



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 092920
Entitled

Aboveground Fuel and Fluid Storage with Related Hardware, Software, and Services

The following advertisement was placed August 11, 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, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and August 12, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Aboveground Fuel and Fluid Storage with Related Hardware, Software, and Services 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 29, 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:

Accu-Flo Meter Services, LTD	KleerBlue
Acterra Group, Inc.	LES INDUSTRIES DESJARDINS, LTEE
All Peace Petroleum, A Division of Bar W Petroleum	MakLoc Buildings, Inc.
Balcrank Corporation	Metro Environmental Services, LLC
Banlaw	MI Petro Construction & Supply, Inc.
Capital Petroleum Service, Ltd	Modern Welding Company, Inc.
Cornerstone Petroleum Equipment, Ltd	Multiforce Systems Corporation
E.J. Ward, Inc.	OMNTEC Mfg., Inc.
Eagle Tanks, Inc.	Dover Fueling Solutions, Inc., / OPW Fuel Management Systems
EAPC Engineers and Architects, P.C.	Polystar, Inc.
EnergiSystems, LLC	Pumps and Pressure, Inc.

Fireball Equipment, LTD	Quality Assured Manufacturing
FuelCloud OPCO	Regina Construction Association
Fullidity, LLC	Southern Pump and Tank Company, LLC
Gilbarco, Inc.	Straightforward, LLC
GIR Fuel Management	Syn-Tech Systems, Inc.
Graco, Inc.	Titan Chemical Transfer Solutions, LLC
Husky Corporation	Trak Engineering, Inc.
ICS Great Western, LP	U-Fuel, Inc.
JF Acquisition, LLC	Western International, Inc. DBA Western Global
John M. Ellsworth Company	

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 29, 2020, at 4:31:10 pm CT. Proposals were received from the following:

Acterra Group, Inc.
 Balcrank Corporation
 E.J. Ward, Inc.
 Eagle Tanks, Inc.
 Fireball Equipment, LTD
 FuelCloud OPCO
 Gilbarco, Inc.
 Graco, Inc.
 JF Acquisition, LLC
 MakLoc Buildings Inc.
 Modern Welding Company, Inc.
 Multiforce Systems Corporation
 OMNTEC Mfg., Inc.
 Dover Fueling Solutions, Inc., / OPW Fuel Management Systems
 Polystar, Inc.
 Southern Pump and Tank Company, LLC
 Syn-Tech Systems, Inc.
 Titan Chemical Transfer Solutions, LLC
 Western International, Inc. DBA Western Global

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
 Carol Jackson, Procurement Analyst
 Michael Munoz, Procurement Analyst
 Nick Scholer, 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 equipment, products, and services offered in the proposal response of MakLoc Buildings 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.

E.J. Ward, Inc., has a strong sales and service network comprised of a regionally based internal sales team, geographically dispersed service operations centers, and independent distributors/contractors across the US and Canada. They provide fuel management solutions including terminal hardware, sensors, software and SAAS equipment and products, and installation services. E.J. Ward is offering a significant discount from MSRP pricing on equipment, products, and services..

Gilbarco, Inc., has a comprehensive offering of hardware and software to meet fuel dispensing, tank management, and fuel management needs, as well as turn-key project management. They have 193 authorized distributors and 5,000 certified installation service contractors to serve participating entities across the US and Canada. Gilbarco offers a range of competitive discounts from list pricing by product category.

Graco Inc., manufactures pumping, dispensing, and metering equipment for bulk lubricants, DEF, and grease products, with free available online product training courses. They have over 500 distributors across North America to assist with the needs of Sourcewell participating entities. Graco offers a range of solid discounts from list pricing by product family.

JF Acquisition, LLC, is a distributor of fuel management equipment, products, parts and accessories, and a turnkey service provider operating 33 branch offices, 4 distribution centers, and with a sales and service force of over 500 employees throughout the US. They offer new storage systems with a one-year parts and labor warranty included and have an e-Procurement website portal for participating entities. JF Acquisition pricing includes a significant discount from manufacturer list pricing with additional discounts available for volume or quantity purchases.

Multiforce Systems Corporation is the manufacturer, developer and distributor of a broad selection of fuel and fluid management products including fuel island, communications, and management hardware and software, with related installation and support services. Sales and service is available through an internal team, distribution and sales affiliates, and a designated installation and service partner. Multiforce offers competitive pricing with a discount off MSRP to Sourcewell participating entities.

Dover Fueling Solutions, Inc., / OPW Fuel Management offers a range of product brands, including Wayne Fueling Systems, OPW Fuel Management Systems, Clearview and OPW Retail Fueling, for a comprehensive fuel dispensing equipment and management systems solution. Their distribution network provides sales and service coverage throughout the United States and Canada. All OPW Fuel Management Systems, Wayne Fueling Systems, and OPW Retail Fueling equipment and products are being offered with a significant discount off the published price list.

Syn-Tech Systems, Inc., utilizes a large direct sales force and distributor network across the United States and Canada to offer scalable fuel management systems including fleet integration, telematics and data security. Syn-Tech provides a standard warranty with several extended warranty and maintenance plan options. They offer a considerable discount off MSRP pricing to Sourcewell participating entities.

Titan Chemical Transfer Solutions, LLC, offers The Blue1 product line including turn-key systems and equipment for DEF, petroleum and alternative energy solutions. Blue1 also provides turnkey installation services and environmental services such as underground tank removal, inspections and compliance assistance. With an extensive distributor network across the United States and Canada, they are well equipped to support Sourcewell

participating entities. Warranties cover all products and extended service contracts are available. Blue1 offers a significant discount off list price.

Western International, Inc., DBA Western Global, manufactures steel double-walled above-ground transportable and stationary fuel storage tanks and dispensing system solutions for handling of fuels, lubricants and other liquids. They cover the product warranty process for all equipment solutions provided irrespective of component manufacturer. Western Global offers a competitive pricing discount with additional volume discounts available.

Upon the above evaluation findings of the Proposal Evaluation Committee, the Sourcewell Chief Procurement Officer made the determination to award of Sourcewell Contract #092920 to:

Dover Fueling	092920-DVR
E.J. Ward, Inc.	092920-EJW
Gilbarco	092920-GVR
Graco	092920-GRC
JF Petroleum	092920-JFA
Multiforce	092920-MTF
Syn-Tech	092920-SYS
Titan Chemical	092920-TAN
Western Global	092920-WST

The preceding recommendations were approved on November 19, 2020.

DocuSigned by:

Greg Grunig

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Greg Grunig, Procurement Lead Analyst

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Carol Jackson

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Carol Jackson, Procurement Analyst

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Michael Munoz

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Michael Munoz, CPPB, Procurement Analyst

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Nick Scholer

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Nick Scholer, 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 #092920 for Aboveground Fuel and Fluid Storage with Related Hardware, Software, and Services.**

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

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer