



COMMENT AND REVIEW

to the
REQUEST FOR PROPOSAL (RFP) #013020
Entitled

Vehicle Lifts, with Garage and Fleet Maintenance Equipment

The following advertisement was placed December 12, 2019 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and December 13, 2019 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Vehicle Lifts, with Garage and Fleet Maintenance Equipment to result in a contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, 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 January 30, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Advance Crane, Ltd.	O'Reilly Auto Enterprises, LLC
Alberta Sales Auto-Quip Sales and Service, Ltd.	Partsmaster, a Division of NCH Corporation
ARI Phoenix, Inc.	PetroTech Petroleum Services, Ltd.
Beecher Emission Solution Technologies, LLC	Pumps and Pressure, Inc.
BendPak, Inc.	Pure Power, LLC
Brink's Mfg. Co., Inc.	SEFAC USA, Inc.
Example Liftech Corp.	Snap-on Industrial, A Division of IDSC Holdings LLC
Genuine Parts Company dba NAPA Auto Parts	Snap-on Tools
Interclean Equipment, LLC	Sourcetec Industries
ISN Canada Group, Inc.	Stertil-Koni USA, Inc.
Jake Marshall Service, Inc.	Talon Industries, Inc.
Kipper Tool Company	The Blue Book Network
KMS Tools and Equipment	Total Automotive Lifting Solutions, Inc. (TLS Lifts)
Liftnow Automotive Equipment Corp.	Trans Tool, LLC.
Mohawk Resources, Ltd.	UAP, Inc.
Napa Auto Parts	United Rotary Brush Corporation
Nescon, LLC	Vehicle Service Group, LLC.

NitroFill, LLC	Westvac Industrial, Ltd.
NS Corporation	Xtended Lift Services

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 January 30, 2020 at 4:37 pm CT. Proposals were received from the following:

ARI Phoenix, Inc.
 Beecher Emission Solution Technologies, LLC
 BendPak, Inc.
 Genuine Parts Company dba NAPA Auto Parts
 Interclean Equipment, LLC
 Kipper Tool Company
 Liftnow Automotive Equipment Corp.
 Mohawk Resources, Ltd.
 NitroFill, LLC
 NS Corporation
 SEFAC USA, Inc.
 Snap-on Industrial, A Division of IDSC Holdings, LLC
 Stertil-Koni USA, Inc.
 Vehicle Service Group, LLC.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Sourcewell Procurement Lead Analyst
 Carol Jackson, Sourcewell Procurement Analyst
 Michael Muñoz, Sourcewell Procurement Analyst
 Craig West, Sourcewell 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 Beecher Emission Solution Technologies, LLC, 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

ARI Phoenix, Inc., has specialized in maintenance equipment for heavy-duty vehicles for over 30 years. Their product line consists of lifts, shop equipment, exhaust extraction and wheel service equipment. ARI Phoenix, Inc., has 49 distributors located throughout the United States and Canada able to provide sales and service to Sourcewell Members. They also have 15 full time service technicians dispersed in major metropolitan areas. ARI Phoenix, Inc. is providing members with a solid discount off their list price.

Genuine Parts Company, dba NAPA, has a large, comprehensive product offering. There are many NAPA Auto Parts stores in the United States, and United Auto Parts stores in Canada, to fully serve Sourcewell members.

Products include vehicle service lifts and accessories, tire machines, diagnostic machines, alignment machines and various shop equipment, safety items and hand/mechanic tools. Standard warranties cover all products and extended warranties are available. NAPA offers competitive pricing with a significant discount off MSRP.

Liftnow Automotive Equipment offers multiple lines of equipment and comprehensive service options for Sourcewell members and their equipment. A variety of ordering options are available, including an e-procurement portal, purchase order by email, and phone supported sales. LiftNow offers competitive pricing with a solid discount for Sourcewell members.

Mohawk Resources LTD., is a federally certified small business providing Sourcewell members a wide array of vehicle lifts, wheel service equipment, portable shop equipment, and vehicle wash equipment - all engineered, designed, and manufactured in the US. Sourcewell members will be served across the US and Canada by a vast dealer network that provides pre and post-sale support such as installation, training, and service. All products proposed by Mohawk are being provided at a discount with shipping included within the Continental United States.

Snap-on Industrial offers hand and power tools, tool storage, fleet maintenance diagnostics, garage equipment and shop tools. Snap-On's Sales Team, Field Service Technicians and Authorized Independent Service Contractors cover all 50 states. Snap-On Industrial offers competitive pricing and discounts to Sourcewell participating entities.

Stertil-Koni USA Inc. product line includes heavy-duty vehicle lifting systems, shop equipment, hoists, related accessories and ongoing fleet servicing equipment for government and educational entities. Stertil-Koni USA Inc. has distributors in the United States and Canada that can provide delivery, installation and service to Sourcewell Members. They are offering robust discount off list pricing for members.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #013020 to:

ARI Phoenix, Inc.	013020-ARP
Genuine Parts Company dba NAPA Auto Parts	013020-GPC
Liftnow Automotive Equipment Corp.	013020-LFT
Mohawk Resources, Ltd.	013020-MRL
Snap-on Industrial, A Division of IDSC Holdings, LLC	013020-SNP
Stertil-Koni USA, Inc.	013020-SKI

The preceding recommendations were approved on April 8, 2020.

DocuSigned by:

Greg Grunig

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Greg Grunig, Sourcewell Procurement Lead Analyst

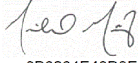
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Carol Jackson

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Carol Jackson, Sourcewell Procurement Analyst

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Michael Muñoz, Sourcewell Procurement Analyst

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Craig West, Sourcewell 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 #013020 for Vehicle Lifts, with Garage and Fleet Maintenance Equipment**.

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:



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Jeremy Schwartz, CSSBB, CPPO

Chief Procurement Officer