



## COMMENT AND REVIEW

To the

REQUEST FOR PROPOSAL (RFP) #032615

Entitled

### LEASING AND FINANCING SOLUTIONS WITH RELATED SERVICES

The following advertisement was placed in the Minneapolis, MN *Star Tribune* on February 12, 2015 and February 19, 2015, in Oregon's *Daily Journal of Commerce* on February 13, 2015, in South Carolina's *The State* on February 12, 2015, in Utah's *The Salt Lake Tribune* on February 12, 2015, in *USA Today* on February 12, 2015, and on the NJPA website [www.njpacoop.org](http://www.njpacoop.org), Onvia website [www.onvia.com](http://www.onvia.com), Notice to Bidders website [www.noticetobidders.com](http://www.noticetobidders.com), PublicPurchase.com, Merx, and Biddingo:

*The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #032515 LEASING AND FINANCING SOLUTIONS WITH RELATED SERVICES. Details of this RFP are available beginning FEBRUARY 12, 2015. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until MARCH 25, 2015 at 4:30 p.m. Central Time at the above address and opened MARCH 26, 2015 at 8:00 a.m. Central Time.*

RFPs were requested from and distributed to:

Bid Ocean	Colliers Macaulay Nicolls, Inc.
Compugen Finance, Inc.	Contract Leasing Corp.
Crosspoint Kinetics	Crossroads Equipment Lease and Finance
CSI Leasing, Inc.	dtz
Element Financial Corporation	First Capital Equipment Leasing Corp.
First Nation Supply	GE Public Finance
Government Leasing, LLC	Insight Investment, LLC dba Insight Financial Services
KPMG, LLP	
Lease Servicing Center, Inc. dba National Cooperative Leasing	
Minnwest Bank	Municipal Capital Markets Group, Inc.
Northland Securities, Inc.	Raymond Chabot Grant Thornton
Santander Bank, N.A.	TD Equipment Finance Canada
Technology Investment Partners	U.S. Bancorp Government Leasing and Finance, Inc.

An Addendum was distributed February 23, 2015 to all respondents changing the contract number from 032515 to 032615.

Proposals were opened on March 26, 2015 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Proposals were received from the following:

- Insight Investment, LLC dba Insight Financial Services
- Lease Servicing Center, Inc. dba National Cooperative Leasing

Proposals were reviewed by the Proposal Evaluation Committee:

- Ginger Line, CPPB, NJPA Senior Contract Procurement Analyst
- Gregg Meierhofer, CPPO, NJPA Senior Contract Products and Price Analyst
- Tracy Plinske, NJPA Contract Procurement Analyst
- Keith Hanson, CPA, NJPA Accounting Manager
- Jonathan Yahn, JD, NJPA Contracts and Compliance Manager

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Lease Servicing Center, Inc. dba National Cooperative Leasing, has extensive experience within the industry. They offer a wide array of leasing options with transactions from \$1,500 to \$5 million and from one to fifteen (15) years. They also offer purchase order only programs, flex plus leases and leasing on non-traditional items.

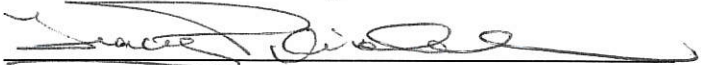
For these reasons the NJPA Proposal Review Committee recommends award of NJPA Contract #032615 to Lease Servicing Center, Inc. dba National Cooperative Leasing 032615-NCL

  
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 Ginger Line, CPPB, Senior Contract Procurement Analyst

4-7-15  
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 Date

  
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 Gregg Meierhofer, CPPO, Senior Contract Product & Price Analyst

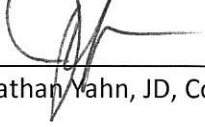
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 Keith Hanson, CPA, NJPA Accounting Manager

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 Jonathan Yahn, JD, Contracts and Compliance Manager

4/10/15  
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