



COMMENT AND REVIEW

To the
REQUEST FOR PROPOSAL (RFP) #061015
Entitled

FLEET-RELATED MAINTENANCE EQUIPMENT, SUPPLIES, SERVICES, AND INVENTORY MANGEMENT SOLUTIONS

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on May 1, 2015, in South Carolina's *The State* on May 1, 2015, in Utah's *The Salt Lake Tribune* on May 1, 2015, in *USA Today* on May 1, 2015, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website 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 # 061015 FLEET-RELATED MAINTENANCE EQUIPMENT, SUPPLIES, SERVICES, AND INVENTORY MANAGEMENT SOLUTIONS. Details of this RFP are available beginning MAY 1, 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. Proposals will be received until JUNE 10, 2015 at 4:30 p.m. Central Time at the above address and opened JUNE 11, 2015 at 8:00 a.m. Central Time.

RFPs were requested from and distributed to:

AssetWorks	CST Fleet Services
Mohawk Resources, Ltd.	
Genuine Parts Company/NAPA Integrated Business Solutions (IBS)	
ACDelco	Asset Inventories, Inc.
Bucks County International, Inc.	Cobalt Truck Equipment
Convoy Technologies	Crow-Burlingame Company
DataTrail	Derive Systems
Engine Systems Integration	Enterprise Fleet Management
Equipment Technology, LLC	eRepublic
Factory Motor Parts	Fairbanks North Star Borough
First Vehicle Services	Flagship Fleet Management
FleetMind Solutions	FORCE America
Ford Motor Company	Frontier Industrial Supply, Co.
Gestion D'Amboise	HDA Truck Pride
Hyundai Construction Equipment of Americas	imafs
JIT Military Sales	Management Consulting, Inc.
Merchants Fleet Management	Mercury Associates
Mile High Forklift	Montana State Procurement Bureau

NU-LIFE Environmental, Inc.
Pacific-Tek
Palmer Trucks, Inc.
RMP Powertrain Solutions
Rustbelt Group, LLC
Smartwerke
State of Utah
Stertil-Koni USA, Inc.
Teletrac Navman Wireless
Trimble Energy North America
Vehicle Service Group, LLC/Rotary Lift

Omntec Mfg. Inc.
Palmer Spring Company
Ranger Designs
Royal 4 Systems
SEFAC, Inc.
State of Nevada
State of Washington
Summit Truck Group
The Createch Group
Upp Technology, Inc.
Wiedenmann North America, LLC

An Addendum was distributed May 11, 2015 to all respondents notifying that the State of Montana intends to participate in this contract category.

Proposals were opened on June 11, 2015 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Proposals were received from the following:

Factory Motor Parts
Ford Motor Company
Genuine Parts Company/NAPA Integrated Business Solutions (IBS)
Mohawk Resources, Ltd.
SEFAC, Inc.
Stertil-Koni USA, Inc.
Vehicle Service Group, LLC/Rotary Lift

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
Isena Garcia, CAFM, Program Specialist, City of Sacramento, California

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 Factory Motor Parts was non-responsive under Level-One Responsiveness. All other proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Genuine Parts Company/NAPA Integrated Business Solutions (IBS) offers an inventory management solution along with fleet parts, staffing solutions, and many more options under this RFP category. They have a large sales and service force along with extensive experience within the industry.

Ford Motor Company offers an OEM parts solution along with fluid and lubricants. They have a large sales and service force and offer competitive pricing.

Mohawk Resources, Ltd. offers lifts, and through its business partners, offers wheel balancers, vehicle washers, lubrication equipment, floor jacks, compressors, hand tools, and many other products. They have experience with the government and NJPA members and a quality warranty program.

Stertil-Koni USA, Inc. offers mobile lifts in multiple weight capacities that incorporate various green technologies. They have experience within the industry and a good marketing plan.

Vehicle Service Group, LLC/Rotary Lift offers a variety of lift types, including in-ground vehicle lifts. They have a large sales and service force and have experience within the industry.

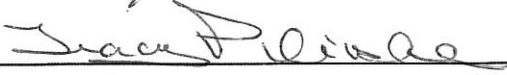
For these reasons the NJPA Proposal Review Committee recommends award of NJPA Contract #061015 to

Ford Motor Company	061015-FMC
Genuine Parts Company/NAPA Integrated Business Solutions (IBS)	061015-GPC
Mohawk Resources, Ltd.	061015-MRL
Vehicle Service Group, LLC/Rotary Lift	061015-RRL
Stertil-Koni USA, Inc.	061015-SKI

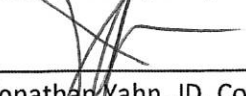
The preceding recommendations were approved at the July 21, 2015 Board meeting.

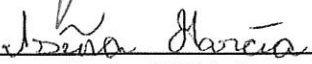

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