



## COOPERATIVE/PIGGYBACK PURCHASE AGREEMENT

### AGREEMENT SUMMARY:

|                                                                              |                                                                                                  |
|------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|
| <b>1. Cooperative/Piggyback Name:</b>                                        | Sourcewell                                                                                       |
| <b>2. Contractor:</b>                                                        | National Auto Fleet Group                                                                        |
| <b>3. Cooperative Agency Agreement Name and Agreement Number:</b>            | National Auto Fleet Group: cars, trucks, vans, SUVs, cab chassis, and other vehicles, 091521-NAF |
| <b>4. Cooperative Agency Initial Agreement Term:</b>                         | Start Date:<br>End Date: 11/8/2026                                                               |
| <b>5. Cooperative Agency's Agreement-Options to extend:</b>                  | N/A                                                                                              |
| <b>6. Cooperative Agency Amended Term:</b>                                   | N/A                                                                                              |
| <b>7. Cooperative Agency Remaining Options to Renew:</b>                     | 1 one-year renewal option executed per page 23 of the Contract. No other extensions apply.       |
| <b>8. City of Stockton Cooperative Purchase Agreement Term:</b>              | Start Date: Upon Execution End<br>Date: 11/8/2026                                                |
| <b>9. City of Stockton Cooperative/ Piggyback Purchase Agreement Amount:</b> | Not to Exceed \$850,000 for the term of the Agreement.                                           |

### AGREEMENT

The City of Stockton, a California municipal corporation on behalf of itself and its associated entities ("City"), and the above-named Contractor ("Contractor"), do hereby agree that City shall be granted the pricing, terms, and conditions under the above referenced National Auto Fleet Group: cars, trucks, vans, SUVs, cab chassis, and other vehicles, #091521-NAF ("COOP") as such may be amended from time to time. The COOP and associated documents referenced in the agreement are incorporated herein as Exhibit A to this City Cooperative/Piggyback Purchase Agreement ("Agreement").

Contractor shall grant such pricing, terms, and conditions to City for all procurements of goods and services, whether taking place on a City purchase order, purchasing card (credit card), or other purchasing modality, whether via telephone, via the Contractor website, or via direct purchase at a Contractor retail location.

1. **Agreement Term:** The Term of this Agreement shall remain in effect from date of the signing of this Agreement through \$850,000 unless terminated earlier by the City. If the Cooperative/Piggyback Agency extends the COOP with Contractor by a written amendment, the City has the option to extend the term of this Agreement by written amendment not to go beyond the term stated in the COOP fully executed amendment.

2. **Insurance and Hold Harmless:** In addition to the pricing, terms and conditions stated in the COOP and the associated documents incorporated herein as Exhibit A, Contractor shall, at Contractor's sole cost and expense and for the full term of the Agreement or any extension thereof, obtain and maintain at least all the insurance requirements listed in attached Exhibit B.

To the fullest extent permitted by law, Contractor shall hold harmless, defend and indemnify City of Stockton and its officers, officials, employees and volunteers from and against any and all liability, loss, damage, expense, costs (including without limitation costs and fees of litigation) of every nature arising out of or in connection with Contractor's performance of work hereunder or its failure to comply with any of its obligations contained in the agreement, except such loss or damage which was caused by the sole negligence or willful misconduct of the City of Stockton. This obligation is independent of, and shall not in any way be limited by, the minimum Insurance obligations contained in this Agreement. These obligations shall survive the completion or termination of this Agreement.

3. **Compensation:** City and Contractor do hereby enter into this Agreement for cars, trucks, vans, SUVs, cab chassis, and other vehicles available in the above-named COOP and associated documents incorporated herein as Exhibit A and referenced in the attached quote Exhibit C. In no way, shall payment to the Contractor exceed 11/8/2026 for the purchase of cars, trucks, vans, SUVs, cab chassis, and other vehicles. Any person signing this Agreement on behalf of City or Contractor does warrants that he or she has full authority to do so.

4. **Governing Law:** California law shall govern any legal action pursuant to this Agreement with venue for all claims in the Superior Court of the County of San Joaquin, Stockton Branch or, where applicable, in the Federal District Court of California, Eastern District, Sacramento Division.

5. **Applicable Law:** Deliverables must conform with all applicable federal, state, and local laws. Such conformity includes compliance with federal sanctions, and Contractor certifies that it has not and will not engage in prohibited transactions with sanctioned persons or entities.

This Agreement may be amended only by a written amendment, consistent with the COOP, signed by Contractor and City.

**CITY OF STOCKTON**

\_\_\_\_\_  
Will Crew, Acting City Manager

Date: \_\_\_\_\_

ATTEST:

\_\_\_\_\_  
Katherine Roland, CMC, CPMC, City Clerk

APPROVED AS TO FORM:

\_\_\_\_\_  
Lori M. Asuncion, City Attorney

\_\_\_\_\_  
Print name

**NATIONAL AUTO FLEET GROUP**

By: \_\_\_\_\_

Signature

Randy A. Lester 7/18/25

Print name

Title: \_\_\_\_\_

Sales Director

*[If Contractor is a corporation, signatures must  
comply with Corporations Code §313]*

By: \_\_\_\_\_

Signature

Title: \_\_\_\_\_

**EXHIBIT A**



**Solicitation Number: RFP #091521****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and 72 Hour LLC dba: National Auto Fleet Group, 490 Auto Center Drive, Watsonville, CA 95076 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires November 8, 2025, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All rights will cease upon expiration or termination of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### **3. PRICING**

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be

returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be negotiated directly between the Participating Entity and the Supplier. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased



by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

## **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

## **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

## **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Supplier under this Contract.

## **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
  - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers,



resellers, marketing representatives, and agents (collectively “Permitted Sublicensees”) in advertising and promotional materials for the purpose of marketing the Parties’ relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

*3. Use; Quality Control.*

- a. Neither party may alter the other party’s trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party’s trademarks only in good faith and in a dignified manner consistent with such party’s use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Supplier agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Supplier in violation of applicable patent or copyright laws.

*5. Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party’s name or logo (excepting Sourcewell’s pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell’s written directions.

B. PUBLICITY. Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. MARKETING. Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. ENDORSEMENT. The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for Products-Completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is

primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.



## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names



of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation

and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier not use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by an Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

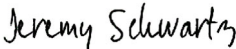
T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

**22. CANCELLATION**

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

72 Hour LLC dba: National Auto  
Fleet Group

DocuSigned by:  
  
By: C0FD2A139D06489...  
Jeremy Schwartz  
Title: Chief Procurement Officer  
11/4/2021 | 1:28 PM CDT  
Date: \_\_\_\_\_

DocuSigned by:  
  
By: FACBB5730C1E467...  
Jesse Cooper  
Title: Fleet Manager  
11/4/2021 | 10:46 AM CDT  
Date: \_\_\_\_\_

Approved:

DocuSigned by:  
  
By: 7E42B8F817A64CC...  
Chad Coauette  
Title: Executive Director/CEO  
11/4/2021 | 1:34 PM CDT  
Date: \_\_\_\_\_



CONTRACT EXTENSION

Contract Number: 091521-NAF

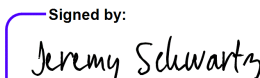
|                           |     |                         |
|---------------------------|-----|-------------------------|
| Sourcewell                | and | National Auto Fleet     |
| 202 12th Street Northeast |     | 490 Auto Center Dr      |
| P.O. Box 219              |     |                         |
| Staples, MN 56479         |     | Watsonville, California |
| (Sourcewell)              |     | (Vendor) 95076-3726     |

have entered into Contract Number: 091521-NAF  
for the procurement of: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

The Contract has an expiration date of 2025-11-08 , but the parties may extend the Contract by mutual consent.

Sourcewell and Vendor acknowledge that extending the Contract benefits the Vendor, Sourcewell and Sourcewell’s Members. Vendor and Sourcewell agree to extend the Contract listed above for an additional period, with a new Contract expiration date of 2026-11-08 . All other terms and conditions of the Contract remain in full force and effect.

Sourcewell

Signed by:  
  
C0FD2A139D06489

Authorized Signature

Jeremy Schwartz

Name

Chief Operating and Procurement Officer

Title

5/29/2025 | 12:25 PM CDT

Date

Signed by:  
  
FACBB5730C1E467...

Authorized Signature

Jesse Cooper

Name

Fleet Manager

Title

5/30/2025 | 10:38 AM CDT

Date

# RFP 091521 - Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

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## Vendor Details

Company Name: 72 HOUR LLC

Does your company conduct business under any other name? If yes, please state: National Auto Fleet Group

Address: 490 Auto Center Drive  
Watsonville, CA 95076

Contact: Jesse Cooper

Email: Jcooper@nationalautofleetgroup.com

Phone: 951-440-0585

Fax: 831-840-8497

HST#: 263297677

## Submission Details

Created On: Tuesday August 24, 2021 16:34:10

Submitted On: Tuesday September 14, 2021 14:10:21

Submitted By: Jesse Cooper

Email: Jcooper@nationalautofleetgroup.com

Transaction #: d2e890de-e761-4f47-9b23-bef3d512bd76

Submitter's IP Address: 76.81.241.2

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**Specifications****Table 1: Proposer Identity & Authorized Representatives**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

| Line Item | Question                                                                                                                                                                                                                                                                               | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                       |   |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 1         | Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")                                                                                                                                                                | 72 Hour LLC                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 2         | Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.                                                                                                                                                                  | WCAF, LLC<br>WCDJR, LLC<br>Alan Jay Automotive Inc                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 3         | Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.                                                                                                                                                               | NAFG has numerous subsidiaries and DBA's including but not limited to:<br>National Auto Fleet Group,<br>Chevrolet of Watsonville,<br>Watsonville Ford<br>Watsonville CDJR<br>Watsonville Fleet Group<br>Alan Jay Chrysler Jeep Inc<br>Alan Jay Chevrolet, Cadillac<br>Alan Jay Buick, GMC<br>Alan Jay Auto Outlet<br>Clewiston Motor Company, Inc<br>Alan Jay Chrysler Dodge Ram Jeep<br>Alan Jay Lincoln<br>Alan Jay Ford<br>Alan Jay Nissan<br>Alan Jay Toyota | * |
| 4         | Proposer Physical Address:                                                                                                                                                                                                                                                             | 490 Auto Center Drive<br>Watsonville, CA 95076                                                                                                                                                                                                                                                                                                                                                                                                                   | * |
| 5         | Proposer website address (or addresses):                                                                                                                                                                                                                                               | www.NationalAutoFleetGroup.com                                                                                                                                                                                                                                                                                                                                                                                                                                   | * |
| 6         | Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract): | Jesse Cooper<br>Fleet Manager<br><br>1-855-289-6572<br>490 Auto Center Drive<br>Watsonville, CA 95076<br>Jcooper@nationalautofleetgroup.com                                                                                                                                                                                                                                                                                                                      | * |
| 7         | Proposer's primary contact for this proposal (name, title, address, email address & phone):                                                                                                                                                                                            | Jesse Cooper<br>Fleet Manager<br><br>1-855-289-6572<br>490 Auto Center Drive<br>Watsonville, CA 95076<br>Jcooper@nationalautofleetgroup.com                                                                                                                                                                                                                                                                                                                      | * |
| 8         | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):                                                                                                                                                                                     | Clarke Cooper<br>Fleet Manager<br><br>1-855-289-6572<br>490 Auto Center Drive<br>Watsonville, CA 95076<br>ClarkeCooper@watsonvillefleetgroup.com                                                                                                                                                                                                                                                                                                                 |   |

**Table 2: Company Information and Financial Strength**

| Line Item | Question | Response * |  |
|-----------|----------|------------|--|
|-----------|----------|------------|--|



|    |                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 9  | Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.                                                                                                                                 | <p>National Auto Fleet Group started as a new division of 72 Hour LLC, in the summer of 2010 in the heart of Southern California. We began our network with a single automobile dealership and have now grown our network to encompass numerous dealerships located in and outside of California.</p> <p>We stand by providing opportunities for advancement by hiring and promoting from within our organization. Many of the Fleet Managers who started with us in 2010 are still with us today.</p> <p>Through the years, we have evolved and adapted to the new technology driven trends that are revolutionizing the automotive industry today. However, our brand's fundamental core values have remained unchanged – We are committed to do right for the members. If we take care of them, they will in return take care of us.</p> <p>National Auto Fleet Group's operational blueprint and business philosophy has always been the "4 RIGHT's" for every member: We deliver the RIGHT vehicle, at the RIGHT time, to the RIGHT place at the RIGHT price.</p> <p>The integrity of our business stems on our deep family roots in the automotive industry. We are and always will be family owned and operated with our future generations already in their infant stages today. We are committed to pioneering our industry for decades to come.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 10 | What are your company's expectations in the event of an award?                                                                                                                                                                                                                                                       | <p>If awarded, this would be our 5th Sourcewell Contract and we would execute as such. We will continue to serve your members and provide them with excellent customer service while continuing to advance customer satisfaction. Along with implementing new business growth strategies that will ultimately launch us into new heights once again.</p> <p>Furthermore, we will launch our Partner Program detailed in the attached "marketing Plan Compressed" Zip file. This next generation application will give members the power to select upfitters they would like NAFG to partner with in providing satisfactory quotes and service. We see tremendous value in building out these mutually beneficial partnerships, so we can provide 100% satisfactory turnkey solutions to the members.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 11 | Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. | <p>To demonstrate NAFG's financial strength and stability, we have uploaded Bank Commitment letters under the Financial Strength Section of the online application. We have a direct line of credit of \$52,000,00.00 that we are currently utilizing with our current and past Sourcewell Contracts. However, this number is not capped as we have the freedom to extend the cap to accommodate the revolving needs of the members.</p> <p>Referenced below is a short register of some of our market success from awarded government contracts that encompass over \$140,000,000.00 worth of products and goods under our current Sourcewell Contract.</p> <p>A. City of San Diego, CA \$ 72,000,000 contract under our Sourcewell Contract 120716-NAF.</p> <p>B. City of San Diego, CA \$ 55,400,000 contract under our Sourcewell Contract 081716-NAF.</p> <p>C. Government Fleet Article Highlighting our transaction with the City of San Diego, CA procuring over 100 Police vehicles through NAFG Sourcewell Contract 120716-NAF.</p> <p>D. City of Los Angeles World Airports, CA Contract for \$ 24,003,500 under Sourcewell Contract 120716-NAF for the procurement of 400 vehicles.</p> <p>E. City of Los Angeles Harbor, CA Contract Extension to \$ 4,500,000 contract under Sourcewell Contract 120716-NAF.</p> <p>F. City of Los Angeles Harbor, CA Contract for \$1,500,000 under our Sourcewell Contract 120716-NAF.</p> <p>G. City of Los Angeles Harbor, CA Renewal for another \$ 1,500,000 under Sourcewell Contract Class 6, 7 and 8 Contract 081716-NAF.</p> <p>H. City of Costa Mesa, CA Contract \$1,023,220 under our Sourcewell Contract 120716-NAF.</p> <p>I. Blanket Contracts with the State of Maryland, MD off our current Class 6, 7 and 8 Chassis Contract 081716-NAF.</p> <p>J. Blanket Contracts with the State of Maryland, MD off our Current Sourcewell Contract 120716-NAF.</p> <p>We have also attached our Commitment Letter's for unparalleled support from leading nationally recognized upfit suppliers such as The Knapheide Manufacturing Company. Along with regional suppliers such as Brand FX and Phenix Truck Body located in Southern California serve as regional support locations, whom we often work alongside to fulfill all member needs with past, present, and future orders with NAFG.</p> <p>Included are also Upfitter Recommendation letters to illustrate how National Auto Fleet Group has taken a proactive interest in building mutually beneficial relationship with our upfitters. Mutuality and reciprocity relationships between body companies and our dealer's are two of the key components that help members receive what they need in a smooth and efficient fashion.</p> <p>In addition, the adoption of our Class 6, 7, and 8 Contract from Anne Arundel County in the state of Maryland is as an example of how National Auto Fleet Group attracts and retains new clients by demonstrating to them there's a better and more efficient way of finding turnkey solutions.</p> <p>Lastly, we have attached supporting documents that help emphasize and exemplify our growth since our first awarded Sourcewell Contract in 2012. We sincerely hope it helps portray our commitment to building lifelong rapport and trust with our partner upfitters and members.</p> |
| 12 | What is your US market share for the solutions that you are proposing?                                                                                                                                                                                                                                               | . Of our respective brands and OEM's we represent, the US market share is estimated to be 60 – 75%.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 13 | What is your Canadian market share for the solutions that you are proposing?                                                                                                                                                                                                                                         | It is difficult to estimate the market share for the brands and OEM's we represent, however we estimate that it should be the same 60 -75 % of the US share.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| 14 | Has your business ever petitioned for bankruptcy protection? If so, explain in detail.                                                                                                                                                                                                                               | No.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |

