



Enterprise Fleet Management

Fleet Management Services

#060618-EFM

Maturity Date: 07/24/2022

Products & Services

Products & Services

Sourcewell contract #060618-EFM gives access to the following types of goods and services:

- Fleet Management Services
- Open End Leases
- Maintenance Management Programs
- Managed Fuel Card Programs
- Commercial Vehicle Leasing
- Telematics
- Vehicle Performance Data Reporting
- Vehicle Tracking Technology
- Driver Safety Programs
- Vehicle Accident Management Solutions
- Fleet Planning Technology
- License, Title & Registration Services

Additional information can be found on the vendor-provided, nongovernment website at:
www.efleets.com/en/partnerships/sourcewell.html

Become a Member

Simply complete the online application or contact the Membership Team at membership@sourcewell-mn.gov or 877-585-9706.

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FORM 1 CONTRACT ACCEPTANCE AND AWARD



(This portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signature as part of the RFP response.)

Sourcewell Contract # 060618-EFM

Proposer's full legal name: Enterprise Fleet Management, Inc. *IL* 8-27-18

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be July 24, 2018 and will expire on July 24, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a full year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

Jeremy Schwartz
SOURCEWELL DIRECTOR OF COOPERATIVE CONTRACTS AND PROCUREMENT/CPO SIGNATURE

JEREMY SCHWARTZ
(NAME PRINTED OR TYPED)

Chad Connette
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

CHAD CONNETTE
(NAME PRINTED OR TYPED)

Awarded on 07/23/2018

Sourcewell Contract # 060618-EFM

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name: *Enterprise Fleet Management, Inc. IL* 8-27-18

Authorized Signatory's Title: *Assistant Vice President*

[Signature]
VENDOR AUTHORIZED SIGNATURE

[Signature]
(NAME PRINTED OR TYPED)

Executed on *Aug 14th* 2018

Sourcewell Contract # 060618-EFM



Enterprise Fleet Management
Fleet Management Services

#060618-EFM

Maternity Date: 07/24/2022

Business Development



Contact Information

Vendor Contact Information

To purchase off this contract or for questions regarding products and pricing, please contact:

Joseph Stergios, Business Development Manager

Phone: 314-274-4041

Email: joseph.stergios@efleets.com

Sourcewell Contact Information

For questions regarding contract documentation or the solicitation process, please contact:

Scott Carr

Phone: 218-895-4155

Email: scott.carr@sourcewell-mn.gov

Heidi Murray

Phone: 218-895-4119

Email: heidi.murray@sourcewell-mn.gov

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COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #060618
Entitled
FLEET MANAGEMENT SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on April 27, 2018, in Utah's *The Salt Lake Tribune* on April 26, 2018, in *USA Today* on April 26, 2018, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, and Biddingo:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #060618 FLEET MANAGEMENT SERVICES. Details of this RFP are available beginning April 26, 2018. Details may be obtained by letter of request to James Voelker, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until June 6, 2018 at 4:30 p.m. Central Time at the above address and opened June 7, 2018 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Acme Auto Leasing and stuff	Ledwell & Son
Acme Auto Leasing, LLC	LytX
Adamson Industries Corporation	Masters Transportation
Admiral Leasing	Meister Consultants Group
Advantage Golf Cars	Mercer Technologies
Agile Access	Merchants Fleet Management
AGTA Home Health Care	Mercury Associates, Inc.
Amerit Fleet Solutions	Mike Albert Fleet Solutions
Apptricity Corp	Morgan Olson LLC
ARI	Newsletter Contacts
AutoFlex	NPKCE
Bid Ocean, Inc.	OpenEdge Communications
Black & Veatch	Prime Vendor Inc.
BSM Technologies	Pro-Vision Video Systems

Car Toys	Quality Truck Care Center
Cenweld Truck Bodies and Equipment	Razor Tracking
CFA Software, Inc.	Rental Concepts, Inc.
Contemporary Motor Cars, Inc.	RMI
Corona Innovative Solutions	Safety-Kleen Systems, Inc.
D Mullis	Schmidts and Serafines Inc.
D&M Leasing	Shay Enterprise
Data Collectors	Simi Center
DoubleMap, Inc.	State of New Hampshire
Element Fleet	State of Washington
Enterprise Fleet Management	Stewart & Stevenson-Atlantic Division
eRepublic	Summit Bodyworks Specialty Vehicles
Federal Contracts Corporation	Telematics Solutions Online
Fleet Complete	Texstar Integrated Services
FleetSide Ford	The Driving Force Inc.
GNA	The Kercher Group, Inc.
GoFleet	Trackem
Green Climber NA	Tropos Technologies Inc.
Greenspot	VRCA
LB Technology	Xtreme Green Electric Vehicles Inc
LeasePlan USA	Zuidberg North America Inc.

Proposals were opened on June 7, 2018, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Acme Auto Leasing
AutoFlex AFV, Inc. DBA Clean Cities Leasing
Automotive Rentals, Inc. (ARI)
Commercial Vehicle Leasing, LP DBA D&M Leasing
Enterprise Fleet Management
Merchants Fleet Management

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, Sourcewell Procurement Manager
James Voelker, CPCM, CFCM, Sourcewell Procurement Lead Analyst
Michael Munoz, Sourcewell Procurement Analyst II
Heather Pickett, JD, Sourcewell Associate General Counsel

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

Two proposals were received in sealed packages from separate offices of Fleet Complete after the deadline for receipt of proposals. These responses were determined to be Level-One Non-Responsive and were returned. The package received on June 7, 2018 was returned, unopened, to Fleet Complete's office in North Las Vegas, NV. The second package received on June 11, 2018 was not marked as a proposal. This package was opened, but upon discovery that it

was an untimely proposal, all contents were returned to Fleet Complete's office in Atlanta, GA without duplication or consideration.

The Proposal Evaluation Committee used the established Sourcewell RFP evaluation criteria and determined that all other proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Automotive Rentals, Inc (ARI) offers multiple leasing and financing options for the acquisition of commercial vehicles. In addition, they can provide numerous fleet management, maintenance and telematics services in a convenient online site. ARI will serve Members across the United States and Canada through their regional offices and service centers. ARI offers Members of all sizes access to competitive pricing normally associated with large entities.

Commercial Vehicle Leasing, LP DBA D&M Leasing provides several options for the acquisition, leasing, telematics, management and maintenance of Member vehicle fleets. Their dedicated government sales and account management team is supported by over 200 employees providing coverage across the United States. D&M Leasing is also certified as a Historically Underutilized Business (HUB) and Minority Business Enterprise (MBE) by the State of Texas. Their pricing proposal is structured to bring value to Members of all sizes.

Enterprise Fleet Management makes available a wide array of vehicle acquisition and leasing methods, account management, vehicle maintenance and telematics services. Enterprise has earned the ASE Blue Seal of Excellence for 20 consecutive years. Through their 50 local offices and team of over 350 sales professionals Enterprise will provide service to Members across the United States. Their pricing model offers solid rates on their full lines of services.

Merchants Automotive Group offers a full selection of vehicle acquisition and leasing options, fleet management, maintenance, and telematics services. With their state of the art TotalView online telematics system Merchants can provide fleet managers with real-time, powerful tools. Merchants currently has over 350 employees located at 17 offices across the United States. Their pricing model provides competitive rates and discounts on their various acquisition and service options.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #060618 to:


Automotive Rentals, Inc (ARI)	#060618-ARI
Commercial Vehicle Leasing, LP DBA D&M Leasing	#060618-CVL
Enterprise Fleet Management	#060618-EFM
Merchants Automotive Group	#060618-MAG

The preceding recommendations were approved on July 23, 2018:

DocuSigned by:

7/25/2018 | 3:44 PM CDT
74344AB8E7344E7

Chris Robinson, JD, Sourcewell Procurement Manager

DocuSigned by:

7/25/2018 | 3:45 PM CDT
666275E2CB2F440

James Voelker, CPCM, CFCM, Sourcewell Procurement Lead Analyst

DocuSigned by:

7/26/2018 | 8:02 AM CDT
0B0204E40D3E445

Michael Munoz, Sourcewell Procurement Analyst II

DocuSigned by:

7/26/2018 | 8:10 AM CDT
0C84FECC1418491

Heather Pickett, JD, Sourcewell Associate General Counsel