited Partnership	Toromont Material Handling, a division of Toromont Industries, Ltd.
KGC Enterprises, Inc. T/A Kc Sign	United Rentals (North America), Inc.
KION North America	Western Materials Handling & Equipment, Ltd.
Komastu America Corporation	Zemarc Corporation

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 September 15, 2020 at 4:31:27 pm CT. Proposals were received from the following:

Crown Equipment Corporation
 Doosan Industrial Vehicle America Corp.
 Hyster-Yale Group, Inc.
 Hyundai Construction Equipment Americas, Inc.
 Komastu America Corporation
 Manitou North America, Inc.
 Mitsubishi Caterpillar Forklift America, Inc.
 OCTANE Forklifts, Inc.
 Tobroco Machinery, LLC
 Toromont Material Handling, a division of Toromont Industries, Ltd.
 Western Materials Handling & Equipment, Ltd.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
 James Voelker, Procurement Lead Analyst
 Carol Jackson, Procurement Analyst
 Stephanie Haataja, CPIM, 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.

Doosan Industrial Vehicle America Corp. offers a full line of Class 1–5 internal combustion and electric forklifts, with battery monitoring, fleet management, and telematics system offerings. They have a growing dealer sales and service network across North America, providing a variety of operator and maintenance training and extended maintenance plans. Doosan offers a competitive discount off standard pricing to Sourcewell participating entities.

Hyundai Construction Equipment Americas, Inc. is offering a range of Class 1-6 forklifts, available in battery, LP, and diesel powered models and in various configurations. Sales and service is available to Sourcewell participating entities through 166 Hyundai dealer locations across the U.S. and Canada, with optional preventive or full maintenance contracts also available. Hyundai offers solid warranties and significant pricing discounts by product category.

Mitsubishi Caterpillar Forklift America, Inc., (MCFA) offers a wide selection of Class 1-6 material handling equipment under the Mitsubishi Forklift, Cat Lift Trucks, and Jungheinrich Lift Trucks brands. Their dealer network offers sales and service at 470 locations in the United States and Canada, supported by 6 parts distribution centers. MCFA offers a range of percentages off list pricing reflecting considerable discounts to participating entities.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #091320 to:

Doosan	091520-DIV
Hyundai	091520-HCE
Mitsubishi	091520-MCF

The preceding recommendations were approved on November 2, 2020.

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Greg Grunig

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Greg Grunig, Procurement Lead Analyst

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Carol Jackson

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Carol Jackson, Procurement Analyst

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James Voelker

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

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Steff Haataja

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Stephanie Haataja, CPIM, 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 #091520 for Forklifts and Lift Trucks with 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, CPPU
Chief Procurement Officer