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|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 15 | <p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p> | <p>National Auto Fleet Group is a dealer network best categorized as "A" - Distributor/Dealer/Reseller and Dealer Partner for (15) OEM Manufacturers including Ford Motor Company, Chevrolet, RAM, GMC, Buick, Chrysler, Dodge, Jeep, Toyota, Nissan, KIA, BMW, Honda, Cadillac and Volkswagen, All orders are placed with the franchised dealer and ultimately titled directly to the member. All appropriate certification certificates and authorized DMV/Factory licenses may be found in the "Related Certification" section uploaded to this RFP. It should be noted we do not sell used equipment to members.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 16 | <p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <p>Required licenses include a Dealer's License, a Franchise issued by the Manufacture, a Department of Motor Vehicles License, as well as a Reseller's permit license. All which NAFG and Dealer Partner's hold. Please review our attachment documents in section "Related Certification" for licenses that we either solely own or are jointly owned by our partner dealers that pertain to this RFP. A list of all our licenses are below, some of which may not pertain to class 1-3 but to class 4-8.</p> <p>CA Certificate of Good Standing 200824810190<br/> State of Florida License Certificates:<br/> VF/1000974/4<br/> VF/1000950/1<br/> VF/1046516/1<br/> VF/1024619/2<br/> VF/1024619/1<br/> VF/1018615/1<br/> VF/1021891/1<br/> VF/1000974/3<br/> VF/1105916/1<br/> VF/1020705/1<br/> VF/1000969/1<br/> CA State Seller's Permit 101-135239<br/> CA State Seller's Permit 245364864-00001<br/> Department of Motor Vehicle, Vehicle Dealer/ License Number 97772<br/> Department of Motor Vehicle, Vehicle Dealer License Number 97771<br/> Department of Motor Vehicle, Vehicle Dealer License Number 43609<br/> Bureau of Automotive repair Registration # ARD00296319 123120<br/> CA State Seller's Permit 232781952-00001<br/> City of Watsonville Business License Number 1792<br/> City of Watsonville Business License Number 4358<br/> Fictitious Business Names from Santa Cruz County for National Auto Fleet Group FBN: 2017-0000138<br/> California General Resale Certificate<br/> Dun &amp; Bradstreet Number: 023680653<br/> Government of The District of Columbia Certificate<br/> Government of the District of Columbia Tax Registration # 7815888160711<br/> City of Los Angeles Tax Registration<br/> Government of The District of Columbia CLEAN HANDS CERTIFICATION<br/> San Diego Freightliner Seller's Permit<br/> Commonwealth of Virginia State Corporation Commission Certificate<br/> State of Maryland Good Standing Certificate<br/> Kansas Department of Revenue for Kansas City Peterbilt<br/> New Jersey Department of Treasury Registration Certificate<br/> New Jersey Business Registration<br/> Notice of Compliance of the Canton City Codified Ordinance<br/> Employee Information Report for the State of New Jersey<br/> State of Maryland New Sales and Use tax License<br/> CA State Seller's Permit 98-037902 00006<br/> South Carolina Department of Motor Vehicles License Number 36133<br/> State of South Carolina Retail License<br/> Commonwealth of Kentucky Vehicle Dealer License 1583 20 100<br/> State of West Virginia Dealer License<br/> Commonwealth of Kentucky Vehicle Dealer License 1581 20 036<br/> State of Tennessee Vehicle Dealer License</p> |
| 17 | <p>Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <p>Not Applicable, none.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

**Table 3: Industry Recognition & Marketplace Success**

| Line Item | Question                                                                                                                                                                       | Response *                                                                                                                                                                                                                                                                                           |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 18        | Describe any relevant industry awards or recognition that your company has received in the past five years                                                                     | National Auto Fleet Group's received its most prestigious award for Top Placement within Ford Motor Company as the leading dealership in Government Sales. In addition, our Chevrolet brand was highly ranked and honored 4/5 consecutive years by General Motors.                                   | * |
| 19        | What percentage of your sales are to the governmental sector in the past three years                                                                                           | Within our fleet division, 90% of our contracts within the past three years have been with government accounts.                                                                                                                                                                                      | * |
| 20        | What percentage of your sales are to the education sector in the past three years                                                                                              | Within the past 3 years 90% of our sales have been to government accounts, 20% of which are within the education sector.                                                                                                                                                                             | * |
| 21        | List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?          | We hold the State of California contract with volumes from 200 to 500 units a year over the past three years. In addition, our Sourcewell Contract's 091219, 081716 and 120716 that we have maintained over the past three years has sold combined north of 400 million of Combined Quarterly Sales. | * |
| 22        | List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years? | National Auto Fleet Group's focus lies on the Sourcewell Contract. NAFG holds no other GSA contract, Standing Offers, or Supply Arrangements other than the State of California contract. Our annual sales volume is estimated to be north of \$200 million.                                         | * |

**Table 4: References/Testimonials**

**Line Item 23.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

| Entity Name *             | Contact Name *      | Phone Number * |   |
|---------------------------|---------------------|----------------|---|
| Port of Los Angeles, CA   | Mr. Dave Comer      | 310-72-3794    | * |
| County of Venture, CA     | Mr. Jorge Brilla    | 805-672-2044   | * |
| City of Austin, TX        | Mr. Matt Sager      | 512-978-2637   | * |
| County of San Joaquin, CA | Mr. David Myers     | 209-468-9745   |   |
| City of Palo Alto, CA     | Ms. Danitra Bahlman | 650-496-5920   |   |

**Table 5: Top Five Government or Education Customers**

**Line Item 24.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

| Entity Name                               | Entity Type * | State / Province * | Scope of Work * | Size of Transactions *                | Dollar Volume Past Three Years * |   |
|-------------------------------------------|---------------|--------------------|-----------------|---------------------------------------|----------------------------------|---|
| City of Austin                            | Government    | Texas - TX         | Purchaser       | 10-15 Vehicles at once, Vans and SUVs | Over 1M                          | * |
| Los Angeles Department of Water and Power | Government    | California - CA    | Purchaser       | Over 120 Vehicles, Vans and SUVs      | Over 3M                          | * |
| Port of Los Angeles                       | Government    | California - CA    | Purchaser       | Over 80 Trucks, Vans and SUVs         | Over 2M                          | * |
| Anne Arundel County                       | Government    | Maryland - MD      | Purchaser       | Over 40 Trucks, Vans and SUVs         | Over 1M                          | * |
| City of San Diego                         | Government    | California - CA    | Purchaser       | Over 500 Trucks, Vans, SUV            | Over 15M                         | * |

**Table 6: Ability to Sell and Deliver Service**

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

| Line Item | Question     | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |   |
|-----------|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 25        | Sales force. | <p>Our sales force consists of direct and an indirect sales force. Our direct sales force consists of direct employees and partner dealers, which exceeds an employee count of 300 personnel both full time and part time. Many of our sales force are spread across the US and we leverage our relationships with our larger class dealerships to service the members lower class vehicle needs as well. A cross sales force. These individuals help support our dealerships and NAFG Fleet Division directly. On the other hand, our indirect sales force made up of upfitters and partner suppliers consists of over 100 personnel with our partner network and sales force growing annually.</p> <p>With both direct and indirect sales force staff working together, NAFG has been able to successfully grow, maintain and service the demand of the members. As the number of your members grow, we will continuously welcome more staff to not only meet customer demand, but also to exceed customer expectations.</p> | * |

|    |                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |   |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 26 | Dealer network or other distribution methods.                                                                                                                                                                                                         | <p>Our franchise network in Canada and the U.S. is fortunately second to none. Our 15 proposed OEMS previously mentioned, all of which have established a presence nationwide with factory stores strategically placed where all members can receive service and complete warranty repairs with their respective products.</p> <p>Simple put the North American and Canadian automobile supply chain network is one of the best in the world. Of the 15 brands we represent, the OEMs have put in place a dealer network across all 50 states that will allow us to best serve all members.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | * |
| 27 | Service force.                                                                                                                                                                                                                                        | The 15 manufactures we represent have thousands of service locations that would be easily accessible to all your members. Service centers and warranty repair facilities for all 15 OEMs are ample and ready to help service our members and their needs. However, Alaska and Hawaii may be exceptions as they may have farther distances between franchises where members can utilize the repair services.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | * |
| 28 | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.                                                                                                 | The member may order their vehicles by navigating to our website, <a href="http://www.NationalAutoFleetGroup.com">www.NationalAutoFleetGroup.com</a> and going through the step-by-step process to generate an online quote or by calling one of our representatives at 855-289-6572 or by sending NAFG an email at <a href="mailto:Fleet@NationalAutoFleetGroup.com">Fleet@NationalAutoFleetGroup.com</a> . Orders are then processed directly to the manufacturer who will work to supply the vehicle to the ship-to location for upfitting or end user desired delivery location.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 29 | Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises. | <p>To best demonstrate our Customer Service program, kindly reference the ZIP file "Member Walk Through" that is attached in the Additional Documents folder. Please begin with and review in order that is explained below:</p> <p>How Members Can Get Quotes Online: A member can obtain most quotes by visiting our website <a href="http://www.NationalAutoFleetGroup.com">www.NationalAutoFleetGroup.com</a> where a simple one step form is needed for registration. This is to protect the price information from nonmembers. Once a member registers they will receive an automated welcome email with a demo video on how to use our site. Members will gain access to there very own dashboard which will house all there quotes in one safe secure login. Member's can select which brand they are looking for and model year. Our site shows all the categories the brand offers such as: Cars, Vans, SUV's Trucks and Chassis Cabs. Members will then be able to drill down for the right selection by picking from the filter menu of what cab there looking for (Regular, Extended or Crew) to 2 wheel or 4 wheel drive down to the bed length there looking for. All factory options are then presented for the member to select from, this will show all current factory orderable options, taking the guess work out for the member. Once a member selects a desire build, they will see there Sourcewell Price report showing the MSRP, there contract price, the saving in real dollars and as a percentage. In the PDF example you can see a saving of \$ 9,175.96 of 22.345% to the member showing a significant savings. Members then can chose to add extra's to there order like extra keys' service manuals, sales tax and even request an upfit to be added to there quote. Lastly they will be given a complete turn key quote package to print which will include there customized Quote ID, Description and Specifications of what they built.</p> <p>How Members and Upfitters can Partner with NAFG: Our dedicated website <a href="http://www.NAFGPartner.com">www.NAFGPartner.com</a> was built to accommodate the member who would like a certain upfitter to upfit there vehicles. It was also built for upfitters to have a place to go where they can find information on how to partner with NAFG to better serve there local members.</p> <p>Example of A Member with Upfit Quote: This is an example of how we use our Cab Chassis and combine them with an upfit to provide a turnkey solution for the member in a simple to follow format.</p> <p>ETA System for Members Walk Through: This is where members can easily come to our website, the same website they built there chassis on and track there order like they would a UPS package. We have a very simple display on our homepage "Track your order" where members can enter one of the following: Purchase Order Number, Quote ID, Upfit Quote ID or vin to easily see there in the process there particular order is in.</p> <p>Courtesy Confirmation Explained: After NAFG receives an order from a Member, we always like to send them a Courtesy Confirmation. This is were the member will double check some particulars on there order like, Color, Quantity, Upfit and Specification's are all correct before order placement. We also like to ask for title information at this point so we can help process the paperwork at delivery promptly.</p> <p>Factory Order Cut Off Notices: Here is were we like to highlight were members can access any upcoming factory order cut off dates. We walk them through the process step by step to ensure everyone knows the upcoming order cut off date, we even print this information (if known at the time) right on the cover page of there quotes.</p> <p>Validation Walk Through Example: To demonstrate a price validation, we show what a member would see when they build a truck on our site. At check out the member would see the Total Configured MSRP of \$ 35,730.00, A Sourcewell Price of \$ 27,331.68, Total Saving of \$ 8,398.32 or 23.505% for a 2020 F-250 followed by the pricing page which shows the Minimum Discount of at least 18.50%. As you see we provided an additional 5% discount on top of the 18.50% contract discount. This would be the case in most instances.</p> | * |
| 30 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.                                                                                                                | Our willingness and ability to service members nationwide is unparalleled. We have dedicated staff 5 days a week, from 7am to 7pm standing by ready to assist any member help find the best solution for there needs even if helping assist them to the best Sourcewell Contract that could be a solution. We have a dedicated live chat feature on our online quote generating website in case any member has any trouble at all in building there quotes. NAFG has established a chain of suppliers who are at the ready to serve if called upon by any member. We are here to help.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | * |
| 31 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.                                                                                                                           | We are willing and eager to soon extend our business model and network into Canada. We believe partnering with local Canadian based dealer groups is key to success in the Canadian market. NAFG's competitive pricing as well as a simple US Dollar to Canadian conversation will help NAFG expand into the Canadian market for participating Sourcewell members.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | * |
| 32 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.                                                                                                                        | National Auto Fleet Group will handle servicing 100% of all geographic areas located in the United States. Although it is unclear what unseen obstacles we may face in Canada, NAFG is committed to building the same model to service Canada and providing the same level of customer satisfaction, service, and care as in the United States.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | * |



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|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 33 | Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract? | NAFG will continue to service all Sourcewell Members through our 24 hour a day, 7 days a week online portal with the exclusion of Non-Profits. Unfortunately, Non-Profits are often not eligible for the same discount's government entities are qualified for. However, Non-Profits are subject to a different pricing program and will be evaluated on a case to case basis. | * |
| 34 | Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.                                                                                                                                                                                               | The only possible logistical constraints we may face is the shipping constraints for shipments arriving in Alaska, Hawaii and US Territories. For example, we often provide members in Alaska or Hawaii with vehicles that often have upfits. To circumvent this potential issue, members allow us to add these extra shipping and port costs to their quotes.                 | * |

Table 7: Marketing Plan

| Line Item | Question                                                                                                                                                                                             | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          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| 35        | Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response. | <p>National Auto Fleet Group encompasses a variety of marketing strategies to promote our products and services to streamline the vehicle purchasing process for government entities. Below are a few strategies used to serve as the gateway between our business and public agencies.</p> <p>Website and Inbound Marketing: The creation of a professional customer-focused website is one of our main features to market our products and services. The NAFG website encourages our members to interact and browse through products offered along with pricing and information about National Auto Fleet Group. Inbound marketing is created when potential members are directed to the company website. With this method, we are able to not only connect with members but to put the purchasing ability into the hands of each member. Our inbound marketing strategy attracts members by creating valuable content and experiences tailored to the needs of each individual. Examples include email campaign flyers on our products, informative and how-to videos, social media and engaging members with top-notch customer service to build brand awareness.</p> <p>Email Marketing: One of the main strategies used to engage current and potential members is Email Marketing. Our emails include different types of flyers that consist of information of the Sourcewell contract, promoting manufacturer brands, holiday themed flyers, discounts offered to first time buyers, important cutoff date reminders and upcoming products and events.</p> <p>The use of marketing campaigns plays a major role in enhancing the growth of our client database. Emails are a big part of our daily lives due to government agency employees utilizing emails as their main source of communication. We use campaigner.com as the emailing platform to reach our target members. Videos and descriptive images are used on all flyers and are compatible with a desktop or mobile device. Messages are short and to the point with links leading to the Sourcewell and NAFG homepage. The Campaigner email system allows the ability to track email activity based on open rate, unsubscribes and link clicks which is beneficial to understanding email effectiveness.</p> <p>Once potential members are directed to our website, they are welcomed with a wide range of options to explore an array of our products and services. They are able to register to become a member, view pricing, explore available in-stock vehicles, view how-to-videos, build a vehicle online to request an immediate quote or use our live chat assistant or call/email for live support.</p> <p>Face to Face Marketing Strategies: This strategy has proven to be successful in generating leads and creating lasting relationships by developing genuine connections with prospective members. National Auto Fleet Group attends several trades shows per year to engage members and put a face to the company. This in person meeting aids to build the brand by nurturing relationships between members and other vendors associated through the process. Trade shows attended include GFX, IAPPO, NIGP, ACT, CAPPO, and CASBO throughout the United States.</p> <p>NAFG has many opportunities to make in person presentations to propose products, services offered and to answer any questions potential members may have. These PowerPoint Presentations include topics on NAFG/Sourcewell process, how to facilitate the vehicle purchasing without bidding, informational videos, and the brands and services we provide. These meetings have been held at local cities, counties, school districts, water districts and ports.</p> <p>Relationship Marketing is a vital strategy used in building and maintaining long-term relationships practiced by National Auto Fleet Group on a daily basis.</p> <p>NAFG strives to create a positive and supportive connection with members by providing personalized and responsive customer service practices. The sales team has worked tirelessly to focus on providing outstanding customer support to create a powerful rapport with existing and new members. By going above and beyond, they have enhanced existing relationships and executed customer loyalty with repeat businesses. They strive to deviate from the "Car Salesperson" mentality which is 100% sales driven to a more product and customer service approach by instilling a sense of confidence in our clients. The goal is to regularly assist clients and address any needs and concerns even after the purchase has occurred. The strive to focus on solution selling vs. product selling develops into a mutually beneficial agreement for members and the business.</p> <p>Below are a few examples on successful relationship marketing from our Fleet Department:</p> <p>We had a member call in to request financing/lease options for a truck needed through our National Auto Fleet Group/Sourcewell vehicle contract. I contacted another Sourcewell vendor, Matt Geiselhart from NCL Gov Capital and he was happy to assist with a financing quote. The member also requested to trade in a current vehicle in their fleet and was directed to Govdeals for assistance in removing the outdated unit through an auction. The member was able to utilize three Sourcewell contracts to complete his transaction which simplified the entire process. The member was very satisfied with the amount of care and ease through his experience and became a repeat customer. By utilizing a cross-selling strategy, National Auto Fleet Group became his one stop shop to fulfill all fleet vehicle purchasing needs.</p> <p>"I had a member call in desperate to obtain a new truck because an employee had gotten into a serious accident and had the truck totaled. Due to covid restrictions, most manufacturers are currently experiencing microchip shortages which relays to production delays at the factory. We were able to direct buyer to our in-stock inventory on the NAFG website and member was ecstatic to locate truck to meet their needs. Instead of having to wait 30 weeks to receive the new vehicle, member was able to obtain the new truck within 3 weeks."</p> |

"I once had a member contact us two years after purchasing a vehicle from us. They had a malfunction with the liftgate on the box truck which caused a logistical nightmare. I was able to contact one of our body vendors that upfitted the lift gate installation and a service technician was able to go onsite to resolve the liftgate issue at no additional cost. The member was very impressed with the quality of our customer service even after purchase. "

"I had a member request a ¾ ton truck pricing but was unsure about their budget at the time. I took the time to go through each option with the client to provide a Sourcewell pricing quote through multiple manufacturers from Ram, Chevrolet and Ford. This empowered the member to have multiple pricing options for review to align with their budget as well as eliminating the need to shop anywhere else. "

"We work with many body companies to assist customers with the body upfitting process. One of our members called in a request to expedite a particular vehicle that was held up at one of their local body upfitters. I contacted the body company representative and put in a request to expedite the upfitting per request of the member. The body company was able to comply with the request and delivery was made sooner than expected."

Word-of-Mouth Marketing: The positive quality of service has led to more sales based on previous customers' impressions on their experience. NAFG's goal is to provide exemplary customer service throughout the entire purchasing process to encourage repeat business and advocate services to other members. NAFG has been fortunate to experience multiple instances of leads generated based solely on word-of-mouth marketing through our existing customers.

Cross-promotion: National Auto Fleet Group is currently collaborating with another Sourcewell Vendor, NCL Government Capital to promote each other's products and services. NCL Government Capital specializes in providing competitive equipment financing programs for municipalities and public education entities across the United States. As a team, NCL and NAFG produced a variety of marketing materials such as videos, flyers and info graphs to promote purchasing and leasing opportunities.

Hoglund Bus Company is another cross-promotion vendor NAFG had the opportunity to create a partnership with. Flyers were created to advertise Chassis from NAFG along with a variety of bus bodies from Hoglund Bus Company.

With cross-promotion, companies exchange knowledge and provide endorsements on websites, social media, and email campaigns. This strategy creates an influx of new leads, brand awareness, increased sales and recurrence of customers. National Auto Fleet Group will continue to create new partnerships and facilitate more cross-promotion opportunities in the near future to provide turnkey solutions for a variety of vehicle purchasing needs.

Coming in 2022, National Auto Fleet Group will be launching a NAFG Partner Website to further increase business growth. The website [www.nafgpartner.com](http://www.nafgpartner.com) is expected to launch next year in 2022. The site encourages body upfitting companies throughout the United States to partner up with NAFG to become a preferred member. The benefits of becoming a preferred member include endorsements on website and social media avenues along with word-of-mouth referral for clients with upfitting needs. Our dedicated public relations representative will conduct phone and in person meetings to discuss the advantages of partnering up with NAFG, therefore generating more cross-promotion opportunities.

Members from government agencies are encouraged to go on the site to search for local body upfitting companies they are interested in working with. As a prerequisite in becoming a preferred vendor, they are required to advertise NAFG and the Sourcewell contract on their business website and refer their clients to purchase their cab/chassis needs through NAFG. This establishes a partnership that will generate increased sales all around. We are still currently building the website and interacting with body companies across the United States that would be interested in partnering up with NAFG.

|    |                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 36 | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.                                             | <p>Social media plays a crucial element in the way people communicate and connect with each other. LinkedIn is the go-to platform used by NAFG as it offers a variety of ways to expand our network by locating and connecting with relevant professionals in the industry. National Auto Fleet Group has utilized LinkedIn to engage current and potential members through personalized messages and posts. Personalized messages include thanking them for registering on site as well as directing them to our link to the website, LinkedIn, YouTube, Facebook and Instagram company pages. The goal is to unite with people already on our database as well as people that would benefit from our products and services. Current flyers or messages about our company are also posted on the LinkedIn site to generate and attract more business. Time is also spent on reading posts from connections and observe any needs that National Auto Fleet Group may assist with.</p> <p>National Auto Fleet Group has begun utilizing video marketing strategies to further promote and market products by engaging on social media channels and email flyers. Programs such as Vimeo, Video Scribe, Cartoon Animator, Adobe Animate, Illustrate, Captive, Photoshop and Movavi Video Editor Plus are employed to edit and create videos to assist in endorsing our company. The following videos were recently created by our marketing department along with outside video production companies:</p> <p>Explainer Video: The first video created was a 90 second explainer video about National Auto Fleet Group that used animated characters to visualize our products and services along with information on the Sourcewell awarded contract. The video has been incorporated into all our weekly email flyers and social media platforms as an informative video on our products and how to purchase vehicles off Sourcewell Government Contract.</p> <p>How To Videos: National Auto Fleet Group has also created step-by-step How-To videos on the process to purchase both Light Duty and Heavy-Duty vehicles off the contract.</p> <p>In Stock Vehicles: This video showcases our in-stock vehicles available and the process of requesting a quote.</p> <p>ETA Tracking System: This video was created to not only introduce but to encourage clients to self-track their vehicle status.</p> <p>Holiday Themed Videos: These amusing videos were created to celebrate the holidays and add humor and lightness to our company and products sold.</p> <p>Cross Promotion Video: This video markets our relationship with NCL Government Capital and Sourcewell to endorse EV vehicles.</p> <p>Videos for social media: Mini videos were created to advertise new vehicles available, pricing and cutoff date reminders.</p> <p>NAFG has recently introduced a newly built live chat feature on our website for customer convenience as well as improving customer service. Visitors have access to chat with a live sales representative 24 hours a day, 7 days a week. With this feature potential customers are provided with another avenue for assistance in addition to emailing and phone calls. The benefits of a live chat option include quicker response time to assist buyers in reaching a purchasing decision and answer their questions.</p> <p>Improving customer service will also lead to increased sales, customer loyalty and engagement. Many studies have shown a strong correlation between live chat and increase in conversion rates. Potential clients appreciate having their questions answered in real-time when trying to build a vehicle quote online and allowing the user to multi-task different projects.</p> |
| 37 | In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process? | <p>Sourcewell's mission states: "Our commitment to service and exceeding client expectations." This statement integrates with our relationship marketing strategy with our commitment to go above and beyond for all our members. Sourcewell is a trusted brand that government entities can rely on to access a wide variety of products and services for their everyday needs. With over 40 years of partnerships and relationship building, they are the glue that connects government, education, and nonprofit agencies to companies of all sizes to offer turnkey solutions to their needs.</p> <p>Sourcewell is also a reliable resource for vendors by not only connecting with potential prospects but by providing valuable marketing materials readily available for download on their website. Resources and tools provided include flyers, vendor training videos along with compliance information.</p> <p>The Sourcewell brand integrates a thorough documentation review of all vendors prior to awarding their cooperative contracts to ensure products and services are from reputable vendors. The brand provides a sense of legitimacy of our company name and members recognize that products and services are from reliable sources that will meet their needs.</p> <p>Sourcewell's aim is to simplify the purchasing and procurement process of government entities by eliminating the costly bidding procedure. The process of researching the right vendor is not only stressful and time-consuming but can be expensive as well. Sourcewell has completed the bidding for government entities which simplifies the overall purchasing process by providing access to competitively bid contracts procured by a government agency.</p> <p>Sourcewell has provided NAFG with overwhelming opportunities to work with government agencies across the United States. The Sourcewell name represents a high standard of integrity and ethics which is a dynamic National Auto Fleet Group is proud to be part of. Sourcewell members have access to a contract that is more flexible than the standard bidding process. Sourcewell is an organization that aids government entities to stay competitive without the frustrations and issues involved with the traditional bidding process. This contract can be customized to meet the unique needs of each client. The sales team has incorporated not only this standard of integrity in their sales practice ensuring clients' purchasing needs will always be met. The cost savings and stress-free nature of the cooperative contracts favors that of the traditional bidding process. It enables vendors to work with qualifying government entities in a more efficient manner. We vow to maintain these levels of standards across the board throughout all departments within the company.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |



|    |                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |   |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 38 | Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it. | <p>Our website provides a hands-on empowering approach to ordering vehicles online. Clients can search through many vehicles makes and models with the ability to customize a vehicle tailored to their specific needs of their agency. A personalized quote with pricing can be available in as little as 5 minutes depending on the complexity of the vehicle. If upfitting is needed, the buyer can list the details of the up-fit while building their vehicle on our website to receive a complete quote or a sales representative can be reached through phone, email or our new live chat feature built on our website.</p> <p>We have recently created and uploaded a "How-To Videos" section on the homepage of our website which highlights a step-by-step process on how to build an online quote. This informative video demonstrates how to navigate the website in how to generate a vehicle quote with or without upfitting options. It begins by explaining how to register on our website as a member and then details on how to select vehicle model and type and the factory options needed.</p> <p>Once a customized quote is built, clients have the option to finalize the sales transaction by submitting a purchase order to our sales team via email. This gives complete autonomy to the client to purchase vehicles without the need to speak to a sales rep. If assistance is needed, they can contact sales through email, live chat or phone.</p> <p>If assistance is required to build a quote, our sales rep is also available to walk a client through the e-procurement process step by step. This ensures someone is available to answer any questions if needed and empowering the client to make any future purchases on their own. Clients may also call or email the needs of the company and receive a customized vehicle quote.</p> | * |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|

Table 8: Value-Added Attributes

| Line Item | Question                                                                                                                                                                                                                                                                                | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |   |
|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 39        | Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.                                    | National Auto Fleet Group extends any and all product, equipment, maintenance and operating programs provided by the Manufacturer directly to Sourcewell participating entities during the quoting process. The manufacturer will provide quotes to the member based on the vehicles class and size, and geographic location. NAFG will always pass these quotes onto members and treat them like an upfit to the vehicle.                                                                                                                                                                                                                                                                               | * |
| 40        | Describe any technological advances that your proposed products or services offer.                                                                                                                                                                                                      | Technological accomplishments by Manufactures like Ford Motor Company and General Motors serve members by keeping many models available for members to choose from. Additionally, NAFG allows members the ability to choose to electrify their vehicle by opting into the Motive Power Systems we can still help supply this kind of an upfit. For more information, we have attached the product and pricing information within the "Upfits Available" and "All 15 Manufactures" ZIP files under the supporting documents portion of the application.                                                                                                                                                   | * |
| 41        | Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.                                                                                                                                     | . National Auto Fleet Group helped create the Climate Mayor Purchasing Collaborative by partnering with over 400 Mayors nationwide. This initiative was created for the benefit of members who wanted to create and sustain an all-electric fleet. We offer 100% purely electric vehicles your members to choose from. Some popular models include the Chevrolet Bolt, Ford Fusion, Ford Mustang Mach-E, as well as Ford's all electric F-150. We are confident that as more OEM's continue to manufacture new electric vehicles, we will provide them for members to select from. More information about this initiative can be found at <a href="http://www.Driveevfleet.org">www.Driveevfleet.org</a> | * |
| 42        | Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors. | NAFG has the California Air Resource Board (CARB) Certificate as well as the Ford Qualified Vehicle Modifier Certificate on file with some of our partner suppliers and upfitters hold these certifications and these certifications help illustrate how each vehicle conserves energy and remains energy efficient.                                                                                                                                                                                                                                                                                                                                                                                     | * |
| 43        | Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.    | NAFG holds a current partnership with many suppliers some of which are veteran owned such as Pacific Truck Body located in CA. Our Ford, Chevrolet and Ram,Jeep,Dodge,Chrysler stores are jointly owned and operated by Minorities.                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 44        | What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?                                                    | . National Auto Fleet Group was not only built on dedication and hard work, but also through quantifiable metrics that directly measure the results of our efforts to ensure real goals are being measured and met. Through measuring results, NAFG takes responsibility in ensuring we deliver only the best customer care to your members. NAFG offers members 24 hour website access to customer support to personally walk members through any questions they may have. No matter what the issue may be, we always think outside the box to help members find a solution.                                                                                                                            | * |

**Table 9A: Warranty**

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

| Line Item | Question                                                                                                                                                                                                                                                              | Response *                                                                                                                                                                                                                                                                                                                                                                                                      |   |
|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 45        | Do your warranties cover all products, parts, and labor?                                                                                                                                                                                                              | Each of the 15 manufactures we represent cover their own products, parts, and labor. All warranty information may be found in our attachments under the ZIP File "All 15 Manufactures".                                                                                                                                                                                                                         | * |
| 46        | Do your warranties impose usage restrictions or other limitations that adversely affect coverage?                                                                                                                                                                     | Prior to purchase, members should be aware of each manufacturer's restrictions. Such as improper use of the vehicle may result in disqualification of coverage under the OEM's warranty. An example of this may be an F-350 being used for a police related pursuit, which may void certain warranties. Although, we always welcome and encourage members to contact us for their particular warranty coverage. | * |
| 47        | Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?                                                                                                                                                             | In some cases, manufacturers will tow a member's vehicle to the nearest warranty repair facility in case of a breakdown and cover expenses, but prior approval is required.                                                                                                                                                                                                                                     | * |
| 48        | Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair? | This may vary from manufacturer to manufacturer. Thus, we encourage members to call in prior to purchase and inquire about their specific region and how their warranty repairs will be covered with their manufacturer.                                                                                                                                                                                        | * |
| 49        | Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?                                                                      | All warranties are typically passed on to the original equipment manufacturer and any upfit warranty will be passed on to the upfitter to perform.                                                                                                                                                                                                                                                              | * |
| 50        | What are your proposed exchange and return programs and policies?                                                                                                                                                                                                     | If a member changes their mind, NAFG will quickly make every effort to change or cancel the order with the factory. However, once the manufacturer begins producing the vehicle, there are no changes, exchanges, or refunds available. The order is then deemed non-cancellable. This includes any upfit equipment an upfitter has ordered for the unit.                                                       | * |
| 51        | Describe any service contract options for the items included in your proposal.                                                                                                                                                                                        | NAFG offers any and all manufacturer service contracts for all members. There are several parameters in which a service contract may be customizable. These customized service contracts will be treated as add factory options and following the same discount schedule provided in the pricing file.                                                                                                          | * |

**Table 9B: Performance Standards or Guarantees**

Describe in detail your performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your performance materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

| Line Item | Question                                                                                                 | Response *                                                                                                                                                                                                                       |   |
|-----------|----------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 52        | Describe any performance standards or guarantees that apply to your services                             | The only guarantee we can ever provide is the guarantee that we will treat and help every member that contacts with respect, integrity and professionalism.                                                                      | * |
| 53        | Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.) | NAFG and staff uphold high standards with how we provide service to the members, not only holding each other accountable but by embracing member feedback of how we can improve. Then we act upon it and implement improvements. | * |

**Table 10: Payment Terms and Financing Options**

| Line Item | Question                                                                                                                                                                                                                                                                 | Response *                                                                                                                                                                                                                                                                                                            |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 54        | Describe your payment terms and accepted payment methods?                                                                                                                                                                                                                | Standard payment terms are Net 20, with a 10 – day grace period.                                                                                                                                                                                                                                                      | * |
| 55        | Describe any leasing or financing options available for use by educational or governmental entities.                                                                                                                                                                     | . In order to provide leasing or financing options, NAFG has partnered with National Cooperative Leasing to offer leasing terms for Sourcewell members for all NAFG quotes under the Sourcewell contract. For further review, we have attached a PDF called "NCL Sample Lease" in the "Member Walk Through" Zip file. | * |
| 56        | Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response. | National Auto Fleet Group's transaction process (Purchase Order) is closely tracked, well documented, and neatly organized to monitor each transaction performed through our Sourcewell Contract. This way, NAFG may produce swift and accurate quarterly reporting.                                                  | * |
| 57        | Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?                                                                                                               | Yes, NAFG accepts up to \$2,500 per vehicle. However, any dollar amount higher than \$2,500 will require a P-card/ Credit Card transactional fee that would be passed onto the member                                                                                                                                 | * |

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

| Line Item | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |   |
|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 58        | Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.                              | National Auto Fleet Group is offering Line-Item Discounts Off Manufacture Suggested Retail Price for 15 manufacturers that is detailed in the Price File. NAFG will also offer any Upfits to be added to any and all vehicles' that members wish to add. Details are located on the Price Summary Page in the Price File.                                                                                                                                                                                                                                                                                                                                                                       | * |
| 59        | Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.                                                                                                                                                                                                                                                | NAFG has an provided offerings from 15 Brands/OEMS and there respective percentage off vary and are detailed in the "Price File" zip<br><br>Each Manufacture Range is detailed in the tabs below, here is an overview<br>Chevrolet from -.077 to 24.45 %<br>Ford Motor Company from -5.19 to 23.31 %<br>GMC from 6.14 to 22.45 %<br>Ram from 4.99 to 14.23 %<br>Dodge from 3.09 to 9.96 %<br>Jeep from 1.38 to 4.17 %<br>Chrysler from 1.65 to 4.55 %<br>Toyota from .03 to 8.98 %<br>Honda from 1.34 to 4.9 %<br>Nissan from -.085 to 14.61 %<br>Buick from 2.36 to 6.08<br>Kia from .69 to 8.39 %<br>BMW from 3.8 to 4.77 %<br>Cadillac from 4.22 to 6.77 %<br>Volkswagen from 2.17 to 2.46 % | * |
| 60        | Describe any quantity or volume discounts or rebate programs that you offer.                                                                                                                                                                                                                                                                                                                                                                                                  | If clients are considering an order of 150 or more units, we encourage members to contact us for any additional discounted quotes.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | * |
| 61        | Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.                                                                                                                                                                                          | "Open Market" products or "Sourced Goods" will be considered and treated as regular upfits. However, they may be quoted up to a 10% mark up, if applicable.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | * |
| 62        | Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer. | All considerations have already been taken into account in its entirety. The Price Summary Page and Price Table contained in the price file includes all considered costs. Although if a member requested a specialized quote for a unique situation that requires special training, direction, or installation, the additional costs would be added as a part of the upfit and then included inside the member's quote.                                                                                                                                                                                                                                                                        | * |
| 63        | If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.                                                                                                                                                                                                                                                                                                      | All manufactures charge a standard "Factory Destination Charge". However, that is separate from the freight/destination cost that members may incur to ship a vehicle to and from an installer, if applicable. These subsequent locational movements may bare additional freight costs that will be outlined within the members quote for their review prior to purchase.                                                                                                                                                                                                                                                                                                                       | * |
| 64        | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.                                                                                                                                                                                                                                                                                                                                       | Freight, shipping, and delivery terms among these regions sometimes carry additional logistical charges for added ferry, port and driver costs from both to and from the mainland. These added costs will be disclosed on the quote for members to review and approve prior to purchase.                                                                                                                                                                                                                                                                                                                                                                                                        | * |
| 65        | Describe any unique distribution and/or delivery methods or options offered in your proposal.                                                                                                                                                                                                                                                                                                                                                                                 | National Auto Fleet Group already has a well-established Automobile Franchise Distribution Network that allows for swift and relatively seamless delivery to members and their end users.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | * |

**Table 12: Pricing Offered**

| Line Item | The Pricing Offered in this Proposal is: *                                                                                    | Comments                                                                              |
|-----------|-------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| 66        | c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments. | NAFG Strives to offer the best overall value to the member with each and every quote. |

**Table 13: Audit and Administrative Fee**

| Line Item | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 67        | Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. | Sourcewell participating members are able to obtain proper pricing directly from our website, where they are able to use our user-friendly design to build and price their vehicles. The NAFG is updated daily to reflect updated manufacturer MSRP information. Our system will provide members with an accurate quote 99.99% of the time. In addition, NAFG has a stream line and organized process that calculates administrative fees and allows NAFG to give a turnaround time of 15 – 30 days for quarterly reports.                                                                                                                                                             | * |
| 68        | If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.                                                                                                                                                                                                                                                                                                                                                                    | One of the internal metrics NAFG uses to track and measure success with the Sourcewell Contract is maintained through our website. Our website keeps a detailed log of quotes that members are generating. We oversee and keep track of how many quotes are being generated and which quotes are met with a purchase order. Every month we evaluate our sales indicators and closely monitor the volume and frequency of sales. One example is by evaluating which members are purchasing from our platform – new members or frequent members to ensure we are growing our member base. We use these metrics to measure our projected growth rate and work to exceed our expectations. | * |
| 69        | Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)                                                                                                   | NAFG will submit \$ 300 per vehicle purchased through NAFG and \$ 200 per vehicle purchased through our partner dealer Alan Jay Automotive. For the purpose of an admin fee there are no other partner dealer groups considered.                                                                                                                                                                                                                                                                                                                                                                                                                                                       | * |

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

| Line Item | Question                                                                                                                                 | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |   |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 70        | Provide a detailed description of the equipment, products, and services that you are offering in your proposal.                          | NAFG has provided a "Model Roll Out" Charts in the "Price File" zip, but of the 15 manufacturers we represent, they have over 100 makes and models for members to choose from that range from Class 1-3 and supporting Class 4 Cab and Chassis trucks. NAFG's platforms can add any upfit of their choosing, ranging from toolboxes to Line Mechanic Bodies. Any and all upfits can be added to any one of our vehicles through one of our upfit partner suppliers or by an upfit supplier of the members choosing. NAFG and the supplier will work together to supply members with turnkey quotes. | * |
| 71        | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | National Auto Fleet Group lists the makes and models of all 15 manufacturers we represent under the ZIP File "All 15 Manufactures". These 15 OEMs make up over 100 combined makes, models, and engine combinations for members to select from along with several subtitle "Upfits" detailed for members in the price file.                                                                                                                                                                                                                                                                          | * |

**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

| Line Item | Category or Type                                                       | Offered *                                                        | Comments                                                  |
|-----------|------------------------------------------------------------------------|------------------------------------------------------------------|-----------------------------------------------------------|
| 72        | Automobiles                                                            | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | 15 Manufacturers totaling well above 700 makes and models |
| 73        | Sport Utility Vehicles                                                 | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | 15 Manufacturers totaling well above 700 makes and models |
| 74        | Vans                                                                   | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | 15 Manufacturers totaling well above 700 makes and models |
| 75        | Trucks                                                                 | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | 15 Manufacturers totaling well above 700 makes and models |
| 76        | Vehicles described in Lines 72-75 above for Public Safety applications | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | 15 Manufacturers totaling well above 700 makes and models |
| 77        | Conventional internal combustion models                                | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | 15 Manufacturers totaling well above 700 makes and models |
| 78        | Natural gas or propane autogas, hybrid, or alternative fuel models     | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | 15 Manufacturers totaling well above 700 makes and models |
| 79        | Electric powered models                                                | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | 15 Manufacturers totaling well above 700 makes and models |

Table 15: Exceptions to Terms, Conditions, or Specifications Form

**Line Item 80. NOTICE:** To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

| Contract Section | Term, Condition, or Specification | Exception or Proposed Modification |
|------------------|-----------------------------------|------------------------------------|
|                  |                                   |                                    |
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Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
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**Addenda, Terms and Conditions****PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE**

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Jesse Cooper, Fleet Manager, 72 Hour LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.



Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

| File Name                                                                     | I have reviewed the below addendum and attachments (if applicable) | Pages |
|-------------------------------------------------------------------------------|--------------------------------------------------------------------|-------|
| Addendum_6_Autos_SUVs_Vans_Trucks_RFP_091521<br>Wed September 8 2021 06:27 PM | <input checked="" type="checkbox"/>                                | 1     |
| Addendum_5_Autos_SUVs_Vans_Trucks_RFP_091521<br>Tue September 7 2021 07:28 PM | <input checked="" type="checkbox"/>                                | 2     |
| Addendum_4_Autos_SUVs_Vans_Trucks_RFP_091521<br>Thu August 26 2021 05:55 PM   | <input checked="" type="checkbox"/>                                | 1     |
| Addendum_3_Autos_SUVs_Vans_Trucks_RFP_091521<br>Mon August 23 2021 09:47 AM   | <input checked="" type="checkbox"/>                                | 1     |
| Addendum_2_Autos_SUVs_Vans_Trucks_RFP_091521<br>Sun August 8 2021 09:02 PM    | <input checked="" type="checkbox"/>                                | 1     |
| Addendum_1_Autos_SUVs_Vans_Trucks_RFP_091521<br>Thu August 5 2021 03:58 PM    | <input checked="" type="checkbox"/>                                | 1     |

**AMENDMENT #1  
TO  
CONTRACT # 091521-NAF**

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **72 Hour LLC dba: National Auto Fleet Group** (Supplier).

Sourcewell awarded a contract to Supplier to provide Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories to Sourcewell and its Participating Entities, effective November 4, 2021, through November 8, 2025 (Contract).

The parties wish to amend the Proposal to ensure compliance with Sourcewell's Procurement Policy and standard government procurement practices.

NOW, THEREFORE, the parties amend the Contract as follows:

Line item 28 of "Table 6: Ability to Sell and Deliver Service" of the Proposal is modified to add the following:

**"For Tesla and Mullen vehicles, the Participating Entity will work directly with Supplier when ordering the vehicle. Once a purchase order is issued and received by Supplier, Supplier will work with the appropriate Tesla or Mullen representative to process the order and deliver the vehicle directly to the Participating Entity. All necessary paperwork will be handled directly between the Participating Entity and Supplier."**

Except as amended by this Amendment, the Contract remains in full force and effect.

**Sourcewell**

Signed by:  
By: Jeremy Schwartz  
COFD2A139D06489...  
Jeremy Schwartz, Chief Operating Officer

Date: 2/21/2025 | 4:19 PM CST

**72 Hour LLC  
dba: National Auto Fleet Group**

Signed by:  
By: James Cooper  
FACBB5730C1E467...  
Jesse Cooper, Fleet Manager

Date: 2/21/2025 | 2:34 PM CST

**SOURCEWELL  
STATE OF MINNESOTA**



Member Thiel moved the adoption of the following Resolution:

**RESOLUTION TO APPROVE SOLICITATION AND/OR RE-SOLICITATION OF CATEGORIES**

**Resolution No. 2021-14**

**WHEREAS**, Sourcewell desires to issue a solicitation, and is seeking permission from the Board to issue a solicitation, for the categories listed on Appendix A, which is attached and incorporated.

**WHEREAS**, through the Sourcewell Procurement Policy, the Board designated the Chief Procurement Officer to administer Sourcewell's cooperative purchasing and contracting program; and

**WHEREAS**, the Chief Procurement Officer recommends approval of categories detailed above.

**NOW THEREFORE BE IT RESOLVED** that the Board of Directors hereby approves the solicitation of categories.

The motion for the adoption of the foregoing resolution was duly seconded by Member Arts  
and the following voted in favor: (list names here)  
Wilson, Zylka, Veronen, Nagel, Thomas, Thiel, Arts  
and the following voted against: (list names here or "NONE")  
None  
whereupon said resolution was declared duly passed and adopted.

ATTEST:

DocuSigned by:

*Sara Nagel*

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**Clerk to the Board of Directors**

## APPENDIX A

**SOURCEWELL PROCUREMENT DEPARTMENT**  
**BOARD ITEMS - June 2021**
**CONSENT AGENDA ITEMS**
**Requesting Board permission to Solicit the following categories:**

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**Requesting Board permission to Re-Solicit the following categories:**

|                                                                                          |
|------------------------------------------------------------------------------------------|
| Roadway Paving Equipment                                                                 |
| Vehicles, Cars, Vans, SUVs and Light Duty Trucks with Related Equipment, and Accessories |
| Express Courier, Shipping and Logistics                                                  |
|                                                                                          |

**NEW CONTRACTS**

| Supplier Name                        | Contract Number | Solicitation Title                                                                        |
|--------------------------------------|-----------------|-------------------------------------------------------------------------------------------|
| Auto Plus Auto Parts                 | 032521-PEP      | "Aftermarket Vehicle Parts and Supplies"                                                  |
| Imperial Supplies, LLC               | 032521-IMP      | "Aftermarket Vehicle Parts and Supplies"                                                  |
| Jasper Holdings, Inc.                | 032521-JAS      | "Aftermarket Vehicle Parts and Supplies"                                                  |
| NAPA Auto Parts                      | 032521-GPC      | "Aftermarket Vehicle Parts and Supplies"                                                  |
| O'Reilly Auto Parts                  | 032521-ORA      | "Aftermarket Vehicle Parts and Supplies"                                                  |
| Cascade Engineering, Inc.            | 041521-CEI      | "Plastic Refuse and Recycling Containers with Related Technology Solutions"               |
| ReCollect Systems, Inc.              | 041521-RCS      | "Plastic Refuse and Recycling Containers with Related Technology Solutions"               |
| Rehrig Pacific Company               | 041521-REH      | "Plastic Refuse and Recycling Containers with Related Technology Solutions"               |
| Toter, LLC                           | 041521-TOT      | "Plastic Refuse and Recycling Containers with Related Technology Solutions"               |
|                                      |                 |                                                                                           |
| Eduporium, Inc.                      | 040121-EDU      | "STEM Curriculum Solutions and Equipment with Related Accessories, Supplies and Services" |
| H2I Group                            | 040121-H2I      | "STEM Curriculum Solutions and Equipment with Related Accessories, Supplies and Services" |
|                                      |                 |                                                                                           |
| Lakeshore Learning Materials         | 040121-LSH      | "STEM Curriculum Solutions and Equipment with Related Accessories, Supplies and Services" |
| Palmer Hamilton, LLC                 | 040121-PHL      | "STEM Curriculum Solutions and Equipment with Related Accessories, Supplies and Services" |
| Prophet Corp./STEM Supplies          | 040121-STM      | "STEM Curriculum Solutions and Equipment with Related Accessories, Supplies and Services" |
|                                      |                 |                                                                                           |
| Sid Tool Co./MSC Industrial Supply   | 040121-MSI      | "STEM Curriculum Solutions and Equipment with Related Accessories, Supplies and Services" |
|                                      |                 |                                                                                           |
| STEM For Kids                        | 040121-SFK      | "STEM Curriculum Solutions and Equipment with Related Accessories, Supplies and Services" |
| Box Gang Manufacturing               | 040621-BXG      | "Bulk Solid Waste and Recycling Equipment"                                                |
| Hol-Mac Corporation                  | 040621-HMC      | "Bulk Solid Waste and Recycling Equipment"                                                |
| Marathon Equipment Company           | 040621-MEC      | "Bulk Solid Waste and Recycling Equipment"                                                |
| Petersen Industries, Inc.            | 040621-PII      | "Bulk Solid Waste and Recycling Equipment"                                                |
| Wastequip Manufacturing Company, LLC | 040621-WQI      | "Bulk Solid Waste and Recycling Equipment"                                                |
| Facility Optimization Solutions, LLC | 050421-FAC      | "JOC or IQCC Program Management Consulting Services"                                      |
| The Gordian Group, Inc.              | 050421-GGI      | "JOC or IQCC Program Management Consulting Services"                                      |

**CONTRACT EXTENSIONS**

| Supplier Name              | Contract Number | Solicitation Title                                                                      |
|----------------------------|-----------------|-----------------------------------------------------------------------------------------|
| APi National Service Group | 031517-API      | "Facility Security Equipment, Systems and Services with Related Equipment and Supplies" |
| The Toro Company           | 062117-TTC      | "Grounds Maintenance Equipment, Attachments, Accessories and Related Services"          |
| Bandit Industries, Inc.    | 062117-BAN      | "Grounds Maintenance Equipment, Attachments, Accessories and Related Services"          |
| Kubota Tractor Corporation | 062117-KBA      | "Grounds Maintenance Equipment, Attachments, Accessories and Related Services"          |
| Deere & Company            | 062117-DAC      | "Grounds Maintenance Equipment, Attachments, Accessories and Related Services"          |
| Morbark, LLC               | 062117-MBI      | "Grounds Maintenance Equipment, Attachments, Accessories and Related Services"          |

**NEW ezIQc CONTRACTS**

| Company Name | Contract Number | State - Region - Type of Work |
|--------------|-----------------|-------------------------------|
|              |                 |                               |
|              |                 |                               |
|              |                 |                               |

**ezIQc RENEWALS**

| Company Name | Contract Number |  |
|--------------|-----------------|--|
|              |                 |  |
|              |                 |  |

**SOURCEWELL  
STATE OF MINNESOTA**



Member Kircher moved the adoption of the following Resolution:

**RESOLUTION TO RATIFY COOPERATIVE CONTRACTING AWARDS**

**11/16/2021**

**Resolution No. 2021-27**

**WHEREAS**, the Sourcewell Board of Directors previously authorized the solicitations for the cooperative categories listed on Appendix A, which is attached and incorporated; and

**WHEREAS**, Sourcewell issued the cooperative contracting solicitations for the authorized categories; and

**WHEREAS**, through the Sourcewell Procurement Policy, the Board designated the Chief Procurement Officer to administer Sourcewell's cooperative purchasing and contracting program and to award all competitively solicited contracts, without limitation; and

**WHEREAS**, the Chief Procurement Officer made the awards listed based on the results of the competitive solicitation process; and

**WHEREAS**, the Board acknowledges that the awards made by the Chief Procurement Officer are valid and binding; however, based upon some members' legal requirements the Chief Procurement Official is required to seek subsequent Board ratification of all cooperative purchasing awards.

**NOW THEREFORE BE IT RESOLVED** by the Board of Directors ratifies the cooperative contracting awards made by the Chief Procurement Officer listed on Appendix A.

The motion for the adoption of the foregoing resolution was duly seconded by Member Nagel  
and the following voted in favor: (list names here)  
Wilson, Zylka, Nagel, Thomas, Arts, Kircher  
and the following voted against: (list names here or "NONE")  
None  
whereupon said resolution was declared duly passed and adopted.

ATTEST:

DocuSigned by:

*Sara Nagel*

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**Clerk to the Board of Directors**

## APPENDIX A

**SOURCEWELL PROCUREMENT DEPARTMENT**  
**BOARD ITEMS - November 2021**
**CONSENT AGENDA ITEMS**
**Requesting Board permission to Solicit the following categories:**

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**Requesting Board permission to Re-Solicit the following categories:**

|                                  |
|----------------------------------|
| Fleet Management Services        |
| Medical Supply Catalog Solutions |
|                                  |
|                                  |

**NEW CONTRACTS**

| Supplier Name                   | Contract Number | Solicitation Title                                                                 |
|---------------------------------|-----------------|------------------------------------------------------------------------------------|
| Active Deployment Systems, Inc. | 081721-ADP      | "Restroom and Shower Facility Solutions"                                           |
| Comac Corp./Niu Toilet          | 081721-NIU      | "Restroom and Shower Facility Solutions"                                           |
| CXT, Inc.                       | 081721-CXT      | "Restroom and Shower Facility Solutions"                                           |
| Public Restroom Company         | 081721-PRM      | "Restroom and Shower Facility Solutions"                                           |
| Romtec, Inc.                    | 081721-RMT      | "Restroom and Shower Facility Solutions"                                           |
| Michelin North America, Inc.    | 082521-MLN      | "Tires with Related Equipment and Supplies"                                        |
| United Parcel Service, Inc.     | 090121-UPS      | "Express Courier and Ground Delivery Logistics Services"                           |
|                                 |                 |                                                                                    |
| National Auto Fleet Group       | 091521-NAF      | "Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories" |
|                                 |                 |                                                                                    |

**CONTRACT EXTENSIONS**

| Supplier Name                      | Contract Number | Solicitation Title                                   |
|------------------------------------|-----------------|------------------------------------------------------|
| The Goodyear Tire & Rubber Company | 102517-GTC      | "Tires and Related Equipment, Supplies and Services" |
|                                    |                 |                                                      |

**NEW ezIQC CONTRACTS**

| Company Name                        | Contract Number         | State - Region - Type of Work                    |
|-------------------------------------|-------------------------|--------------------------------------------------|
| Foti Contracting LLC                | OH-R1-GC01-102021-FCL   | State of Ohio - Region 1 - General Contracting   |
| F.H. Paschen                        | OH-R1-GC02-102021-FHP   | State of Ohio - Region 1 - General Contracting   |
| Place Services, Inc.                | OH-R1-GC03-102021-PLA   | State of Ohio - Region 1 - General Contracting   |
| Centennial Contractors Enterprises  | OH-R1-GC04-102021-CCE   | State of Ohio - Region 1 - General Contracting   |
| Johnson-Laux Construction Ohio, LLC | OH-R1-GC05-102021-JLC   | State of Ohio - Region 1 - General Contracting   |
| The Lusk Group                      | OH-R1-GC06-102021-LUS   | State of Ohio - Region 1 - General Contracting   |
| The K Company, Inc.                 | OH-R1-HVAC01-102021-TKC | State of Ohio - Region 1 - HVAC/Mechanical       |
| Air Force One                       | OH-R1-HVAC02-102021-AFO | State of Ohio - Region 1 - HVAC/Mechanical       |
| Place Services, Inc.                | OH-R1-E01-102021-PLA    | State of Ohio - Region 1 - Electrical            |
| The Lusk Group                      | OH-R1-E02-102021-LUS    | State of Ohio - Region 1 - Electrical            |
| The Lusk Group                      | OH-R1-RW01-102021-LUS   | State of Ohio - Region 1 - Roofing/Waterproofing |
| The Lusk Group                      | OH-R1-PA01-102021-LUS   | State of Ohio - Region 1 - Paving/Asphalt        |
| The Lusk Group                      | OH-R1-C01-102021-LUS    | State of Ohio - Region 1 - Concrete              |
| The Lusk Group                      | OH-R1-CC01-102021-LUS   | State of Ohio - Region 1 - Civil Contracting     |
| Foti Contracting LLC                | OH-R2-GC01-102021-FCL   | State of Ohio - Region 2 - General Contracting   |
| Centennial Contractors Enterprises  | OH-R2-GC02-102021-CCE   | State of Ohio - Region 2 - General Contracting   |
| F.H. Paschen                        | OH-R2-GC03-102021-FHP   | State of Ohio - Region 2 - General Contracting   |
| Place Services, Inc.                | OH-R2-GC04-102021-PLA   | State of Ohio - Region 2 - General Contracting   |
| Johnson-Laux Construction Ohio, LLC | OH-R2-GC05-102021-JLC   | State of Ohio - Region 2 - General Contracting   |
| Genesis 1 Construction              | OH-R2-GC06-102021-GNS   | State of Ohio - Region 2 - General Contracting   |
| The Lusk Group                      | OH-R2-GC07-102021-LUS   | State of Ohio - Region 2 - General Contracting   |
| Regency Construction Services, Inc. | OH-R2-GC08-102021-REG   | State of Ohio - Region 2 - General Contracting   |
| The K Company, Inc.                 | OH-R2-HVAC01-102021-TKC | State of Ohio - Region 2 - HVAC/Mechanical       |
| Air Force One                       | OH-R2-HVAC02-102021-AFO | State of Ohio - Region 2 - HVAC/Mechanical       |
| Place Services, Inc.                | OH-R2-E01-102021-PLA    | State of Ohio - Region 2 - Electrical            |
| G & B Electric Co                   | OH-R2-E02-102021-GBE    | State of Ohio - Region 2 - Electrical            |
| The Lusk Group                      | OH-R2-RW01-102021-LUS   | State of Ohio - Region 2 - Roofing/Waterproofing |
| The Lusk Group                      | OH-R2-PA01-102021-LUS   | State of Ohio - Region 2 - Paving/Asphalt        |
| The Lusk Group                      | OH-R2-C01-102021-LUS    | State of Ohio - Region 2 - Concrete              |
| The Lusk Group                      | OH-R2-CC01-102021-LUS   | State of Ohio - Region 2 - Civil Contracting     |
| Foti Contracting LLC                | OH-R3-GC01-102021-FCL   | State of Ohio - Region 3 - General Contracting   |



|                                     |                           |                                                                |
|-------------------------------------|---------------------------|----------------------------------------------------------------|
| Centennial Contractors Enterprises  | OH-R3-GC02-102021-CCE     | State of Ohio - Region 3 - General Contracting                 |
| F.H. Paschen                        | OH-R3-GC03-102021-FHP     | State of Ohio - Region 3 - General Contracting                 |
| Place Services, Inc.                | OH-R3-GC04-102021-PLA     | State of Ohio - Region 3 - General Contracting                 |
| The Lusk Group                      | OH-R3-GC05-102021-LUS     | State of Ohio - Region 3 - General Contracting                 |
| Johnson-Laux Construction Ohio, LLC | OH-R3-GC06-102021-JLC     | State of Ohio - Region 3 - General Contracting                 |
| The K Company, Inc.                 | OH-R3-HVAC01-102021-TKC   | State of Ohio - Region 3 - HVAC/Mechanical                     |
| Air Force One                       | OH-R3-HVAC02-102021-AFO   | State of Ohio - Region 3 - HVAC/Mechanical                     |
| Place Services, Inc.                | OH-R3-E01-102021-PLA      | State of Ohio - Region 3 - Electrical                          |
| The Lusk Group                      | OH-R3-E02-102021-LUS      | State of Ohio - Region 3 - Electrical                          |
| The Lusk Group                      | OH-R3-RW01-102021-LUS     | State of Ohio - Region 3 - Roofing/Waterproofing               |
| The Lusk Group                      | OH-R3-PA01-102021-LUS     | State of Ohio - Region 3 - Paving/Asphalt                      |
| The Lusk Group                      | OH-R3-C01-102021-LUS      | State of Ohio - Region 3 - Concrete                            |
| The Lusk Group                      | OH-R3-CC01-102021-LUS     | State of Ohio - Region 3 - Civil Contracting                   |
| Foti Contracting LLC                | OH-R4-GC01-102021-FCL     | State of Ohio - Region 4 - General Contracting                 |
| Centennial Contractors Enterprises  | OH-R4-GC02-102021-CCE     | State of Ohio - Region 4 - General Contracting                 |
| F.H. Paschen                        | OH-R4-GC03-102021-FHP     | State of Ohio - Region 4 - General Contracting                 |
| Place Services, Inc.                | OH-R4-GC04-102021-PLA     | State of Ohio - Region 4 - General Contracting                 |
| Universal Contracting Corporation   | OH-R4-GC05-102021-UCC     | State of Ohio - Region 4 - General Contracting                 |
| Johnson-Laux Construction Ohio, LLC | OH-R4-GC06-102021-JLC     | State of Ohio - Region 4 - General Contracting                 |
| Hudawn Facility Solutions           | OH-R4-GC07-102021-HFS     | State of Ohio - Region 4 - General Contracting                 |
| Triton Services, Inc.               | OH-R4-GC08-102021-TRS     | State of Ohio - Region 4 - General Contracting                 |
| The K Company, Inc.                 | OH-R4-HVAC01-102021-TKC   | State of Ohio - Region 4 - HVAC/Mechanical                     |
| Air Force One                       | OH-R4-HVAC02-102021-AFO   | State of Ohio - Region 4 - HVAC/Mechanical                     |
| Place Services, Inc.                | OH-R4-E01-102021-PLA      | State of Ohio - Region 4 - Electrical                          |
| The Lusk Group                      | OH-R4-E02-102021-LUS      | State of Ohio - Region 4 - Electrical                          |
| The Lusk Group                      | OH-R4-RW01-102021-LUS     | State of Ohio - Region 4 - Roofing/Waterproofing               |
| The Lusk Group                      | OH-R4-PA01-102021-LUS     | State of Ohio - Region 4 - Paving/Asphalt                      |
| The Lusk Group                      | OH-R4-C01-102021-LUS      | State of Ohio - Region 4 - Concrete                            |
| The Lusk Group                      | OH-R4-CC01-102021-LUS     | State of Ohio - Region 4 - Civil Contracting                   |
| Foti Contracting LLC                | OH-R5-GC01-102021-FCL     | State of Ohio - Region 5 - General Contracting                 |
| F.H. Paschen                        | OH-R5-GC02-102021-FHP     | State of Ohio - Region 5 - General Contracting                 |
| Place Services, Inc.                | OH-R5-GC03-102021-PLA     | State of Ohio - Region 5 - General Contracting                 |
| Johnson-Laux Construction Ohio, LLC | OH-R5-GC04-102021-JLC     | State of Ohio - Region 5 - General Contracting                 |
| The Lusk Group                      | OH-R5-GC05-102021-LUS     | State of Ohio - Region 5 - General Contracting                 |
| The K Company, Inc.                 | OH-R5-HVAC01-102021-TKC   | State of Ohio - Region 5 - HVAC/Mechanical                     |
| Air Force One                       | OH-R5-HVAC02-102021-AFO   | State of Ohio - Region 5 - HVAC/Mechanical                     |
| Place Services, Inc.                | OH-R5-E02-102021-LUS      | State of Ohio - Region 5 - Electrical                          |
| The Lusk Group                      | OH-R5-RW01-102021-LUS     | State of Ohio - Region 5 - Roofing/Waterproofing               |
| The Lusk Group                      | OH-R5-PA01-102021-LUS     | State of Ohio - Region 5 - Paving/Asphalt                      |
| The Lusk Group                      | OH-R5-C01-102021-LUS      | State of Ohio - Region 5 - Concrete                            |
| The Lusk Group                      | OH-R5-CC01-102021-LUS     | State of Ohio - Region 5 - Civil Contracting                   |
| McDaniel's Construction Corp., Inc. | OH-MBE-R3-GC01-102021-MCC | State of Ohio - MBE Set Aside - Region 3 - General Contracting |
| McDaniel's Construction Corp., Inc. | OH-MBE-R3-CC01-102021-MCC | State of Ohio - MBE Set Aside - Region 3 - Civil Contracting   |
| McDaniel's Construction Corp., Inc. | OH-MBE-R4-GC01-102021-MCC | State of Ohio - MBE Set Aside - Region 4 - General Contracting |
| McDaniel's Construction Corp., Inc. | OH-MBE-R4-CC01-102021-MCC | State of Ohio - MBE Set Aside - Region 4 - Civil Contracting   |
| McDaniel's Construction Corp., Inc. | OH-MBE-R5-GC01-102021-MCC | State of Ohio - MBE Set Aside - Region 5 - General Contracting |
| McDaniel's Construction Corp., Inc. | OH-MBE-R5-CC01-102021-MCC | State of Ohio - MBE Set Aside - Region 5 - Civil Contracting   |
|                                     |                           |                                                                |
| <b>eziQC RENEWALS</b>               |                           |                                                                |
| <b>Company Name</b>                 | <b>Contract Number</b>    |                                                                |
| Sunland Asphalt, Inc.               | CO-NW-PAV02-090920-SAC    |                                                                |
| RoofConnect Logistics, Inc.         | CO-NE-RW01-090920-RCL     |                                                                |
| JOC Construction                    | CO-SW-GC01-090920-LRI     |                                                                |
| JOC Construction                    | CO-NW-GC01-090920-LRI     |                                                                |
| Happel & Associates, Inc.           | CO-NW-GC02-090920-HAI     |                                                                |
| Happel & Associates, Inc.           | CO-SE-GC02-090920-HAI     |                                                                |
| Happel & Associates, Inc.           | CO-SW-GC02-090920-HAI     |                                                                |
| ATI Restoration, LLC                | CO-NE-GC05-090920-ATI     |                                                                |
| RoofConnect Logistics, Inc.         | CO-SE-RW01-090920-RCL     |                                                                |

|                                                     |                        |  |
|-----------------------------------------------------|------------------------|--|
| JOC Construction                                    | CO-SE-GC01-090920-LRI  |  |
| PaveConnect Logistics, LLC                          | CO-NW-PAV01-090920-PCL |  |
| RoofConnect Logistics, Inc.                         | CO-NW-RW01-090920-RCL  |  |
| JOC Construction                                    | CO-NE-GC01-090920-LRI  |  |
| PaveConnect Logistics, LLC                          | CO-NE-PAV02-090920-PCL |  |
| PaveConnect Logistics, LLC                          | CO-SE-PAV01-090920-PCL |  |
| Facilities Contracting, Inc.                        | CO-NE-GC04-090920-FCI  |  |
| Sunland Asphalt, Inc.                               | CO-NE-PAV01-090920-SAC |  |
| Sunland Asphalt, Inc.                               | CO-SE-PAV02-090920-SAC |  |
| RoofConnect Logistics, Inc.                         | CO-SW-RW01-090920-RCL  |  |
| Sunland Asphalt, Inc.                               | CO-SW-PAV02-090920-SAC |  |
| PaveConnect Logistics, LLC                          | CO-SW-PAV01-090920-PCL |  |
| Happel & Associates, Inc.                           | CO-NE-GC03-090920-HAI  |  |
| Paige Industrial Services, Inc.                     | WA-DC-M03-100120-PAI   |  |
| Paige Industrial Services, Inc.                     | WA-DC-P03-100120-PAI   |  |
| Vigil Contracting, Inc.                             | WA-DC-E01-100120-VGL   |  |
| HITT Contracting, Inc.                              | WA-DC-GC05-100120-HCI  |  |
| Centennial Contractors Enterprises, Inc.            | WA-DC-GC02-100120-CCE  |  |
| Paige Industrial Services, Inc.                     | WA-DC-E02-100120-PAI   |  |
| Vigil Contracting, Inc.                             | WA-DC-P01-100120-VGL   |  |
| Adrian L. Merton, Inc.                              | WA-DC-M02-100120-ALM   |  |
| Adrian L. Merton, Inc.                              | WA-DC-P02-100120-ALM   |  |
| The Matthews Group                                  | WA-DC-GC01-100120-TMG  |  |
| Vigil Contracting, Inc.                             | WA-DC-M01-100120-VGL   |  |
| F.H. Paschen, S.N. Nielsen & Associates, LLC        | WA-DC-GC06-100120-FHP  |  |
| Vigil Contracting, Inc.                             | WA-DC-GC04-100120-VGL  |  |
| Tri-State General Contracting Group, Inc.           | TX-PH-GC-101619-JRT    |  |
| F.H. Paschen, S.N. Nielsen & Associates, LLC        | TX-PH-GC-101619-FHP    |  |
| SDB, Inc.                                           | TX-PH-GC-101619-SDB    |  |
| Dallas Harmony Construction, LLC.                   | TX-NT-P-101619-DHC     |  |
| G2 General Contractors                              | TX-NT-RC-101619-GGC    |  |
| Teinert Construction                                | TX-NT-GC-101619-TCB    |  |
| SDB, Inc.                                           | TX-NT-GC-101619-SDB    |  |
| CORE Construction Services of Texas, Inc.           | TX-NT-F-101619-CCT     |  |
| Dallas Harmony Construction, LLC                    | TX-NT-GC-101619-DHC    |  |
| Dallas Harmony Construction, LLC                    | TX-NT-F-101619-DHC     |  |
| Teinert Construction                                | TX-PH-GC-101619-TCB    |  |
| Lee Construction and Maintenance Company            | TX-NT-GC-101619-LCM    |  |
| CORE Construction Services of Texas, Inc.           | TX-PH-GC-101619-CCT    |  |
| CORE Construction Services of Texas, Inc.           | TX-PH-APC-101619-CCT   |  |
| CORE Construction Services of Texas, Inc.           | TX-PH-F-101619-CCT     |  |
| G2 General Contractors                              | TX-NT-GC-101619-GGC    |  |
| CORE Construction Services of Texas, Inc.           | TX-NT-APC-101619-CCT   |  |
| CORE Construction Services of Texas, Inc.           | TX-NT-P-101619-CCT     |  |
| WR Construction, Inc.                               | TX-PH-GC-101619-WRC    |  |
| Henthorn Commercial Construction, LLC               | TX-NT-GC-101619-HCL    |  |
| Lee Construction and Maintenance Company            | TX-NT-F-101619-LCM     |  |
| G2 General Contractors                              | TX-NT-APC-101619-GGC   |  |
| G2 General Contractors                              | TX-NT-W-101619-GGC     |  |
| Dallas Harmony Construction, LLC                    | TX-NT-APC-101619-DHC   |  |
| Gomez Floor Covering, Inc. dba GFC Contracting      | TX-NT-P-101619-GFC     |  |
| Lee Construction and Maintenance Company            | TX-NT-EC-101619-LCM    |  |
| Lee Construction and Maintenance Company            | TX-NT-P-101619-LCM     |  |
| G2 General Contractors                              | TX-NT-P-101619-GGC     |  |
| Centennial Contractors Enterprises, Inc.            | TX-NT-GC-101619-CCE    |  |
| Freedom Construction-a series of tFg Companies, LLC | TX-NT-GC-101619-FRC    |  |
| Gomez Floor Covering, Inc. dba GFC Contracting      | TX-NT-F-101619-GFC     |  |
| F.H. Paschen, S.N. Nielsen & Associates, LLC        | TX-NT-GC-101619-FHP    |  |
| CORE Construction Services of Texas, Inc.           | TX-NT-GC-101619-CCT    |  |
| CORE Construction Services of Texas, Inc.           | TX-PH-P-101619-CCT     |  |
| Henthorn Commercial Construction, LLC               | TX-PH-GC-101619-HCL    |  |
| Nouveau Construction and Technology Services, LP    | TX-NT-GC-101619-NCT    |  |
| Platinum Roofing, Inc.                              | MO-KC-R01-111319-PLR   |  |
| BKM Construction, LLC                               | KS-W-GC01-111319-BKM   |  |
| Straub Construction Company, Inc.                   | MO-KC-GC04-111319-STC  |  |

|                                        |                       |  |
|----------------------------------------|-----------------------|--|
| RoofConnect Logistics, Inc.            | MO-KC-R02-111319-RCL  |  |
| Platinum Roofing, Inc.                 | KS-E-R01-111319-PLR   |  |
| RoofConnect Logistics, Inc.            | KS-W-R02-111319-RCL   |  |
| BKM Construction, LLC                  | KS-E-GC02-111319-BKM  |  |
| Straub Construction Company, Inc.      | KS-E-GC01-111319-STC  |  |
| MTS Contracting, Inc.                  | KS-E-GC03-111319-MTS  |  |
| BKM Construction, LLC                  | MO-KC-GC02-111319-BKM |  |
| Julius Kaaz Construction Company, Inc. | MO-KC-P01-111319-JKC  |  |
| RoofConnect Logistics, Inc.            | KS-E-R02-111319-RCL   |  |
| Julius Kaaz Construction Company, Inc. | MO-KC-GC01-111319-JKC |  |
| MTS Contracting, Inc.                  | MO-KC-GC03-111319-MTS |  |
| Platinum Roofing, Inc.                 | KS-W-R01-111319-PLR   |  |



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #091521**  
Entitled

**Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories**

The following advertisement was placed July 28, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories 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, 2021, 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:

|                                            |                                               |
|--------------------------------------------|-----------------------------------------------|
| 72 HOUR, LLC dba National Auto Fleet Group | IVS, Inc. dba AngelTrax                       |
| A&A Auto Parts Stores, Inc.                | Kellar Equipment                              |
| ABC Bus, Inc.                              | Lakeshore Learning Materials                  |
| ARCH EQUIPMENT GROUP, LLC                  | Laurel 2 Spartan LLC DBA Laurel Chevrolet     |
| Arrow Equipment, Inc.                      | Lithia Fresno, INC. DBA Lithia Ford of Fresno |
| BECK AUTOSALES, INC.                       | Lithia Toyota of Billings II, LLC             |
| Best Travel, Inc.                          | Lordstown Motors Corp.                        |
| Betts Platinum Group, LLC                  | Mike Albert Leasing, Inc.                     |
| Bob Ridings, Inc.                          | MobilityTRANS                                 |
| BrandFX Body Company                       | Navistar, Inc.                                |
| Broadway Ford Truck Sales, Inc.            | OK Tire Stores, Inc.                          |
| Butte Auto, LLC                            | Pacifico Ford, Inc.                           |

|                                         |                                                  |
|-----------------------------------------|--------------------------------------------------|
| CANADIAN ELECTRIC VEHICLES, LTD.        | Portable Computer Systems, Inc.                  |
| Car Toys, Inc.                          | Red Mill Radiator Service and Corporation        |
| Chevrolet of Smithtown                  | RO Truck & Equipment, LLC DBA RO Bus Sales       |
| City World Estate Auto Holdings, LLC    | Rogers Motors, LLC                               |
| Clary Longview, LLC                     | ROOTS MULTICLEAN, INC. VICTORY SWEEPERS DIVISION |
| CONTEMPORARY MOTOR CARS, INC.           | Saskatoon Motor Products 1973, Limited           |
| Creative Bus Sales, Inc.                | Schetky Northwest Sales, Inc.                    |
| Davis Chevrolet, GMC, Buick, Ltd.       | SERVCO PACIFIC, Inc. dba SERVCO AUTO WAIPAHU     |
| Donlen, LLC                             | Sheehy Ford of Richmond, Inc.                    |
| Donvito Automotive Group                | Stellar Industries - Garner, IA                  |
| Doosan Industrial Vehicle America Corp. | Sterlmar                                         |
| Driverge Vehicle Innovations, LLC       | Stonebrooke Equipment, Inc.                      |
| DUVAL FORD, LLC                         | Structural Metal Fabricators, Inc.               |
| EMV Automotive USA, Inc.                | Tcd Cellular Communications, Inc.                |
| Endera Corporation                      | Tesla, Inc.                                      |
| Equipment Technology, LLC               | The City of St. Augustine                        |
| Equipment Works, Inc. LLC               | Tony Sanchez, LTD                                |
| First Priority Emergency Vehicles, Inc. | Toyota Motor North America                       |
| GENERAL SALES ADMINISTRATION            | TROPICAL FORD, INC.                              |
| Genesee Valley Ford Avon                | Valley Chevrolet                                 |
| Geo. Heiser Body Co., LLC               | VALLEY FORD OF HURON, INC.                       |
| Gradall Industries, Inc.                | VALLEY FORD TRUCK, INC.                          |
| GreenPower Motor Company, Inc.          | Walls Equipment Co., L.L.C.                      |
| GW Anglin Manufacturing, Inc.           | Watrous Mainline Motor Products, Limited         |
| Harlow's Bus Sales, Inc.                | Westys Equipment, 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 September 15, 2021, at 4:36:55 pm CT. Proposals were received from the following:

72 HOUR, LLC dba National Auto Fleet Group  
 CONTEMPORARY MOTOR CARS, INC.  
 Creative Bus Sales, Inc.  
 Davis Chevrolet, GMC, Buick, Ltd.  
 Donlen, LLC  
 GreenPower Motor Company, Inc.  
 Lithia Toyota of Billings II, LLC  
 Lordstown Motors Corp.  
 Mike Albert Leasing, Inc.  
 RO Truck & Equipment, LLC DBA RO Bus Sales  
 Tesla, Inc.  
 TROPICAL FORD, INC.  
 VALLEY FORD TRUCK, INC.

Sourcewell

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
Stephanie Haataja, CPIM, Procurement Analyst  
Craig West, Procurement Analyst  
Tom Sharbonno, 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 response from GreenPower Motor Company, Inc., fall 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.

National Auto Fleet Group represents numerous OEM manufacturers with the ability to provide over 700 makes and models of automobiles, SUVs, vans, and light trucks. Their offering also includes multiple options for hybrid, alternative fuel, and electric vehicles. National Auto Fleet Group is ready to serve Sourcewell participating entities throughout the United States with the capability to build and price vehicles online. They are offering Sourcewell participating entities competitive discounts from MSRP.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #091521 to:

72 HOUR, LLC dba National Auto Fleet Group

#091521-NAF

The preceding recommendations were approved on November 3, 2021.

DocuSigned by:

*James Voelker*

15F6CCFFA61E4A0...

James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:

*Stephanie Haataja*

755BA3F379B5409...

Stephanie Haataja, CPIM, Procurement Analyst

DocuSigned by:

*Craig West*

7F41572C858B4BA...

Craig West, Procurement Analyst

DocuSigned by:

*Tom Sharbonno*

D12CB58EFE9146E...

Tom Sharbonno, 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 #091521 for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories.**

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*

C0FD2A139D06489...

---

Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer



# National Auto Fleet Group

A Division of Chevrolet of Watsonville

490 Auto Center Drive, Watsonville, CA 95076

(855) 289-6572 Office • (831) 480-8497 Fax

Fleet@NationalAutoFleetGroup.com

**National Auto Fleet Group contract #091521-NAF** pricing utilizes a percentage off MSRP/List. National Auto Fleet Group offers pricing discounts ranging from -24.45% down to 6.14% across 15 manufacturers depending on the model. All vehicles can come with or without up-fitting from our national supplier or your local up fitter. Inquire within.

Pricing can be obtained using two methods:

1. Online ordering process using [www.NationalAutoFleetGroup.com](http://www.NationalAutoFleetGroup.com). Once the Sourcwell member registers on the NAFG website, they then can build the desired vehicle to their specifications. The member then builds the vehicle and obtains an online quote for that specific vehicle.  
*\*Sourcwell pricing is built right into the NAFG site.*
2. The Sourcwell member can also reach out to National Auto Fleet Group directly (1-855-289-6572) to have an associate help guide your agency with the appropriate vehicles to fit your need.

Jesse Cooper

NationalAuto Fleet Group





# The New York State Contract Reporter

*NYS' official source of contracting opportunities  
Bringing business and government together*

## Contracting Opportunity

\* \* \* This ad has not been published. It has been reviewed and pending publication. \* \* \*

**Title:** Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

**Agency:** Sourcewell

**Division:** Procurement Department

**Contract Number:** 091521

**Contract Term:** 4 years, with potential 1 year extension

**Date of Issue:** 07/28/2021

**Due Date/Time:** 09/15/2021 4:30 PM  
Central Time

**County(ies):** All NYS counties

**Classification:** Vehicles & Equipment - *Commodities*

**Opportunity Type:** General

**Entered By:** Chris Robinson

**Description:** Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories 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 September 15, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

**Service-Disabled Veteran-Owned Set Aside:** No

## Contact Information

**Primary contact:** Sourcewell  
Procurement Department  
Chris Robinson  
Procurement Manager  
202 12th Street NE  
P.O. Box 219  
Staples, MN 56479  
United States  
Ph: 218-895-4168  
rfp@sourcewell-mn.gov

**Submit to contact:** Sourcewell  
Procurement Department  
Chris Robinson  
Procurement Manager  
202 12th Street NE  
P.O. Box 219  
Staples, MN 56479  
United States  
Ph: 218-895-4168  
rfp@sourcewell-mn.gov

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## AFFIDAVIT OF PUBLICATION



# DJCOREGON

11 NE Martin Luther King Jr. Blvd. Suite 201 / Portland, OR 97232-3579  
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.

I, **Nick Bjork**, being first duly sworn, depose and say that I am a **Publisher** of the **Daily Journal of Commerce**, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

**Case Number: NOT PROVIDED**

**AUTOMOBILES, SUVs, VANS, AND LIGHT TRUCKS WITH RELATED EQUIPMENT AND ACCESSORIES**

**Sourcewell; Bid Location Staples, MN, Todd County; Due 09/15/2021 at 04:30 PM**

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) in the following issues:

7/28/2021

State of Oregon  
County of Multnomah

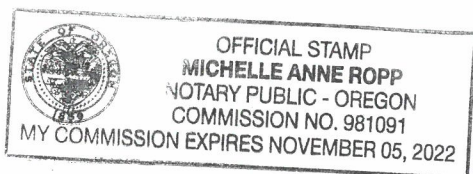
SIGNED OR ATTESTED BEFORE ME  
ON THE **28th** DAY OF **July**, 2021

*Nick Bjork*

**Nick Bjork**

*Michelle A. Ropp*

Notary Public-State of Oregon



## SOURCEWELL

**AUTOMOBILES, SUVs, VANS, AND  
LIGHT TRUCKS WITH RELATED  
EQUIPMENT AND ACCESSORIES**

**Proposals due 4:30 pm,  
September 15, 2021**

### REQUEST FOR PROPOSALS

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories 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 September 15, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Published Jul. 28, 2021.

12021972

**Carol Jackson**  
**Sourcewell**  
202 12th St NE  
Staples, MN 56479-2438

Order No.: 12021972  
Client Reference No:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories** 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, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

OC-0000651849-01

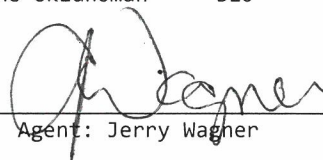
STATE OF OKLAHOMA, } SS.  
COUNTY OF OKLAHOMA

# Affidavit of Publication

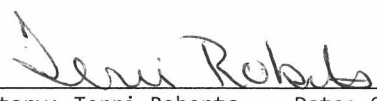
Jerry Wagner, of lawful age, being first duly sworn, upon oath deposes and says that she/he is the Classified Legal Notice Admin, of GateHouse Media Oklahoma Holdings, Inc, a corporation, which is the publisher of *The Oklahoman* which is a daily newspaper of general circulation in the State of Oklahoma, and which is a daily newspaper published in Oklahoma County and having paid general circulation therein; that said newspaper has been continuously and uninterruptedly published in said county and state for a period of more than one hundred and four consecutive weeks next prior to the first publication of the notice attached hereto, and that said notice was published in the following issues of said newspaper, namely:

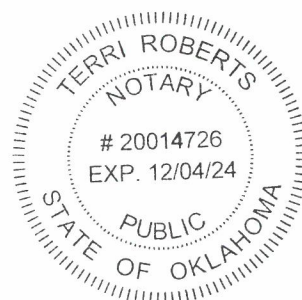
**SOURCEWELL  
103734**

| <u>AdNumber</u> | <u>Publication</u> | <u>Page</u> | <u>Date</u> |
|-----------------|--------------------|-------------|-------------|
| 0000651849-01   | OC- The Oklahoman  | B11         | 07/29/2021  |
| 0000651849-01   | OC- The Oklahoman  | B10         | 08/04/2021  |

  
Agent: Jerry Wagner Date: 08/04/2021

Subscribed and sworn to be me before this date : 08/04/2021

  
Notary: Terri Roberts Date: 08/04/2021





## ORDER DETAILS

**Order Number:**  
IPL0034145  
**External Order #:**  
106513  
**Order Status:**  
Approved  
**Classification:**  
Legals & Public Notices  
**Package:**  
COL - Legal Ads  
**Final Cost:**  
137.40  
**Payment Type:**  
Account Billed  
**User ID:**  
IPL0024154

## PREVIEW FOR AD NUMBER IPL00341450

**REQUEST FOR PROPOSALS**

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories** 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, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

W00000000  
Publication Dates

## ACCOUNT INFORMATION

SOURCEWELL IP  
PO BOX 219  
STAPLES, MN 56479  
218-894-1930  
carol.jackson@sourcewell-mn.gov  
SOURCEWELL

## TRANSACTION REPORT

**Date**  
July 23, 2021 10:38:04 AM EDT  
**Amount:**  
137.40

## SCHEDULE FOR AD NUMBER IPL00341450

July 28, 2021  
The State (Columbia)

# ATTACHMENT B

## NOTICES

### PUBLIC NOTICE

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories** 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, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.**



**Bid RFP #091521 - Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories**Bid Type **RFP**Bid Number **091521**Title **Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories**Expected Start Date **Jul 28, 2021 12:00:00 AM CDT**Expected End Date **Sep 15, 2021 4:30:00 PM CDT**Agency **Sourcewell**

Bid Contact **Chris Robinson**  
 (218) 895-4168  
[rfp@sourcewell-mn.gov](mailto:rfp@sourcewell-mn.gov)  
 202 12th Street NE  
 P.O. Box 219  
 Staples, MN 56479-0219

**Questions**

0 Questions

0 Unanswered

[\[View Questions\]](#)**Edit Bid**[\[Edit\]](#)**Description**

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories 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 September 15, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

**Pre-Bid Conference**Date **Aug 25, 2021 10:00:00 AM CDT**Location **Online Conference**Notes **Login information will be emailed two business days prior to the event.****Documents**

No Documents for this bid

**Opportunity Notice**  
**Automobiles, SUVs, Vans and Light Trucks with Related Equipment and Accessories**

**Opportunity Information**

**Organization:** Canoe Procurement Group of Canada (RMA)

**Organization Address:**

**Reference Number:** AB-2021-04862

**Solicitation Number:** AB-2021-04862

**Solicitation Type:** Request for Proposal

**Posting (MM/dd/yyyy):** 07/28/2021  
09:00:00 AM Alberta Time

**Closing (MM/dd/yyyy):** 09/15/2021  
03:30:00 PM Alberta Time

**Last Update (MM/dd/yyyy):** 08/11/2021  
02:38:40 PM Alberta Time

**Agreement Type:** NWPTA/TILMA & CFTA & CETA & TCA

**Region of Opportunity:** Open

**Region of Delivery:** Alberta

**Opportunity Type:** Open & Competitive

**Commodity Codes:**  
N2330B: Trailer, Cargo Van  
N2320N60: Truck, Light, Pick-Up Min. 6000 lb GVWR  
N2310D75: Sedan, Sub-Compact Size, Over 95 Inch Wheel Base  
N2320W00: Medium Truck Cab-Over-Engine  
N2320L20: Truck, Light, Personnel Carrier, 8000 lb GVWR  
N2320Q81: Truck, Light, Crew Cab, 8100 LB GVWR, Long, 4 X 4  
N2320Q20: Truck, Light, Pick-Up, Extended Cab, 7900 lb GVWR  
N2320T80: Truck, Light, Van, 7500 lb GVWR  
N2320S70: Truck, Light, Van-Cutaway, 7400-8700 lb GVWR  
N2320L71: Truck, Light, Utility, 4 X 4, Long  
N2320Q00: Truck, Light, Pick-Up, Extended Cab, 5500 lb GVWR  
N2310D95: Sedan, Sub-Compact Size, Under 95 Inch Wheel Base  
N2320M00: Truck, Light, Personnel Carrier, 7,500 lb GVWR  
N2320L51: Truck, Light, Utility, 4 X 4  
N2320N81: Truck, Light, Pick-Up, Min. 8000 lb GVWR, 4 X 4  
N2320N20: Truck, Light, Pick-Up, Compact, Long  
N2320T40: Truck, Light, Van, 5500 lb GVWR  
N2320T60: Truck, Light, Van, 6000 lb GVWR  
N2320N00: Truck, Light, Pick-Up, 5,300 lb GVWR  
N2310D5F: Sedan, Compact, 4 or 6 Cylinders, Police Duty, GMV Spec D5F  
N2320M60: Truck, Light, Passenger Van, Garageable, GMV Spec M60  
N2320N41: Truck, Light, Pick-Up  
N2320N21: Truck, Light, Pick-Up, Compact, Long, 4 X 4  
N2310D00: Sedan, Mid-Size  
N2310C00: Sedan, Standard Size  
N2320N61: Truck, Light, Pick-Up, Min. 6000 lb GVWR, 4 X 4  
N2320M30: Truck, Light, Personnel Carrier, 8 Passengers  
N2310D50: Sedan, Compact Size  
N2320N80: Truck, Light, Pick-Up, Min. 8000 lb GVWR  
N2320Q80: Truck, Light, Crew Cab, 8100 lb GVWR, Long  
N2320L61: Truck, Light, Utility, 4 X 4, 100 lb Pay Load  
N2320Q21: Truck, Light, Pick-Up, Extended Cab, 7900 lb GVWR, 4 X 4  
N2320L21: Truck, Light, Personnel Carrier, 4 X 4, 8000 lb GVWR  
N2320T20: Truck, Light, Van, 4500 lb GVWR  
N2320S50: Truck, Light, Forward Control (Step Van) Cargo Carrying  
N2330Q: Trailer, Utility  
N2310D51: Sedan, Compact, 4 X 4  
N2320003: Truck, Light, Utility-Line Maintenance  
N2320M50: Truck, Light, Personnel Carrier, 7700 lb to 8200 lb GVWR  
N2320N40: Truck, Light, Pick-Up  
N2310D30: Small Intermediate Sedans  
N2320T00: Truck, Light, Cargo Van, Garageable, GMV Spec T00  
N2320Q01: Truck, Light, Pick-up, Extended Cab, 5500 lb GVWR, 4 X 4  
N2320ZZZ: Trucks, RCMP, Special Contracts (Chrysler)  
N2320N01: Truck, Light, Pick-Up, Compact, 4 X 4

**Category:** Goods

Potential vendors (bidders) may view the bid package here.

[View Bid Package](#)

Interested vendors (bidders) who wish to submit a response to this opportunity should register their interest by downloading the document(s) from the bid package.

[View Interested Vendors \(Bidders\)](#)

**Response Submission:**

Only Proposals submitted through the Sourcewell Procurement Portal will be considered.

<https://portal.sourcewell-mn.gov>

Proposals are due no later than September 15, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.




[Evaluation Dashboard](#) [Bids Homepage](#) [Find more bids](#) [Logout](#)

## View Details

Click [here](#) to return to the Sourcewell Procurement Portal home page.

| Bid Details                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Bid Classification:                                      | Goods                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Bid Type:                                                | RFP - General                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Bid Number:                                              | RFP 091521                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Bid Name:                                                | Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Bid Status:                                              | <b>Open</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Bid Closing Date:                                        | Wed Sep 15, 2021 4:30:00 PM (CDT)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Question Deadline:                                       | Wed Sep 8, 2021 4:30:00 PM (CDT)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Time-frame for delivery or the duration of the contract: | Refer to project document                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Negotiation Type:                                        | Refer to project document                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Condition for Participation:                             | Refer to project document                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Electronic Auctions:                                     | Not Applicable                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Language for Bid Submissions:                            | English unless specified in the bid document                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Submission Type:                                         | Online Submissions Only                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Submission Address:                                      | Online Submissions Only                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Public Opening:                                          | No                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Description:                                             | Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for <b>Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories</b> 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 [ <a href="https://proportal.sourcewell-mn.gov">https://proportal.sourcewell-mn.gov</a> ]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than <b>September 15, 2021, at 4:30 p.m. Central Time</b> , and late proposals will not be considered. |
| Bid Document Access:                                     | Bid Opportunity notices and awards and a free preview of the bid documents is available on this site free of charge without registration. Please note, some documents may be secured and you will be required to register for the bid to download and view the documents. There is no cost to obtain an unsecured version of the document and /or to participate in this solicitation.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Categories:                                              | <a href="#">Show Categories [+]</a>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |

[Submit a Question](#)
[Download Bid Documents](#)
[Simulate Submission](#)

## Meeting Locations

The following are the meeting times and locations for the opportunity:

| Meeting Location               | Description                                                                                                                                       | Date / Time                              | Mandatory Me... | Meeting Document |
|--------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|-----------------|------------------|
| Online Pre-Proposal Conference | Login instructions will be posted to the "Documents" section and available to registered suppliers two business days prior to the web conference. | Wednesday August 25, 2021 10:00 AM (CDT) | No              |                  |

| Documents                                                                                   |       |                          |
|---------------------------------------------------------------------------------------------|-------|--------------------------|
| File Name                                                                                   | Pages |                          |
| <b>RFP_091521_Autos_SUVs_Vans_Trucks</b><br>Monday July 26, 2021 09:59 AM                   | 12    | <a href="#">Download</a> |
| <b>RFP_091521_Autos_SUVs_Vans_Trucks_Contract_Template</b><br>Monday July 26, 2021 09:59 AM | 18    | <a href="#">Download</a> |



OPEN

## Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories 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, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

### Important Dates

Pre-Proposal Conference:  
**August 25, 2021 at 10:00 am CDT**

Proposals Due:  
**September 15, 2021 at 4:30 pm CDT**

To obtain a copy of the complete RFP, ask questions related to the RFP, or submit a proposal, please use the link below.

**Sourcewell Procurement Portal** [↗](#)

- ☒ Publish
- ☐ Bid Announcements
- ☐ Doc. Taker's List

## Bidding

## Publish /Verify Contents

Save as Template

## Solicitation Setting

|                                         |    |
|-----------------------------------------|----|
| ✓ Invite Bidders                        | No |
| ✓ Evaluate Response online              | No |
| ✓ Internal Approval                     | No |
| ✓ Enable Collaboration with other Users | No |

## Solicitation Details

## Mandatory Information

|                          |                                                                                  |                     |            |
|--------------------------|----------------------------------------------------------------------------------|---------------------|------------|
| Solicitation Type        | RFP                                                                              | Solicitation Number | 091521     |
| Solicitation Name        | Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories | Procurement Type    | Goods      |
| Country & Province/State | Canada / Ontario                                                                 | Published By        | Sourcewell |
| Accept Questions         | Not Applicable                                                                   |                     |            |

## Internal Information (For Internal Use Only)

Procurement Title/Project Name 091521 Automobiles, SUVs, Vans, and Light Trucks

## Advertisement

## Basic Settings

|                   |                       |                                   |                        |
|-------------------|-----------------------|-----------------------------------|------------------------|
| Solicitation Type | Open to all suppliers | Estimated Contract Amount         | \$1,200,000,000.00     |
| Publish Date      | 07/28/2021            | Closing Date & Time               | 09/15/2021 16:30:00 CT |
| Publish Option    |                       | Value Range for this Solicitation | 10,000,001 over        |

## Selected Categories

## Automotive/ Industrial

Passenger Vehicles Cars, Sports utility vehicles, pick-up trucks, mini vans, police cars, etc. hybrids



## Solicitation Overview



## Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

091521

Closing Date: 09/15/2021 04:30:00 PM CT

## Detail:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories 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 September 15, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

## Notice

### Basic Information

**Estimated Contract Value (CAD)** \$1,200,000,000.00 (Not shown to suppliers)  
**Reference Number** 0000205360  
**Issuing Organization** Sourcewell  
**Owner Organization**  
**Solicitation Type** RFP - Request for Proposal (Formal)  
**Solicitation Number** 091521  
**Title** Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories  
**Source ID** PP.CO.USA.868485.C88455

### Details

**Location** All of Canada, All of Canada  
**Purchase Type** Duration:4 years  
**Description** Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories 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, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

### Dates

**Publication** 2021/07/28 08:49:14 AM EDT  
**Question Acceptance Deadline** 2021/09/08 05:30:00 PM EDT  
**Questions are submitted online** No  
**Bid Intent** Not Available  
**Closing Date** 2021/09/15 05:30:00 PM EDT

**Prebid Conference** 2021/08/25 11:00:00 AM EDT

### Contact Information

Procurement Department  
 218-894-1930  
[rfp@sourcewell-mn.gov](mailto:rfp@sourcewell-mn.gov)

### Pre-Bidding Events

**Event Type** Prebid Conference  
**Attendance** Recommended  
**Event date** 2021/08/25 11:00:00 AM EDT  
**Location** Online Conference  
**Event Note** Login information will be emailed two business days prior to the event.

### Bid Submission Process

**Bid Submission Type** Electronic Bid Submission  
**Pricing** In attached document  
**Pricing** In attached document  
**Bid Documents List**

| Item Name     | Description                     | Mandatory |
|---------------|---------------------------------|-----------|
| Bid Documents | Documents defining the proposal | Yes       |

## Categories

### Selected Categories

| GSIN Categories (3) |                                                                                                                                     |
|---------------------|-------------------------------------------------------------------------------------------------------------------------------------|
| G                   | <b>Goods</b><br>Goods                                                                                                               |
| N23                 | <b>Ground Effect Vehicles, Motor Vehicles, Trailers, And Cycles</b><br>Ground Effect Vehicles, Motor Vehicles, Trailers, And Cycles |
| N2320N41            | <b>TRUCK, LIGHT, PICK-UP</b><br>TRUCK, LIGHT, PICK-UP                                                                               |
| N2310002            | <b>PASSENGER MOTOR VEHICLES - IMPORTED</b><br>PASSENGER MOTOR VEHICLES - IMPORTED                                                   |
| N2310003            | <b>PASSENGER MOTOR VEHICLES - DOMESTIC</b><br>PASSENGER MOTOR VEHICLES - DOMESTIC                                                   |
| MERX Category (1)   |                                                                                                                                     |
| G                   | <b>Goods</b><br>Goods                                                                                                               |
| G31                 | <b>Transportation Equipment and Spares</b><br>Transportation Equipment and Spares                                                   |
| UNSPSC Category (1) |                                                                                                                                     |
| 25000000            | <b>Commercial and Military and Private Vehicles and their Accessories and Components</b>                                            |
| 25100000            | <b>Motor vehicles</b>                                                                                                               |
| 25101500            | <b>Passenger motor vehicles</b>                                                                                                     |

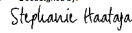
DocuSign Envelope ID: 75C898AA-D0D9-45D9-BC87-682BF46289AA

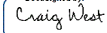


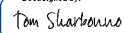
**Proposal Evaluation**  
**Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories RFP #091521**

|                                                                     |       | 72 HOUR, LLC dba<br>National Auto Fleet<br>Group | CONTEMPORARY<br>MOTOR CARS, INC. | Creative Bus Sales, Inc. | Davis Chevrolet, GMC,<br>Buick, Ltd. | Donlen, LLC | GreenPower Motor<br>Company, Inc. | Lithia Toyota of Billings<br>II, LLC | Lordstown Motors Corp. | Mike Albert Leasing,<br>Inc. | RO Truck & Equipment<br>LLC DBA RO Bus Sales | Tesla, Inc. | TROPICAL FORD, INC. | VALLEY FORD TRUCK,<br>INC. |
|---------------------------------------------------------------------|-------|--------------------------------------------------|----------------------------------|--------------------------|--------------------------------------|-------------|-----------------------------------|--------------------------------------|------------------------|------------------------------|----------------------------------------------|-------------|---------------------|----------------------------|
| Possible Points                                                     |       |                                                  |                                  |                          |                                      |             |                                   |                                      |                        |                              |                                              |             |                     |                            |
| Conformance to Terms/<br>Conditions to Include<br>Documentation     | 50    | 46                                               | 33                               | 38                       | 34                                   | 38          |                                   | 34                                   | 37                     | 36                           | 35                                           | 40          | 38                  | 41                         |
| Pricing                                                             | 400   | 355                                              | 244                              | 298                      | 240                                  | 268         |                                   | 268                                  | 264                    | 259                          | 255                                          | 260         | 301                 | 314                        |
| Financial, Industry and<br>Marketplace Successes                    | 75    | 66                                               | 56                               | 63                       | 47                                   | 49          |                                   | 50                                   | 46                     | 55                           | 58                                           | 60          | 55                  | 64                         |
| Bidder's Ability to Sell/ Service<br>Contract Nationally            | 100   | 84                                               | 66                               | 79                       | 60                                   | 72          |                                   | 70                                   | 59                     | 70                           | 64                                           | 82          | 65                  | 77                         |
| Bidder's Marketing Plan                                             | 50    | 47                                               | 31                               | 40                       | 26                                   | 31          |                                   | 29                                   | 36                     | 36                           | 34                                           | 34          | 36                  | 40                         |
| Value Added Attributes                                              | 75    | 61                                               | 43                               | 45                       | 49                                   | 58          |                                   | 49                                   | 64                     | 49                           | 48                                           | 65          | 56                  | 53                         |
| Warranty Coverages and<br>Information                               | 50    | 43                                               | 37                               | 40                       | 38                                   | 39          |                                   | 41                                   | 41                     | 38                           | 38                                           | 44          | 41                  | 39                         |
| Depth and Breadth of Offered<br>Equipment, Products, or<br>Services | 200   | 176                                              | 134                              | 146                      | 155                                  | 154         |                                   | 149                                  | 133                    | 156                          | 156                                          | 143         | 160                 | 166                        |
| Total Points                                                        | 1,000 | 878                                              | 644                              | 749                      | 649                                  | 709         |                                   | 690                                  | 680                    | 699                          | 688                                          | 728         | 752                 | 794                        |
| Rank Order                                                          |       | 1                                                | 22                               | 4                        | 11                                   | 6           |                                   | 8                                    | 10                     | 7                            | 9                                            | 5           | 3                   | 2                          |

DocuSigned by:  
  
 13F8C2D9-A61E-4A41  
 James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:  
  
 75B8A3F-37B6-440B  
 Stephanie Haatja, CPIM, Procurement Analyst

DocuSigned by:  
  
 7747D7C2D5B84BA  
 Craig West, Procurement Analyst

DocuSigned by:  
  
 012C8B8E-F19140E  
 Tom Sharbonno, Procurement Analyst



## Proposal Opening Record

Date of opening: September 15, 2021

Sourcewell posted Request for Proposal #091521, for the procurement of Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories, on the Sourcewell Procurement Portal [[proportal.sourcewell-mn.gov](https://proportal.sourcewell-mn.gov)] on Wednesday, July 28, 2021, and the solicitation remained in an open status within the portal until September 15, 2021, at 4:30 pm CT. The RFP required that all proposals be submitted through the Sourcewell Procurement Portal no later than 4:30 pm CT on September 15, 2021, the date and time specified in the Solicitation Schedule.

The undersigned certify that all responses received on Request for Proposal #091521 were submitted through the Sourcewell Procurement Portal, and that each Proposer's response material was digitally sealed upon submission and remained inaccessible until the due date and time specified in the Solicitation Schedule.

Responses were received from the following:

72 HOUR, LLC dba National Auto Fleet Group - Submitted 9/14/21 at 2:10:21 PM  
CONTEMPORARY MOTOR CARS, INC. - Submitted 9/14/21 at 1:50:55 PM  
Creative Bus Sales, Inc. - Submitted 9/15/21 at 2:39:01 PM  
Davis Chevrolet, GMC, Buick, Ltd.- Submitted 9/15/21 at 2:25:01 PM  
Donlen, LLC - Submitted 9/15/21 at 9:21:53 AM  
GreenPower Motor Company, Inc. - Submitted 9/15/21 at 3:32:58 PM  
Lithia Toyota of Billings II, LLC - Submitted 9/14/21 at 2:29:57 PM  
Lordstown Motors Corp. - Submitted 9/15/21 at 4:16:01 PM  
Mike Albert Leasing, Inc. dba Mike Albert Fleet Solutions - Submitted 9/15/21 at 3:15:15 PM  
RO Truck & Equipment, LLC DBA RO Bus Sales - Submitted 9/14/21 at 7:57:35 PM  
Tesla, Inc. - Submitted 9/15/21 at 1:27:00 PM  
TROPICAL FORD, INC. - Submitted 9/14/21 at 1:23:12 PM  
VALLEY FORD TRUCK, INC. - Submitted 9/15/21 at 11:15:01 AM

The Proposals were opened electronically, and a list of all Proposers was made publicly available in the Sourcewell Procurement Portal, on September 15, 2021, at 4:36:55 PM CT. All responsive proposals were then submitted for review by the Sourcewell Evaluation Committee.

DocuSigned by:

74344AB8E2344E7...

Chris Robinson, CPSM, Procurement Manager

DocuSigned by:

6EE63AEDED5F46E...

Carol Jackson, Procurement Analyst





**RFP #091521**  
**REQUEST FOR PROPOSALS**  
**for**  
**Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and**  
**Accessories**

**Proposal Due Date: September 15, 2021, 4:30 p.m., Central Time**

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories 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, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

**Solicitation Schedule**

|                                 |                                                                                              |
|---------------------------------|----------------------------------------------------------------------------------------------|
| Public Notice of RFP Published: | July 28, 2021                                                                                |
| Pre-proposal Conference:        | August 25, 2021, 10:00 a.m., Central Time                                                    |
| Question Submission Deadline:   | September 8, 2021, 4:30 p.m., Central Time                                                   |
| <b>Proposal Due Date:</b>       | <b>September 15, 2021, 4:30 p.m., Central Time</b><br>Late responses will not be considered. |
| Opening:                        | September 15, 2021, 6:30 p.m., Central Time<br>See RFP Section V.G. "Opening"                |

## I. ABOUT SOURCEWELL

### A. SOURCEWELL

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and contract award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements, and results in cooperative purchasing solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

Cooperative purchasing provides participating entities and suppliers increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and contract expanding the reach of contracted suppliers' potential pool of end users.

Sourcewell uses a website-based platform, the Sourcewell Procurement Portal, through which all proposals to this RFP must be submitted.

### B. USE OF RESULTING CONTRACTS

In the United States, Sourcewell's contracts are available for use by:

- Federal and state government entities<sup>1</sup>;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

In Canada, Sourcewell's contracts are available for use by:

- Provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly-funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the Cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;

<sup>1</sup> Pursuant to HAR §3-128-2, the State of Hawaii, Department of Accounting and General Services, State Procurement Office, on behalf of the State of Hawaii and participating jurisdictions, has provided notice of its Intent to Participate in the solicitation as a participating entity.

- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
- Members of the Rural Municipalities of Alberta (RMA) and their represented Associations: MASH (municipalities, academic institutions, schools and hospitals) and MUSH (municipalities, universities, schools and hospitals) sectors, and other governmental agencies eligible to use the Sourcewell contracts. MASH and MUSH sector refers to regional, local, district or other forms of municipal government, school boards, publicly-funded academic, health and social service entities, as well as any corporation or entity owned or controlled by one or more of the preceding entities, including but not limited to represented associations, Saskatchewan Association of Rural Municipalities ("SARM"), Association of Manitoba Municipalities ("AMM"), Local Authorities Services/Association of Municipalities Ontario ("LAS/AMO", excluding the cities of Toronto and Ottawa), Nova Scotia Federation of Municipalities ("NSFM"), Federation of Prince Edward Island Municipalities ("FPEIM"), Municipalities Newfoundland Labrador ("MNL"), Union of New Brunswick Municipalities ("UNBM"), North West Territories Association of Communities ("NWTAC") and their members. RMA Participants may include all not-for-profit agencies for Canadian provinces and territories.

For a listing of current United States and Canadian Participating Entities visit Sourcewell's website (note: there is a tab for each country): <https://www.sourcewell-mn.gov/sourcewell-for-vendors/agency-locator>.

Participating Entities typically access contracted equipment, products, or services through a purchase order issued directly to the contracted supplier. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell contracts is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, Sourcewell broadly publishes public notice of all solicitation opportunities, including this RFP. In the United States each state-level procurement department receives notice for possible re-posting.

Proof of publication will be available at the conclusion of the solicitation process.

## **II. SOLICITATION DETAILS**

### **A. SOLUTIONS-BASED SOLICITATION**

This RFP and contract award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and that are commonly desired or are required by law or industry standards.

## B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

It is expected that proposers will offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, a school district, or a regional cooperative.

1. Sourcewell is seeking proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories, including, but not to be limited to:
  - a. Vehicles of the following types and classifications:
    - i. Automobiles: mini, subcompact, compact, coupe, sedan, and full-size;
    - ii. Sport Utility Vehicles: cross-over, light duty, and heavy duty;
    - iii. Vans: passenger and cargo;
    - iv. Trucks: light duty, half ton, three-quarter ton, and one ton; and
    - v. Vehicles of the varieties described in subsections 1. a. i – iv. above, with upfitting designed for Public Safety applications, such as equipment, lighting, technology, and accessories.
  - b. A wide range of vehicles by: 1) engine type, to include conventional internal combustion, natural gas or propane autogas, hybrid or alternative fuel, and electric powered solutions; 2) seating or cargo configurations, drive train options, and trim levels; and, 3) optional equipment offerings.
  - c. Proposers may include related equipment, accessories, supplies, parts, and services to the extent that the solutions are an incidental portion of the response.
2. This solicitation does not include those equipment, products, or services covered under categories included in contracts currently maintained by Sourcewell:
  - a. Ambulance and Emergency Medical Transport Vehicles, with Related Equipment, Accessories, And Supplies (RFP #022118);
  - b. Firefighting Apparatus, with Related Equipment, Accessories, and Supplies (RFP #022818);
  - c. Class 4-8 Chassis with Related Equipment, Accessories, and Services (RFP #060920);
  - d. School Buses with Related Accessories, Supplies, Parts, and Services (RFP #063020); and,
  - e. Electric Vehicle Supply Equipment and Related Services (RFP #042221).

Generally, the solutions for Participating Entities are turn-key solutions, providing a combination of equipment, products and services, delivery, and installation to a properly operating status. However, equipment or products only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers suppliers that provide a sole source of responsibility for the equipment, products, and services provided under a resulting contract. If proposer is including the equipment, products, and services of its subsidiary entities, the proposer must also identify all included subsidiaries in its proposal. If proposer requires the use of distributors, dealers, resellers, or subcontractors to provide the equipment, products, or services, the proposal must address how the equipment, products or services will be provided to Participating Entities, and describe the network of distributors, dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting contract.

Sourcewell desires the broadest possible selection of equipment, products, and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and future Participating Entities.

#### C. REQUIREMENTS

It is expected that proposers have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the equipment, products, or services to Participating Entities.

1. Safety Requirements. All items proposed must comply with current applicable safety or regulatory standards or codes.
2. Deviation from Industry Standard. Deviations from industry standards must be identified with an explanation of how the equipment, products, and services will provide equivalent function, coverage, performance, and/or related services.
3. New Equipment and Products. Proposed equipment and products must be for new, current model; however, proposer may offer certain close-out equipment or products if it is specifically noted in the Pricing proposal.
4. Delivered and operational. Unless clearly noted in the proposal, equipment and products must be delivered to the Participating Entity as operational.
5. Warranty. All equipment, products, supplies, and services must be covered by a warranty that is the industry standard or better.

#### D. ANTICIPATED CONTRACT TERM

Sourcewell anticipates that the term of any resulting contract(s) will be four years, with an optional one year extension that may be offered based on the best interests of Sourcewell and its Participating Entities.

#### E. ESTIMATED CONTRACT VALUE AND USAGE

Based on past volume of similar contracts, the estimated annual value of all transactions from contracts resulting from this RFP are anticipated to be USD \$300 Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the

contract(s) awarded from this RFP; however, sales and sales volume from any resulting contract are not guaranteed.

#### F. MARKETING PLAN

Proposer's sales force will be the primary source of communication with Participating Entities. The proposer's Marketing Plan should demonstrate proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as proposer's sales and service capabilities. It is expected that proposer will promote and market any contract award.

#### G. ADDITIONAL CONSIDERATIONS

1. Contracts will be awarded to proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the proposal. Sourcewell reserves the right to verify proposer's information and may request clarification from a proposer, including samples of the proposed equipment or products.
3. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
4. A proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell contract may be considered in the evaluation of a proposal.

### III. PRICING

#### A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog Pricing, or a combination of these:
  - a. **Line-item Pricing** is pricing based on each individual product or services. Each line must indicate the proposer's published "List Price," as well as the "Contract Price."
  - b. **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Proposers will be responsible for providing and maintaining current published MSRP with Sourcewell, and this pricing must be included in its proposal and provided throughout the term of any Contract resulting from this RFP.



2. The proposer's not to exceed price. A not to exceed price is the highest price for which equipment, products, or services may be billed to a Participating Entity. However, it is permissible for suppliers to sell at a price that is lower than the contracted price.
3. Stated in U.S. and Canadian dollars (as applicable).
4. Clearly understandable, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).

Proposers should clearly identify any costs that are NOT included in the proposed product or service pricing. This may include items such as installation, set up, mandatory training, or initial inspection. Include identification of any parties that impose such costs and their relationship to the proposer. Additionally, proposers should clearly describe any unique distribution and/or delivery methods or options offered in the proposal.

#### B. ADMINISTRATIVE FEES

Proposers are expected to pay to Sourcewell an administrative fee in exchange for Sourcewell facilitating the resulting contracts. The administrative fee is normally calculated as a percentage of the total sales to Participating Entities for all contracted equipment, products, or services made during a calendar quarter, and is typically one percent (1%) to two percent (2%). In some categories, a flat fee may be an acceptable alternative.

### IV. CONTRACT

Proposers awarded a contract will be required to execute a contract with Sourcewell (see attached template). Only those modifications the proposer indicates in its proposal will be available for discussion. Much of the language in the Contract reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the proposal being disqualified from further review and evaluation.

To request a modification to the template Contract, a proposer must submit the Exceptions to Terms, Conditions, or Specifications table with its proposal. Only those exceptions noted at the time of the proposal submission will be considered.

Exceptions must:

1. Clearly identify the affected article and section.
2. Clearly note the requested modification; and as applicable, provide requested alternative language.

Unclear requests will be automatically denied.

Only those exceptions that have been accepted by Sourcewell will be included in the contract document provided to the awarded supplier for signature.

If a proposer receives a contract award resulting from this solicitation it will have up to 30 days to sign and return the contract. After that time, at Sourcewell's sole discretion, the contract award may be revoked.

## **V. RFP PROCESS**

### **A. PRE-PROPOSAL CONFERENCE**

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted in the Solicitation Schedule for this RFP and on the Sourcewell Procurement Portal. The purpose of this conference is to allow potential proposers to ask questions regarding this RFP and Sourcewell's competitive contracting process. Information about the webcast will be sent to all entities that have registered for this solicitation opportunity through their Sourcewell Procurement Portal Supplier Account. Pre-proposal conference attendance is optional.

### **B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION**

All questions regarding this RFP must be submitted through the Sourcewell Procurement Portal. The deadline for submission of questions is found in the Solicitation Schedule and on the Sourcewell Procurement Portal. Answers to questions will be issued through an addendum to this RFP. Repetitive questions will be summarized into a single answer and identifying information will be removed from the submitted questions.

All questions, whether specific to a proposer or generally related to the RFP, must be submitted using this process. Do not contact individual Sourcewell staff to ask questions or request information as this may disqualify the proposer from responding to this RFP. Sourcewell will not respond to questions submitted after the deadline.

### **C. ADDENDA**

Sourcewell may modify this RFP at any time prior to the proposal due date by issuing an addendum. Addenda issued by Sourcewell become a part of the RFP and will be delivered to potential proposers through the Sourcewell Procurement Portal. Sourcewell accepts no liability in connection with the delivery of any addenda.

Before a proposal will be accepted through the Sourcewell Procurement Portal, all addenda, if any, must be acknowledged by the proposer by checking the box for each addendum. It is the responsibility of the proposer to check for any addenda that may have been issued up to the solicitation due date and time.

If an addendum is issued after a proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the proposer's proposal status to INCOMPLETE. The proposer can view this status change in the "MY BIDS" section of the

Sourcewell Procurement Portal Supplier Account. The proposer is solely responsible to check the “MY BIDS” section of the Sourcewell Procurement Portal Supplier Account periodically after submitting its proposal (and up to the Proposal Due Date). If the proposer’s proposal status has changed to INCOMPLETE, the proposer is solely responsible to:

- i) make any required adjustments to its proposal;
- ii) acknowledge the addenda; and
- iii) ensure the re-submitted proposal is received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time shown in the Solicitation Schedule above.

#### D. PROPOSAL SUBMISSION

Proposer’s complete proposal must be submitted through the Sourcewell Procurement Portal no later than the date and time specified in the Solicitation Schedule. Any other form of proposal submission, whether electronic, paper, or otherwise, will not be considered by Sourcewell. **Late proposals will not be considered.** It is the proposer’s sole responsibility to ensure that the proposal is received on time.

It is recommended that proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The time and date that a proposal is received by Sourcewell is solely determined by the Sourcewell Procurement Portal web clock.

In the event of problems with the Sourcewell Procurement Portal, follow the instructions for technical support posted in the portal. It may take up to 24 hours to respond to certain issues.

Upon successful submission of a proposal, the Sourcewell Procurement Portal will automatically generate a confirmation email to the proposer. If the proposer does not receive a confirmation email, contact Sourcewell’s support provider at [support@bidsandtenders.ca](mailto:support@bidsandtenders.ca).

To ensure receipt of the latest information and updates via email regarding this solicitation, or if the proposer has obtained this solicitation document from a third party, the onus is on the proposer to create a Sourcewell Procurement Portal Supplier Account and register for this solicitation opportunity.

Within the Sourcewell Procurement Portal, all proposals must be digitally acknowledged by an authorized representative of the proposer attesting that the information contained in the proposal is true and accurate. By submitting a proposal, proposer warrants that the information provided is true, correct, and reliable for purposes of evaluation for potential contract award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a contract award and may subject the proposer to remedies available by law.

#### E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

- In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
- Complete. A proposal will be rejected if it is conditional or incomplete.
- Submitted in English.
- Valid and irrevocable for 90 days following the Proposal Due Date.

Any and all costs incurred in responding to this RFP will be borne by the proposer.

#### F. PROPOSAL WITHDRAWAL

Prior to the proposal deadline, a proposer may withdraw its proposal.

#### G. OPENING

The Opening of proposals will be conducted electronically through the Sourcewell Procurement Portal. A list of all proposers will be made publicly available in the Sourcewell Procurement Portal after the Proposal Due Date, but no later than the Opening time listed in the Solicitation Schedule.

To view the list of proposers, verify that the Sourcewell Procurement Portal opportunities list search is set to “All” or “Closed.” The solicitation status will automatically change to “Closed” after the Proposal Due Date and Time.

### **VI. EVALUATION AND AWARD**

#### A. EVALUATION

It is the intent of Sourcewell to award one or more contracts to responsive and responsible proposers offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of proposers that Sourcewell determines is necessary to meet the needs of its Participating Entities. Factors to be considered in determining the number of contracts to be awarded in any category may include the following:

- The number of and geographic location of:
  - Proposers necessary to offer a comprehensive selection of equipment, products, or services for Participating Entities’ use.
  - A proposer’s sales and service network to assure availability of product supply and coverage to meet Participating Entities’ anticipated needs.
- Total evaluation scores.
- The attributes of proposers, and their equipment, products, or services, to assist Participating Entities achieve environmental and social requirements, preferences, and goals.

Information submitted as part of a proposal should be as specific as possible when responding to the RFP. Do not assume Sourcewell has any knowledge about a specific supplier or product.

#### B. AWARD(S)

Award(s) will be made to the proposer(s) whose proposal conforms to all conditions and requirements of the RFP, and consistent with the award criteria defined in this RFP.

Sourcewell may request written clarification of a proposal at any time during the evaluation process.

Proposal evaluation will be based on the following scoring criteria and the Sourcewell Evaluator Scoring Guide (a copy is available in the Sourcewell Procurement Portal):

|                                                               |             |
|---------------------------------------------------------------|-------------|
| Conformance to RFP Requirements                               | 50          |
| Financial Viability and Marketplace Success                   | 75          |
| Ability to Sell and Deliver Service                           | 100         |
| Marketing Plan                                                | 50          |
| Value Added Attributes                                        | 75          |
| Warranty                                                      | 50          |
| Depth and Breadth of Offered Equipment, Products, or Services | 200         |
| Pricing                                                       | 400         |
| <b>TOTAL POINTS</b>                                           | <b>1000</b> |

#### C. PROTESTS OF AWARDS

Any protest made under this RFP by a proposer must be in writing, addressed to Sourcewell's Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. All documents that comprise the complete protest package must be received no later than 10 calendar days' following Sourcewell's notice of contract award(s) or non-award and must be time stamped by Sourcewell no later than 4:30 p.m., Central Time. A protest must allege a procedural, technical, or legal defect, with supporting documentation. A protest that merely requests a re-evaluation of a proposal's content will not be entertained.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the alleged procedural, technical, or legal defect;
- Analysis of the basis for the protest;
- Any additional supporting documentation;
- The original signature of the protester or its representative; and
- Protest bond in the amount of \$20,000 (except where prohibited by law or treaty).

Protests that do not address these elements will not be reviewed.

D. RIGHTS RESERVED

This RFP does not commit Sourcewell to award any contract, and a proposal may be rejected if it is nonresponsive, conditional, incomplete, conflicting, or misleading. Proposals that contain false statements or do not support an attribute or condition stated by the proposer may be rejected.

Sourcewell reserves the right to:

- Modify or cancel this RFP at any time;
- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for contracts or for discussion, a proposal other than that with the lowest cost;
- Independently verify any information provided in a proposal;
- Disqualify any proposer that does not meet the requirements of this RFP, is debarred or suspended by the United States or Canada, State of Minnesota, Participating Entity's state or province; has an officer, or other key personnel, who have been charged with a serious crime; or is bankrupt, insolvent, or where bankruptcy or insolvency are a reasonable prospect;
- Waive or modify any informalities, irregularities, or inconsistencies in the proposals received;
- Clarify any part of a proposal and discuss any aspect of the proposal with any proposer; and negotiate with more than one proposer;
- Award a contract if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a contract to one or more proposers if it is in the best interest of Participating Entities.

E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Section 13.591, after negotiations are complete. Sourcewell considers that negotiations are complete upon execution of a resulting contract. It is the proposer's responsibility to clearly identify any data submitted that it considers to be protected. Proposer must also include a justification for the classification citing the applicable Minnesota law. Sourcewell may reject proposals that are marked confidential or nonpublic, either substantially or in their entirety.

Sourcewell will not consider the prices submitted by the proposer to be confidential, proprietary, or trade secret materials. Financial information, including financial statements, provided by a proposer is not considered trade secret under the statutory definition.



8/5/2021

Addendum No. 1

Solicitation Number: RFP 091521

Solicitation Name: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

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**Question 1:**

We manufacture service bodies and do not sell complete vehicles. Can we bid our product as an accessory to the bid?

**Answer 1:**

Refer to RFP Section II. B. 1. c., "Proposers may include related equipment, accessories, supplies, parts, and services to the extent that the solutions are an incidental portion of the response." A proposal that does not include complete vehicles, of the types described in RFP Section II. B. 1. a., will be deemed non-responsive.

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End of Addendum

Acknowledgement of this Addendum to RFP 091521 posted to the Sourcewell Procurement Portal on 8/5/2021, is required at the time of proposal submittal.





8/8/2021

Addendum No. 2

Solicitation Number: RFP 091521

Solicitation Name: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

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**Question 1:**

Are you accepting leasing options for this bid?

**Answer 1:**

Refer to RFP Section II. B. for the description of the requested equipment, products, and services. Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and that are commonly desired by participating entities. A proposer may submit their complete line of equipment, products, or services that are applicable to the scope of this RFP. It is left to the discretion of each proposer to articulate their ability to serve Sourcewell participating entities.

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End of Addendum

Acknowledgement of this Addendum to RFP 091521 posted to the Sourcewell Procurement Portal on 8/8/2021, is required at the time of proposal submittal.



8/23/2021

Addendum No. 3

Solicitation Number: RFP 091521

Solicitation Name: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

---

**Question 1:**

I would like to see an example of line-item pricing for Sourcewell. Please provide.

**Answer 1:**

In the competitive process, Sourcewell cannot conduct research for, or expressly identify resources that may be relevant to, a proposer. A proposer may review a sampling of past pricing proposals within the current awarded contract documentation available on the Sourcewell website. Navigate to the following address:

<https://www.sourcewell-mn.gov/contract-search> and use the list or search functions.

**Question 2:**

Where can I get a copy of the current contract pricing for the brand of vehicles that I offer?

**Answer 2:**

Each Sourcewell solicitation represents a separate and distinct opportunity. For examples of current Sourcewell-awarded contracts, refer to the link provided in Answer No. 1 above. Currently active contracts offering similar solutions were awarded under solicitation numbers 120716 and 060920.

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End of Addendum

Acknowledgement of this Addendum to RFP 091521 posted to the Sourcewell Procurement Portal on 8/23/2021, is required at the time of proposal submittal.



8/26/2021

Addendum No. 4

Solicitation Number: RFP 091521

Solicitation Name: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

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**Question 1:**

The manufacturer that I represent has not developed pricing for the 2022 model year vehicles. Should pricing be presented for 2021 and 2022 models that have pricing, and a TBD associated with 2022 models that have yet to be priced by the manufacturer?

**Answer 1:**

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of each proposer to articulate and propose the pricing approach that aligns with its business methods and satisfies the requirements of RFP Section III. – Pricing. Proposals are evaluated based on the criteria stated in the RFP.

Refer also to the Sourcewell contract template for additional details on the process for requesting a product or pricing change during the term of an awarded contract. A downloadable version of the contract template is found on the Bid Details page for this solicitation within the Sourcewell Procurement Portal.

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End of Addendum

Acknowledgement of this Addendum to RFP 091521 posted to the Sourcewell Procurement Portal on 8/26/2021, is required at the time of proposal submittal.



9/7/2021

Addendum No. 5

Solicitation Number: RFP 091521

Solicitation Name: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

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**Question 1:**

We are requesting a clarification on Table 4 and Table 5. Could we include a reference from a fleet management company or a supplier we use?

**Answer 1:**

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of each proposer to determine how to best demonstrate the ability to serve Sourcewell participating entities and satisfy all requirements of the questionnaire tables.

**Question 2:**

Is it acceptable to provide a redline of the entire Sourcewell template contract?

**Answer 2:**

A request for modification to the Sourcewell contract template may only be submitted with a proposal. To request a modification to the template Contract terms, conditions, or specifications, a Proposer must complete and submit the Exceptions to Terms, Conditions, or Specifications Form, which is found as the final Table of Step 1 in the proposal submission process. A proposer may elect to include additional supporting materials in its discretion.

**Question 3:**

Could a video be uploaded as additional content?

**Answer 3:**

It is left to the discretion of each proposer to determine the method it deems best suited to submit its relevant information in a timely fashion through the Sourcewell Procurement Portal. Proposer's complete proposal must be submitted through the Sourcewell Procurement Portal no later than the date and time specified in the Solicitation Schedule (RFP Section V. D.), and all relevant information should be included in the proposal (RFP Section II., G.).

**Question 4:**

Can you elaborate on line item 71? Is there a list of subcategory titles that can be used for reference?

**Answer 4:**

It is left to the discretion of the proposer to identify subcategory descriptors that may be relevant to the proposer's offered equipment, products, and services.

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End of Addendum

Acknowledgement of this Addendum to RFP 091521 posted to the Sourcewell Procurement Portal on Tuesday, September 7, 2021 6:58 PM, is required at the time of proposal submittal.



9/8/2021

Addendum No. 6

Solicitation Number: RFP 091521

Solicitation Name: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

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**Question 1:**

With the ongoing supply chain delays related to Covid, microchip shortages, and across-the-industry shortages of raw materials, we respectfully request an extension to the submittal deadline.

**Answer 1:**

No extension of the due date is contemplated at this time.

**Question 2:**

In what format would you like financial stability to be verified?

**Answer 2:**

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. It is left to the discretion of each proposer to determine how to best demonstrate its financial stability and satisfy all requirements of the questionnaire tables.

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End of Addendum

Acknowledgement of this Addendum to RFP 091521 posted to the Sourcewell Procurement Portal on 9/8/2021, is required at the time of proposal submittal.

**EXHIBIT B  
INSURANCE REQUIREMENTS**

**NOT APPLICABLE – PURCHASE OF GOODS**