



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) 101520  
Entitled

**OEM Automotive Parts and Supplies**

The following advertisement was placed August 27, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and August 28, 2020 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for OEM Automotive Parts and Supplies 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 October 15, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.*

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

Auto Remote Direct	Napa Auto Parts
Battery Systems, Inc.	Navistar, Inc.
Chaparral Dodge, Inc.	Nemco Resources, Ltd.
Clarke Power Services, Inc.	New York Bus Sales, LLC
D&W Diesel, Inc.	Paccar Parts (PACCAR, Inc.)
Distributor Operations, Inc.	Prime Vendor, Inc.
Dunlop Western Star Truck Centres, Ltd.	RFX ANALYST, INC.
ELLIOTT AUTO SUPPLY CO., INC.	Rush Truck Centers of California, Inc.
Equipment Works Inc, LLC	SnoDepot
Ford Customer Service Division (Ford Motor Company)	Stonebrooke Equipment, Inc.
FRED BEANS PARTS, INC.	Uap, Inc.
General Motors ACDelco	Valor Holdings, LLC
Hbar Holdings, LLC	Wheeler Bros., Inc.

Holman Ford Lincoln Turnersville	Whelen Engineering Company, Inc.
Industrial Power, LLC	Wholesale Truck & Trailer Parts
MI Petro Construction & Supply, 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 October 15, 2020, at 4:32:05 pm CT. Proposals were received from the following:

Elliott Auto Supply Co., Inc.  
 Ford Motor Company  
 Fred Beans Parts, Inc.  
 General Motors ACDelco  
 Navistar, Inc.  
 Nemco Resources, Ltd.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
 Brandon Town, CPSM, CPSD Procurement Analyst  
 Carol Jackson, Procurement Analyst  
 Michael Muñoz, CPPB, Procurement Analyst

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements. The response of Ford Customer Service Division was found to contain uploaded pricing files that were inaccessible due to password protection. Sourcewell issued a request for clarification to Ford Customer Service Division, pursuant to RFP Section VI.B., seeking the necessary passwords. Ford Customer Service Division provided the requested clarification by identifying the passwords required to view the affected pricing documents. The Proposal Evaluation Committee thereafter evaluated all of the responses.

Elliott Auto Supply Co is a large-scale distributor of ACDelco and Motorcraft OEM automotive parts. Their sales network consists of over 160 locations throughout the United States and includes online ordering capabilities. Elliott Auto Supply Co also offers Sourcewell Participating Entities access to numerous standard and customizable reports to assist in tracking their fleet requirements. Elliott Auto Supply Co offers competitive prices with no ground freight or delivery charges.

Ford Motor Company manufactures Motorcraft OEM automotive parts for Ford, Lincoln, and Mercury vehicles. They are ready to serve Sourcewell Participating Entities across the United States through their robust network of participating dealerships and parts distribution centers. Ford Motor Company maintains virtual parts warehouses with over 50 million OEM parts to assist dealers in quickly and efficiently sourcing in-demand parts. Ford Motor Company offers considerable discounts with the opportunity to earn rebates.

General Motors ACDelco offers OEM automotive parts for all General Motors produced light and medium duty vehicles. They are prepared to serve Sourcewell Participating Entities throughout the United States with over 2100 dealers participating in the GM Mega Fleet Program. General Motors ACDelco offers complimentary service

training as part of the GM Partner Perks Program. General Motors ACDelco provides strong pricing discounts to Sourcewell Participating Entities.

Navistar, Inc provides medium and heavy-duty OEM automotive parts for their International Truck and IC Bus brands. Navistar will serve Sourcewell Participating Entities with over 1000 participating locations and dealers across the United States and Canada. Online parts information and ordering ability is available through their free OnCommand Parts Information tool. Navistar offers competitive discounts on their parts solutions.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #101520 to:

Elliott Auto Supply Co., Inc.	101520-FMP
Ford Motor Company	101520-FMC
General Motors ACDelco	101520-GNL
Navistar, Inc.	101520-NVS

The preceding recommendations were approved on December 2, 2020.

DocuSigned by:

*James Voelker*

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:

*Brandon Town*

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Brandon Town, CPSM, CPSD Procurement Analyst

DocuSigned by:

*Carol Jackson*

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Carol Jackson, Procurement Analyst

DocuSigned by:

*Michael Muñoz*

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Michael Muñoz, CPPB, Procurement Analyst

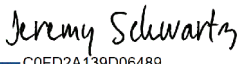
### STATEMENT OF COMPLIANCE

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 #101520 for OEM Automotive Parts and Supplies**.

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.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer