

grace.wichert@nashville.gov
Grace Wichert

Submission Date	Mar 7, 2025 12:09 PM
What is your name?	Grace Wichert
What is your department?	General Services- Office of Fleet Management
What is your email address?	grace.wichert@nashville.gov
What is your phone number?	(615) 862-5084
In addition to your department, will other Metro departments be utilizing this cooperative?	Yes.
If other Metro departments will be utilizing this cooperative, list them here:	Metro-Wide
How much do you estimate spending on this cooperative contract?	\$5,000,000
What is the cooperative entity?	Cooperative - Sourcewell.
What is the lead agency?	Sourcewell
Who is the supplier?	Navistar, Inc.
Is the supplier registered in iSupplier?	No.
If yes, what is the supplier's ISN?	1014248
What is the contract number?	032824-NVS
When did the contract start?	Jul 2, 2024

What was the solicitation method for this contract?

RFP - Request for Proposal.

What is the good/service that this cooperative will be utilized to purchase?

Class 4-8 chassis and related equipment that may include, but is not limited to: refuse, concrete, dump, and street sweeping equipment.

Why is utilizing this cooperative contract more advantageous to Metro than issuing our own RFP/ITB?

The cooperative resulted from a competitive solicitation that received a total of 35 responses to provide Class 4-8 chassis and cabs and related equipment. We are seeking approval to utilize a total of five (5) contracts for similar equipment (4 of 5). Allowing the use of these contracts will provide Metro access to equipment that includes, but is not limited to, refuse, concrete, dump and street sweeping trucks. With current volatility in the manufacturing industry the ability to have access to multiple contracts will increase availability and options, while leveraging competitive pricing utilizing Sourcewell members spending power.

Upload the original contract from the lead agency.

International Truck Navistar 032824-NV... .pdf

106.13 KB

Navistar Contract 032824.pdf

3 MB

Does the contract contain any good/service relative to surveillance as described in MCL 13.08.080?

No.

This contract contains a cooperative purchase provision that allows use by other governmental agencies and/or use of this contract is authorized by state and local law.

Yes.

I accept the terms of this contract without exception.

Yes.

Upload the formal solicitation (RFP/ITB) from the lead agency.

Prop. Opening Record-Class 4-8 Chassis....pdf

195.52 KB

RFP and Addendums-Class 4-8 Chassis 0....pdf

348.28 KB

Board Resolutions.pdf

1.17 MB



Comment and Review-Class 4-8 Chassispdf
190.68 KB



Prop. Eval.-Class 4-8 Chassis 032824.pdf
311.05 KB



Proof of Publication-Class 4-8 Chassis 0... .pdf
4.72 MB

This solicitation was advertised, open, and unrestricted.

Yes.

I have confirmed with both my department finance manager and/or OMB budget analyst sufficient fund availability for this request.

Yes

I affirm that I am authorized by the appropriate individuals in my department, including my director or their designee, to submit this cooperative request.

Yes



Cooperative Request Review

This cooperative request for **class 4 - 8 chassis from International Trucks (formerly Navistar) via Sourcewell contract #032824-NVS** is recommended for approval.

The anticipated project value is **\$5,000,000.00**. The estimated savings to Metro via this cooperative is **\$15,071.00**.

The cooperative was requested by the **General Services**; use will be available to all Metro entities.

Council approval of the master agreement is required.

Legal Justification

T.C.A. § 12-3-1205 & MCL 4.12.093 authorize Metro to participate in cooperative purchasing agreements with other governmental entities outside Tennessee for the purchase of goods, supplies, services, and equipment.

For this request the cooperative purchasing agreement is held by Sourcewell; the lead agency is Sourcewell. Sourcewell is a public institution in Minnesota that meets the standards for governmental entity as defined in the referenced statute.

The contract resulted from a **competitive RFP with 26 offers**.

Regulatory Justification

R4.12.090.05 of the regulations to the procurement code limit participation in cooperative purchasing agreements to that of supplies and products that do not include services unless the purchasing agent determines that such a cooperative is in the best interest of Metro.

For this request the cooperative purchasing agreement is primarily for supplies and products. To the extent that services are included, they are related to the functionality and performance of these supplies and products. It is, therefore, in the best interest of Metro to utilize a cooperative that provides for both the supplies/products and their associated supportive services.

Value Justification

It is unlikely that Metro, as a single government entity, will obtain better value through a competitive solicitation. That is because the pricing in this cooperative purchase agreement leverages both the scale of Sourcewell membership and the competition of 26 offers.

Further, a competitive solicitation for this good/service would require an estimated 139 hours of staff time valued at approximately \$17,457.00. Utilization of this cooperative will require 19 hours of staff time valued at approximately \$2,386.00. **A total savings (discount + staff time) of \$15,071.00.**

Impact on Minority & Women Owned Businesses

This cooperative is primarily for goods, so the equal business opportunity program would likely not apply if Metro issued a competitive solicitation. There is, therefore, minimal impact on these firms.

Metro will also work with the vendor to maximize, to the extent practicable, participation of small & disadvantaged firms where subcontracting opportunities are available.

Prepared by Zak Kelley
03/07/2025



Cooperative Request Signature Form

Co-Op Request Number	c2025050
Date Received	March 7, 2025

To Whom It May Concern,

I have read the attached Cooperative Review and concur with the recommendation contained therein.

Should you have questions, please contact the reviewer or reach out to me directly.

Regards,

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

3/7/2025 | 3:42 PM CST
Date Signed



**Solicitation Number: RFP #032824****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Navistar, Inc., 2701 Navistar Drive, Lisle, IL 60532 (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 Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services 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.

EXPIRATION DATE AND EXTENSION. This Contract expires July 9, 2028, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. **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 other 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 or its authorized dealers, distributors, or resellers, as applicable. 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, performance issues, 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 Contract 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, 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. *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 liability-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. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability*. During the term of this Contract, Supplier will maintain coverage for all claims the Supplier may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Supplier's professional services required under this Contract.

Minimum Limits:

\$2,000,000 per claim or event

\$2,000,000 – annual aggregate

6. *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 Sourcwell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcwell 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 Sourcwell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcwell 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 cannot 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 a 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.

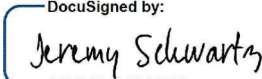
T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

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

Navistar, Inc.

DocuSigned by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 7/2/2024 | 7:39 PM CDT

DocuSigned by:

28B83357778A47E...
By: _____
Bob Mann
Title: Vice President Government Sales &
Diamond Logic Builder

Date: 7/2/2024 | 3:29 PM CDT

RFP 032824 - Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

Vendor Details

Company Name: Navistar, Inc
Does your company conduct business under any other name? If yes, please state: International Truck
Address: 2701 Navistar Drive
Lisle, Illinois 60532
Contact: Bob Mann
Email: bob.l.mann@navistar.com
Phone: 815-631-3220
Fax: 815-631-3220
HST#: 36-1264810

Submission Details

Created On: Monday February 12, 2024 13:54:42
Submitted On: Thursday March 28, 2024 11:14:55
Submitted By: Bob Mann
Email: bob.l.mann@navistar.com
Transaction #: b3c99d77-58f2-4430-b6e2-c664992159b5
Submitter's IP Address: 165.225.60.120

Specifications**Table 1: Proposer Identify & 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")	Navistar, Inc.	*
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	International Trucks International Used Truck	*
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	International Truck International Used Truck	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE 526V0 UEI MV36U3JR39Y8	*
5	Proposer Physical Address:	2701 Navistar Drive Lisle, IL 60532	*
6	Proposer website address (or addresses):	www.navistar.com www.internationaltrucks.com (dealer locator) www.internationaltrucks.com/sourcewell (Sourcewell content and links for new and used vehicles) www.internationalusedtrucks.com	*
7	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):	Bob Mann Vice President Government Sales & Diamond Logic Builder Navistar, Inc. 2701 Navistar Drive Lisle, IL 60532 bob.l.mann@navistar.com 815-631-3220 Cell 331-332-2070 Voice Mail	*
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Bob Mann Vice President Government Sales & Diamond Logic Builder Navistar, Inc. 2701 Navistar Drive Lisle, IL 60532 bob.l.mann@navistar.com 815-631-3220 Cell 331-332-2070 Voice Mail	*
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Chad Conley Vice President Vocational Sales 2701 Navistar Drive Lisle, IL 60532 630-465-4088 Cell 331-332-2494 Voice Mail	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *
10	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>Navistar, Inc., headquartered in Lisle, Illinois, is a company that reimagines how to create cohesive relationships, build high-performing teams, and find innovative solutions.</p> <p>1. History of Innovation: Navistar's legacy dates back to the 1830's when Cyrus McCormick invented the reaper, the first mechanical harvesting machine. Over nearly two centuries, Navistar has consistently contributed to North America's growth, spanning Agriculture, Construction, Trucks and Buses. Navistar established a large dealer network for products with company field people and captive financing for our customers.</p> <p>2. Core Business and Industry Longevity: Today Navistar's core business revolves around the truck and parts markets in the U.S. and Canada. It primarily participates in the Class 6 through 8 vehicle markets. More than a million International trucks and I.C.Buses are currently on the roads in the U.S. and Canada. In fact, one in five Class 6 through 8 trucks is an International—a testament to Navistar's enduring presence in the industry. Additionally, 40% of buses on the road bear the IC Bus brand, further solidifying Navistar's impact in the transportation sector.</p> <p>3. Business Philosophy and Core Values: Vision: Navistar's guiding star is to accelerate the impact of sustainable mobility. This vision informs all their decisions, emphasizing a commitment to creating a better world for future generations. This vision is common within Traton and the Volkswagen companies throughout the world. Ownership Solutions: Collaborating with a dedicated dealer network, Navistar offers comprehensive ownership solutions. Fleet owners can thrive in the competitive landscape of transport and logistics. Service and Support: Navistar provides exemplary service at every level, with an extensive award winning parts distribution network and turnkey solutions for customers. Sustainability: Navistar actively works toward zero-emissions solutions and clean manufacturing practices, aiming to unlock new business models in digitalization and autonomous technologies. Navistar currently has autonomous vehicles in testing around our plant and engineering facilities in San Antonio, Texas.</p> <p>4. Products and Solutions: Trucks & Buses: Navistar designs, manufactures, and distributes Class 4 through 8 International trucks and IC Bus branded buses. Their future value proposition extends beyond products to comprehensive solutions. Parts: Navistar's award winning Parts Team supports its products with Fleetrite, ReNEWed, and Diamond Advantage parts brands, offering a wide selection of truck, trailer, and powertrain service parts. Financial Services: Navistar provides retail, wholesale, and lease financing for products sold within the U.S., Canada, and Mexico. In summary, Navistar's rich history, commitment to sustainability, and industry longevity position it as a driving force in the world of transportation and mobility.</p>
11	What are your company's expectations in the event of an award?	Navistar will build upon the lessons we have learned with previous awards to grow our footprint within Sourcewell by offering more products and use more tools to reach out and serve the Sourcewell members. Most importantly our dealer channel values the Sourcewell contract, as every dealer can use it to serve the government and non-profit agencies in their market.
12	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>Prior to Navistar being acquired by TRATON on July 1, 2021, Navistar was rated non-investment grade by Fitch, Moody's and S&P. Upon the acquisition of Navistar by TRATON, the rating agencies upgraded the Navistar credit rating to investment grade, consistent with TRATON's credit rating. In conjunction with the acquisition, TRATON repaid all of Navistar's 3rd party debt. Additionally, Navistar was no longer an SEC registrant and was thus not required to submit quarterly or annual SEC filings of its financial statements. Currently Navistar has no 3rd party debt nor a credit rating. The only 3rd party debt is incurred by our financial services entities as Navistar has no 3rd party debt incurred by Corporate or any of its Sales & Services subsidiaries. As part of the acquisition by TRATON, Navistar became subject to IFRS and no longer to US GAAP. Navistar no longer publishes financial statements, but a summary of limited financial information and an explanation of our business can be found on TRATON's website and in its quarterly/annual financial reporting.</p> <p>Traton Annual https://annualreport.traton.com/2023/en/index.html</p>
13	What is your US market share for the solutions that you are proposing?	36% for Government
14	What is your Canadian market share for the solutions that you are proposing?	37% for Government
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No we have not.
16	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. 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? 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>B. Navistar is a Truck and Bus Manufacturer, that sells products to Sourcewell Members though the largest dealer network in North America.</p> <p>International Dealers are independently owned and operated. Their ability to sell and represent the International branded products, is tied to a Sales and Service Agreement (Contract) that Navistar holds with the Dealer. That contract requires the dealer to perform to the standards in the agreement. The sales professionals from our local dealership is who will be working with the Sourcewell member. Backing up the dealer sales representatives and company representatives that are assigned to the government side of the business. We are including a deck with an update on our dealer network</p>
17	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.	Each dealer and Used Truck Center is required to meet the state and local licensing requirements to do business in their area of operation. In addition, Navistar has conducted more than 30 in person Sourcewell Training sessions annually, for dealers, during the current contract. We believe that training and education is the best way to grow Sourcewell. We will be rolling out a Sourcewell Certified Program for Sales Reps. They become Certified by attending in person training and selling a unit using the program.
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	We do not have any suspension or debarment issues.

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
19	Describe any relevant industry awards or recognition that your company has received in the past five years	<p>Navistar Parts was rated #1 in heavy equipment sector in the July 2023 Benchmarking Survey.</p> <p>Navistar is the top company for women working in for the transportation sector in 2022.</p> <p>Navistar Parts Distribution Centers ranked at the top of the industry 5 years in a row (May 2022)</p> <p>ISO 14001 Compliant.</p> <p>ISO 9001 Compliant</p> <p>Attached is our latest Sustainability Report from 2022. There are 4 key parts of our path to zero emissions and being a great company to support our customers, dealers, employees and shareholders:</p> <p>Sustainable Impact - The transportation is a substantial contributor to the total emissions on our planet. We accept responsibility and are driving change to advance sustainable solutions.</p> <p>Profitable Performance - We have to be a healthy well rounded entity with our dealers so we can offer the best products and experiences for our customers.</p> <p>Foundation for the Future - We are investing in many technologies, digitalization, zero emissions and autonomous solutions. We are creating new business models where it makes sense for our customers. We will leverage our technologies with our Traton partners across the globe.</p> <p>Culture and Leadership - We will be known for having a strong culture at Navistar, which guides every decision every day. Each employee is trusted and empowered to make the right choices every day.</p>	*
20	What percentage of your sales are to the governmental sector in the past three years	Government business makes up 35% of the Work Truck Business Unit and 7% of all vehicles Navistar produces annually.	*
21	What percentage of your sales are to the education sector in the past three years	The Education Sector is 98% of the IC Branded Bus Business and 15% of the total truck and bus business. IC Bus is the number 1 School Bus Brand in North America with 40% market share of the Education Sector.	*
22	<p>List any state, provincial, or cooperative purchasing contracts that you hold.</p> <p>What is the annual sales volume for each of these contracts over the past three years?</p>	<p>Since 2020, the truck and bus industry has experience constrained production with supplier and component shortages.</p> <p>Sourcewell Trucks and Buses 510 125</p> <p>Onondaga County (NY)</p> <p>International Dealers hold the following larger contracts</p> <p>Greater Boston Police Council 29 110</p> <p>Florida Sheriff's Council</p> <p>North Carolina Sheriff's Council 22 83</p> <p>Buy Board (Texas)</p> <p>Houston Galveston Area Council 21</p> <p>Cooperative Education Services NM 55</p> <p>Education Services Commission of NJ 125</p>	*
23	<p>List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold.</p> <p>What is the annual sales volume for each of these contracts over the past three years?</p>	<p>Navistar currently has a contract for class 8 trucks with GSA 220 is the current average</p> <p>Our dealer in Washington/Maryland holds the GSA bus contract that has current average of 60 units</p>	*

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Iowa Department of Transportation	Lody McNotlen	515-239-1173	*
City of Kingston, Ontario	Gord Warner	613-546-4291 ext 2216	*
City of Tulsa, Oklahoma	Brian Erickson	918-591-4068	*
Hagerstown Community College, Maryland	Jack Drooger	240-500-2453	
Grundy County Highway Department, Tennessee	Johnny Fulls	931-273-0664	

Table 5: Top Five Government or Education Customers

Line Item 25. 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 *	
US Government all agencies	Government	District of Columbia - DC	All models offered	1645	\$188,153,000	*
Sourcewell	Government	Minnesota - MN	All Models of Trucks and Tractors, most are vocational dump/plow	1115	\$136,700,000	*
New York State Contracts	Government	New York - NY	Snow Plow Trucks and Plow Patrol Vehicles	1065	\$155,397,037	*
California State Agencies	Government	California - CA	Fire and Emergency, Plow Trucks, Refuse Trucks	345	\$38,985,000	*
Commonwealth of Virginia	Government	Virginia - VA	Plow Trucks and Dump Trucks	197	\$23,640,000	*

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 *
26	Sales force.	International has 1109 sales reps in our dealer channel. They are backed by 100+ Company Sales Reps and 8 dedicated Government Sales Reps.
27	Dealer network or other distribution methods.	International has an unmatched dealer network across the US and Canada. 696 International Locations 383 International Authorized Love's and Speedco locations 1050 total, largest in the industry A copy of presentation on the dealer network is attached In addition, there are 14 Navistar Owned Used Truck Centers
28	Service force.	With 1050 service locations in North America, there are 8500+ technicians and 6300+ service bays. In addition, Navistar has an Uptime Command Center that was established in 2017. With 47 dedicated employees and the use of the I-360 Repair Management System and On Command Connection, this team is focused on keeping units on the road. Units enrolled in this process show that 80% are addressed in 48 hours and 100% within 48 hours. The enhanced communication benefits all users, not just the customers using I-360. With the average vocational/government truck being in service for 15 years. Service is important. In addition our award winning parts organization has invested in new Parts Distribution Centers and getting the part shipped and to the customer as quickly as possible.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	The International dealer will verify the requesting entity is a Sourcewell Member. If the requesting entity is not a Sourcewell member, the dealer will assist them in becoming a member. Once the member has determined their needs and specifications for the truck, the Dealer will price the truck including "Sourced" or "Turnkey" equipment if desired. The dealer sales rep will use the appropriate Sourcewell Excel Workbook, which was developed for this contract. It assures the truck is properly priced with appropriate discounts and does not exceed the ceiling pricing of the contract. It also provides an easy-to-read summary page for the member, showing the member they got the appropriate discounts. For the US, we have put the selling process into a sales program, making it quick and easy for the dealer to complete proposal with proper pricing. For Canada, we use the workbook and US pricing but have to apply an exchange rate that the Canadian office administers. It has an extra step, but getting the correct exchange rate is very important with the total cost of the unit. If financing is needed, we get Jake Ost from NCL Government Capital engaged. In the pricing section of our response, there is additional commentary on the supply and availability of class 4-8 trucks. We do not see that improving dramatically between now and 2027. The vocational truck order board for Navistar is full for 2024. Once the order is placed for the chassis, "Sourced" or "Turn-key" PO's need to be placed by the dealer. Selling Electric Vehicles (EV's) starts with the needed infrastructure to operate one. There is a lot of additional work up front to get charging stations in place. That may include utility construct and consulting work before a truck is ever spec'ed out. A list of dealers who are ready to sell EV's and have invested to do so is in attached list. Navistar has a dedicated team of EV professionals ready to help. Navistar entered into an agreement with Quanta Services of Houston, TX. They are the largest utility contractor in North America and specialize in utility construction and EV infrastructure. If needed, you International dealer can bring in additional resources. Navistar has also invested in grant/funding professionals that are available through your international dealer. Training is what makes the Sourcewell Program run smoother for the Sourcewell Members and our dealers. We have added Used Trucks as an option, for this RFP. Used truck will have same tools customized for their use.
30	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.	Customer Service is provided by our dealer network, who handles all direct relationships with our end customers. Navistar has implemented a system called Diamond Edge with the dealers to measure performance and key operations that impacts the dealerships overall performance score. Diamond Edge includes the following components and metrics to measure success: 1. Diamond Edge Certification, which allows customer to experience faster service immediate parts availability, and a higher level of service expertise. 2. Technician education and certification. 3. Vehicle write up in 15 minutes. 4. Vehicle diagnosed and communicated back to the customer in 2 hours. 5. Predictive parts stocking logic to ensure parts are on the shelf for unplanned service events. 6. Velocity metrics to ensure for repairs to be completed within 24/48 hours of arrival at the dealership. Dealers are rewarded for their performance with Prestige Standards which measures customer satisfaction and their dealer experience.
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	International Trucks are available at dealerships throughout the US including Alaska and Hawaii. International Used Trucks are available through our unmatched dealer network in the lower 48 of the US and our 14 company owned Used Truck Centers in the US.
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	International Trucks are available at dealerships throughout Canada. We have 2 dedicated Government Sales Reps in Canada and are active with CANOE. Our dealers continue to grow the Sourcewell Business in Canada.
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Navistar will not be including Puerto Rico, the Pacific US Territories or the US Virgin Islands. We tried this with earlier contracts and had no interest. If an interest should arise, we will submit P and P to add.
34	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?	Navistar will serve all Sourcewell Members. Using Sourcewell membership list, GovWin and our enhanced Government data base we are continually updating opportunities for our dealers. We work with our IC Bus team on these opportunities and encourage dealers to engage with the education and non-profit agencies as well.
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Navistar has dealer locations in Alaska and Hawaii. The dealer serving Alaska has locations in Arizona, California and Washington. The dealer serving Hawaii has locations in Southern California. Both understand what it takes to serve these remote parts of the US.

Table 7: Marketing Plan

Line Item	Question	Response *
36	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>Strategies and actions related to Sourcewell marketing efforts:</p> <ol style="list-style-type: none"> 1. Communicating Contract Awards: International aims to spread the word about contract awards through various channels. These include corporate press releases, social media platforms (such as X, Facebook, Instagram, and LinkedIn), and targeted email announcements to Diamond Partner Members. 2. International leverages its dealer network by incorporating contract details into monthly customer mailings and digital communications. 3. Visibility at Trade Shows and Events: To enhance visibility, International places Sourcewell stickers and banners on relevant assets. These assets are showcased at corporately sponsored trade shows, industry events, and regional trade shows managed by the dealer network. Local Event Participation: 4. International actively supports and participates in local events organized by Sourcewell. This engagement fosters stronger connections with members and the community. Empowering Distribution Channels: 5. International encourages its distribution channels to attend local Sourcewell events. Co-op funds are allocated to maximize efforts and ensure high-quality engagement. 6. Quarterly Communication with Dealers: International maintains regular communication with its dealer network. This includes sharing area member opportunities using both the Sourcewell member list and internal CRM tools. The goal is to efficiently connect with dealers and provide beneficial information. 7. Centralized Information Access: Sourcewell collateral, award details, and NCL materials are published on International's Sales and Marketing Resource Center (SMRC) website. This resource allows sales representatives quick access to up-to-date materials. Speaking Privileges for Sourcewell Representatives: 8. International grants speaking privileges to Sourcewell representatives during dealer and regional events along with NCL Government Capital. This direct access facilitates communication with the distribution network. 9. Leveraging Field Staff: The company's parts and service field staff actively promote Sourcewell contracts, reinforcing the partnership. Furthermore, International employs software tools like Customer Relationship Management (CRM) systems and external databases to strategically guide its distribution network's sales efforts. These tools help identify Sourcewell members, allowing focused attention on their needs. 10. The Sourcewell-focused website, International Trucks Sourcewell, serves as a hub for relevant information. Traffic to this site is driven through paid search campaigns and social media posts, adhering to CAN-SPAM regulations for outbound and direct mail campaigns. <p>In summary, Sourcewell's support and collaboration play a crucial role in International's marketing efforts, ensuring effective communication and successful contract utilization. With new Equalevel capabilities being added to the Sourcewell Sites, we look forward to more promotion, marketing and sales.</p> <p>Our Dealer Sourcewell Marketing Presentation is in the attachments.</p>
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Navistar uses our in-house Diamond Analytics to help with Sourcewell Marketing. Each dealer can go into system and access their Sourcewell member information. We also tie Gov-Win to Diamond Analytics to give dealers access to any public info about their customers and funding for future purchases. Dealers have dedicated Marketing managers to help promote Sourcewell within their Assigned Areas.
38	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>We need Sourcewell to keep investing in technology.</p> <p>We need Sourcewell to continue participating in and hosting local events to get members and dealers engaged.</p> <p>We enjoy working with our Sourcewell Team: Andy Campbell and Rachael Delaney. We don't have a relationship like that with any other contracts we work with. Whether it's passing along a lead for a purchase or asking us to follow up on a members request, we work together as a team.</p> <p>We also work closely with NCL Government Capital, another Sourcewell Awarded Supplier. Jake Ost, from NCL joins all our Sourcewell meetings and calls and is a great resource for our dealer network.</p>
39	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>International Truck does not have e-procurement process. Members will need to work directly with their selling dealer to better understand how our process works at the dealer level. Our dealers are sophisticated in serving customers including doing business electronically, to meet the members needs</p>

Table 8: Value-Added Attributes

Line Item	Question	Response *
40	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.	<p>Every new International Truck sold to Sourcewell Membership comes with the International Silver Package. The Silver Package provides member with 2 years of online parts and service information.</p> <p>This is a \$1500 value at no charge.</p> <p>Provides online access to all parts and service catalogs</p> <p>Recall and Warranty info by VIN, including history.</p> <p>It is a time saver with search features.</p> <p>We encourage the dealer sales rep to review this program when activated.</p> <p>Service Training is not standard or included with the product.</p> <p>Service Training is available on-line and in person.</p> <p>In Person training is generally fee based. Diamond Logic Builder would be an exception to that as we do not charge for that.</p> <p>Many of our dealers will offer customer training at their facilities, if training is important, please discuss with Dealer Sales Rep.</p> <p>On-Line Training is usually free and has become a very popular with our dealers and customers as there is no lost time and expense for travel.</p> <p>Component Suppliers we use charge for in-person training as well.</p> <p>All Parts brought through Navistar carry a 12-month warranty on the part. If that part is purchased and installed by an authorized Navistar Service Provider, the labor would be included.</p> <p>All equipment installed at our Factory Mod Center (TSC) also comes with a 12-month warranty.</p> <p>International 360 provides a revolutionary service communications and fleet tools that put all service information together in one site. Here is the link for International 360. http://www.internationaltrucks.com/360</p> <p>Dealers will offer maintenance contracts if needed.</p>

41	Describe any technological advances that your proposed products or services offer.	<p>International has launched new S-13 Engine and T-14 Automated Manual Transmission. Manufactured at our recently expanded plant in Huntsville, Alabama.</p> <p>Born from a global collaboration of industry powerhouses (Scania, MAN, International and VW Truck and Bus), the S13 is meticulously engineered to set a new standard.</p> <p>It can operate at low RPMs with high torque which equates to less fuel consumed while still delivering up to 515 horsepower and 1,850 lb-ft of torque.</p> <p>The S13 Engine brings undisputed economy through combustion efficiency, the reduction of friction and pumping losses, and through use of new integrated software and controls.</p> <p>It offers a smooth and quiet operation with superior capabilities. In fact, full torque is available at only 900 rpm and the wide gear ratio means optimal efficiency on flatlands with the performance drivers crave on hilly terrain. It can achieve up to a 15% gain in fuel economy over the popular first generation International® A262.</p> <p>The T14 Transmission is designed from the ground up to be a fully automated manual transmission.</p> <p>It allows for fast shifts and removing three synchronizer rings, resulting in wide gears for extra strength and a shorter, more compact design.</p> <p>The T14 uses an integrated oil to water coolant system to optimize temperature regulation in both hot and cold environments.</p> <p>It has an electronically controlled clutch actuator that works in sync with the engine to deliver faster, smoother shift performance.</p> <p>It has 14 forward speeds with industry leading gear splits and 7 gears for reverse, all operating automatically allowing the driver to focus on the driving.</p> <p>The T14 Transmission is able to achieve an unlimited Gross Combination Weight Rating (GCWR).</p> <p>These features make both the S13 and T14 excellent investments for those in the trucking industry.</p> <p>Safety is extremely important to us at Navistar and the customers we serve.</p> <p>International is the only OEM that currently meets the SAE J2422 Cab Crush Guidelines on class 6-8 products.</p> <p>To protect the driver and others on the road, Electronic Stability Control and Collision Mitigation continue to grow in our product offering. These features are not just for on highway trucks, they are becoming popular with vocational trucks as well.</p> <p>Roll Overs are a source of serious injuries and fatalities in commercial trucks. International has offered and sold Roll-Tek Seats for many years, including Snowplow application, protecting the driver in the event of a rollover. When the sensors detect a roll over, the seat secures itself to the lowest possible height and an air bag system deploys from the side of the seat to protect the driver.</p> <p>Rather than traditional point to point wiring to control features on the truck, Diamond Logic Uses a powerful body controller and Remote power modules to program switches, read signals on the chassis and automate task. Below are some of the more popular options:</p> <ul style="list-style-type: none"> When Park Brake is pulled, transmission is shifted to neutral If seat belt is not engaged for the driver the unit will not go in gear If a bed or equipment is in the up position, speed can be limited alarming driver that the equipment is not stowed If outriggers are not deployed a boom or crane will not move If crane or hoist are not stowed, the truck will not go into gear If liftgate is not stowed the truck will not go into gear DOT lamp check allows driver to cycle all lights on the vehicle without having a helper in the cab to activate When PTO is operated through Diamond Logic, we prevent the PTO from being damaged Air features can also be controlled by this system with similar interlocks. For tractors, we offer air bag logic for easy hook up and disconnect Work Lights off when unit is in drive Headlights on with wipers Cruise disabled with wipers Radio muted in reverse Radio muted with turn signal Camera activated with turn signal Switches can easily be moved electronically <p>International offers the Cummins B-6.7 and L-9 with Front Engine PTO capability along with the X-15 Stainless Oil Pans (B-6.7, L-9, S-13)</p> <p>Galvanized Frame Rail Options</p> <p>Remote Power Modules in the Cab</p> <p>Transmission Control Module in the cab, versus outside mounted to the transmission:</p> <p>Stainless Bolts for Allison Transmission Pan</p> <p>Stainless Cooler Lines</p> <p>Stainless Brake Parts</p> <p>Strongest 1/2" single Frame Rail in the industry 3.35 Million RBM of HV and 3.5 Million RBM on the HX</p> <p>Galvaneal (Galvanized) Treated Cab on eMV, MV, HV, HX, RH, LT</p> <p>Line - X Floor lining option on HV and HX models</p> <p>International Trucks is the only OEM that currently meets the SAE J2422 Cab Crush Guidelines on class 6-8 products.</p> <p>Below are links to specific products that can be very helpful;</p> <p>Engines that Power International Trucks:</p> <p>https://www.internationaltrucks.com/engines</p> <p>Model Specific Links:</p> <p>https://www.internationaltrucks.com/cv-series</p> <p>https://www.internationaltrucks.com/mv-series</p> <p>https://www.internationaltrucks.com/hv-series</p>
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42	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.	<p>From the 2022 Navistar Sustainability Report.</p> <p>Fuel Efficiency Package with S13 Engine and LT Tractors Working with TRATON group to bring advanced powertrains to market including electric truck and electric school bus Being awarded the Department of Energy "Better Plants Program" for reducing a 25% reduction in energy consumption by 4% annually at all facilities, which has required some large investments in both interior and exterior lighting at our facilities. Reducing both hazardous and non-hazardous waste is another key area for our manufacturing operations. Today more than 56% of waste is recyclable. Navistar is one of 4 teams leading the Department of Energy Super Truck initiative. 90% of our vehicles content is recyclable. In the Parts Distribution Centers have reduced packaging materials by using returnable containers to ship parts. A dedicated delivery system from the Parts Distribution Centers utilizes prescribed routes to reach multiple dealerships eliminating double handling of parts as well as achieving earlier deliveries. Energy Consumption, Green House Gas Emissions, Incident Frequency Rate, Water Withdrawal, Hazardous Waste generation and Non-Hazardous Generation are tracked and charted in document.</p> <p>https://news.navistar.com/2022-07-29-Navistar-Positioned-for-a-More-Sustainable-Future-in-Annual-Sustainability-Report</p>
43	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.	<p>Navistar's mission statement is to "accelerate the impact of sustainable mobility". Most of our plants are ISO 14001 certified as well as ISO 9001 certified. Our New Plant in San Antonio, Texas should receive ISO 14001 in 2024. Navistar has many green initiatives including the following path to zero emissions: We strive to achieve 50% new battery electric vehicle sales by 2030 and 100% by 2040 in the US and Canadian markets. Navistar's decarbonization effort is to move away from product fossil fuels. Beginning in 2021 Navistar's work through 2022 and into 2023 is leading to the development of targets to be submitted to the SBTi. this target will encompass scope 1 and scope 2 emissions and a target for scope 3 emissions from the use of products energy usage electrical energy usage. Electric driven products continue to be the focus of our products, which increased by 32% and 2022. On the energy purchased side of the equation, energy used by our facilities increased less than 2% in 2021 evidence of the energy efficiency gains and reduction of wasted energy in our operations circular business. Circularity not only saves raw resources from being used in the production process but uses less energy causes less emissions increase less waste than a new product. Navistar is early in its journey towards circular business model but is committed to moving in that direction. Remanufacturing, and the energy and emission impacts of remanufactured vehicle parts can be on average as low as 35% when compared to that of a new part and the waste impacts can be less than 10% compared with a new vehicle part. According to the 2018 United Nations environmental program report as a result remanufacturing can have significant impact Navistar sells and distributes remanufactured parts under the renewed and fleetrite brands with approximately 3000 different parts regularly remanufactured. In 2022, 64% of all waste generated was recycled compared to 67% in 2021 which represents A slight decrease likely related to the impacts of COVID-19 pandemic affecting waste segregation and recycling. Navistar has programs to that require re-useable racks for most of the material brought into our plants as well as recycling cardboard, pallets and other packaging material. We aim to shape our circular economy continuously improve towards our goal of 75% recycling rate and create less resource intense company. Conserving water resources. In 2022 Navistar used .51 million cubic meters of water in our operations a 9.1 increase from .47 million cubic meters of water in 2021. We did build substantially more vehicles in 2022. Our overall water usage has been trending lower during the years prior to the start of the pandemic but increased slightly compared to 2021 however the total water used per vehicle decreased due to improved efficiency at higher production levels. Environmental compliance remains a baseline value for us our manufacturing facilities are certified by outside auditors to comply with ISO 14,001. As mentioned above, our new Plant in San Antonio Texas is working on completing their ISO 14,001 certification this year. The 2023 sustainability reporting was not completed to include in this RFP. https://news.navistar.com/2022-07-29-Navistar-Positioned-for-a-More-Sustainable-Future-in-Annual-Sustainability-Report</p>
44	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.	<p>"Navistar and IC BUS remain committed to diversity both internally and externally within our workforce and supply base. We have a supplier diversity program that has been in place for more than 40 years to bring awareness and emphasis to our business practices. We continue to grow our commitment and strategic relationships from our diversity and advocacy business partners and embrace diversity as a way of business. Our supplier diversity program is designed to develop and strengthen strategic supplier relationships with companies owned and operated by minorities, women, veterans, and small businesses. We will continue to work closely with them to explore innovative ways to increase financial viability, satisfy the rigorous quality and production requirements and continue to drive value-add solutions delivering above the desired service levels. As a result of our efforts to sustain a robust and diverse supplier base, Navistar finished 2023 with the following diverse spend results:</p> <ul style="list-style-type: none"> - \$288.3M with Minority Business Enterprises (MBE) and Women Business Enterprises (WBE) - \$630.6M with Small Business Enterprises (SBE) - \$89.4M with Small Disadvantaged Business Enterprises (SDB) - \$33.3M with Veteran Business Enterprises (VBE) - \$15.8M with Historically Underutilized Business Zones (HUB Zones)"
45	What unique attributes does your company, your products, or your services offer to Sourcwell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcwell participating entities?	<p>International has a strong presence in the North American Government Sector, with the largest dealer network to sell and service the products used in the communities they serve. They have a strong market share in the Government Sector and knowledgeable sales professionals at the dealerships to serve the members.</p> <p>International has the ability to provide turn-key solutions and has a proven track record of growth with Sourcwell. They have an award-winning parts distribution system as members keep units in service far longer than commercial applications do.</p> <p>Their product offering is completely updated with specific vocationally focused products to serve the Government Sector. They offer a free online parts and service program and have both Cummins and International Engines.</p> <p>International also has joint marketing and Sourcwell promotion through NCL Municipal Financing and a parts program tailored to Sourcwell. These features make International a strong player in the trucking industry.</p>

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 *
46	Do your warranties cover all products, parts, and labor?	<p>International's base warranty covers all products on the chassis as it left our factory with parts and labor. Maintenance items or misuse of a product would not be covered. Navistar would not be provide warranty on equipment installed after it has left the factory. Items like a dump body or a snow plow, would get warranty provided by the company that made the components and the facility that installed them. The International dealer can review the base and optional vehicle coverage as well as the warranty for items installed for turn key operation.</p> <p>Attached link takes you to our Warranty Landing Page "https://www.internationaltrucks.com/support/warranties"</p> <p>All base warranty documents are attached to the RFP.</p>
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	<p>International warranty documents (attached) will clarify:</p> <ol style="list-style-type: none"> 1. The warranty coverage document also covers restrictions of coverage, competitive with the rest of the industry, including restrictions and limitations. 2. External influence, damage, modifications, etc. 3. Failure due to improper use, overloading, misapplication or abuse can be denied. 4. Failure due to not performing proper maintenance, storage, deterioration, etc. 5. Supplier Direct warranty requirements i.e. Cummins/Allison/Dana/Meritor etc.
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Navistar covers warranties performed at the dealer shop and authorized locations. The one exception would involve towing coverage. If towing coverage is on the vehicle, and it has a disabling failure, it may be more cost effective for the dealer to send a tech to repair on site versus a tow.
49	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?	<p>Since International Trucks are on highway vehicles, our warranty repairs are performed at the dealership or authorized service provider. Navistar prefers that Sourcewell members use International Dealers for non-warranty repairs as well. Dealers that serve remote areas have the ability to get techs and needed parts out to service those products, however the travel and labor expense getting to and from these products is not covered under warranty. If the Sourcewell member is in a remote area, please discuss the options with the selling International Dealer.</p>
50	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?	<p>Navistar does cover many supplier-based components through the standard warranty period. However, there are suppliers such as Cummins and Allison that require their concerns t. address issues, and may require the work on the vehicle to be performed at their distributor or local facility. With the largest dealer network in North America, most dealers are set up to do extensive Cummins work and Allison maintenance work. Question on this issue can be addressed by the selling dealer.</p> <p>Supplier direct warranties may be available from the supplier subsequent to the base chassis warranty. equipment installed to the dealer, truck equipment manufacture, or aftermarket modifications center are not covered by the International warranty. These items will be warranted by manufacture that produced or installed the components or performed the work.</p>
51	What are your proposed exchange and return programs and policies?	Our vehicles will be delivered as ordered and warranted free of defects and workmanship. If the vehicle is not performing to the level expected we will engage the appropriate Field Service Manager to expedite a repair plan our expectation is to not only resolve your concern fully but to do it in a timely fashion.
52	Describe any service contract options for the items included in your proposal.	<p>International offers a wide variety of service contracts and warranties that can be added to the spec of the truck when purchased or after the unit is built but not delivered. Units that are in service may also be eligible for extended warranties, but there are time limitations in place.</p> <p>Here are the categories and maximum time in months for the service contracts available on all models:</p> <p>Bumper to Bumper plans: Up to 60 months. Extending the basic vehicle coverage: Up to 84 months. Vocational cab warranties: Up to 120 months. Vocational Frame warranties: Up to 120 months. Cooling, Electrical, HVAC Axles, Starting System: Individually available up to 60 months. Combo Plan for Engine and Aftertreatment (International Engine): Up to 84 months. Comprehensive Engine Plans (International Engine): Up to 84 months. Major Engine Component Engine coverage (International Engine): Up to 84 months. Def Tank Companion Plans: Up to 72 months.</p> <p>All these plans have mileage/kilometer limits but none are tied to engine hours. In addition to International's warranties, Cummins and Allison warranties are also offered through the dealer with similar time and mileage/kilometer limits.</p> <p>Sourcewell Members Purchasing a Used Truck from International Used Truck Center or International Dealer, that do not exceed 7 years in age, will get a 1 year Engine and Aftertreatment Warranty valued at \$6000.</p> <p>INTERNATIONAL USED TRUCK ENGINE & AFTERTREATMENT COVERAGE \$2 VITAL ENGINE COMPONENTS COVERED 16 MAJOR AFTERTREATMENT COMPONENTS COVERED</p> <p>Basic Engine Components</p> <ul style="list-style-type: none"> • Connecting Rod/Cap • Crankcase & Crankshaft • Exhaust Manifold Assembly • Flywheel Housing & Bearing • EGR Cooling & Valve <p>Aftertreatment</p> <ul style="list-style-type: none"> • Aftertreatment Control Module • Sensors • Diesel Particulate Filter (DPF) • SCR Catalyst & Reactor • DEF Injector & Sensors <p>Electronic Engine Components</p> <ul style="list-style-type: none"> • Cold Start Components • Engine Sensors • Electronic Control Module • High Pressure Rail <p>Cylinder Head & Valve Train</p> <ul style="list-style-type: none"> • Gasket & Sleeve • Intake / Exhaust Valve <p>Other Engine Components</p> <ul style="list-style-type: none"> • Fuel Heater / Water Separator • High Pressure Fuel Injector • Air Compressor <p>With the amount of coverage available, it is recommended that the Sourcewell member discuss their needs with the dealer sales rep to present options that best fit.</p>

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
53	Describe your payment terms and accepted payment methods.	<p>For Sourcewell members, the International dealer will carry the unit on the books for 30 days after the unit is built and shipped to its final destination, either a Truck Equipment Manufacturer (TEM) to get a body installed, or to the dealer. Payment will take place prior to possession of the unit or upon arrival at the body company unless other arrangements have been made.</p> <p>If units are funded by NCL Government Capital, they can fund the vehicle when it arrives at the body company. For units exceeding the 30 days of terms, the dealer can add the cost of the additional terms into the price of the unit. There is a section on the Sales Summary Sheet for additional terms.</p> <p>The lead time to install equipment has grown since Covid, as have the interest rates and carrying cost. Some customers will fund the chassis portion of the purchase when it gets to the body company. This process ensures a smooth transition from purchase to operation for the customers.</p>
54	Describe any leasing or financing options available for use by educational or governmental entities.	NCL Government Capital is Sourcewell Awarded Supplier that we work with for Sourcewell. They provide both leasing and financing offerings to zero or established end of term amount. If your dealer hasn't presented NCL Government Capital Options to you, please ask them to. Jake Ost is our NCL Government Capital Rep. We will include contact info and NCL overview in the RFP.
55	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.	<p>There are 3 key documents needed to facilitate a smooth and transparent process for all parties.</p> <ol style="list-style-type: none"> 1. The Sourcewell Award: This is the awarded contract in its entirety or summary form. It is reviewed on calls and in training presentations are recorded for the dealers to refer back to. It outlines the terms and conditions of Navistar's partnership with Sourcewell. 2. Sourcewell Sales Program (Dealer Document): This document provides guidance for dealers, outlining their responsibilities and providing reference documents. It also includes contact information for Navistar's government sales team for dealers who need assistance and NCL Government Capital. 3. Sourcewell Workbook: This is a template that dealers use to enter vehicle information. The workbook then calculates the price of the unit and generates a Sales Summary Page for the Sourcewell member making the purchase. They can easily see all parts of the transaction and that they are receiving the proper Sourcewell Discounts. Dealers can not make any changes to the template. This is where dealers would add additional equipment for turn key offerings as well as extended warranties, terms and any other cost of the sale.
56	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?	P-Card usage and terms would be specified by the selling dealer. Generally, truck purchases are outside the scope of P-Card usage. Any fees imposed by the process would have to be added into the cost of the unit.

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 *
57	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.	<p>For new trucks, International will use a flat dollar amount discount on CV models. On the rest of our product offering, we will use a discount of the total list price (Diesel Vehicles: MV, HV, HX, RH, LT) and an options only list discount on the eMV. (Electric Vehicle)</p> <p>We do not have any restrictions on what models and options are available to Sourcewell members other than emissions restrictions based on the state the vehicle will reside in. Emissions and Federally Mandated items are not price protected. Currently CARB requires additional warranty on every unit sold regardless of the manufacture. For 2024 the upcharge for CARB is \$9000 a unit, non-discountable.</p> <p>Bodies and equipment that are not manufactured and installed by Navistar are not price protected by Navistar. We recommend that discussion take place when the proposal is being put together.</p> <p>For vehicles that are not in stock or line-set for build, that need to be ordered, the International Dealer should not accept the Purchase Order or final Purchase Order until the unit is line-set (which is 90 days from being produced at our factory.) Units will be invoiced to the dealer at the pricing that is approved and in place with Sourcewell when it gets built. This is what we had in place from our 060920-NVS award.</p> <p>The flat discounts on the CV models are \$6000.</p> <p>The list price discounts (base plus options) on diesel models go from 30.3% to 51.1%</p> <p>eMV has no discount on the base chassis, the options do have a 24.5% list discount.</p> <p>Units sold in Canada use US pricing and incentives the same as the US, an exchange rate is applied and locked in when the dealer submits the proposal to our Canadian Office.</p> <p>A pricing summary sheet by model family and the specifications that were used for each model are in the attachments.</p> <p>Things to keep in mind:</p> <ol style="list-style-type: none"> 1. The next 4 years will have a lot of regulatory changes as well as more electric offerings and component changes. 2. There is a strong probability that engine manufactures will move up their 2027 emission into 2026. 3. There will continue to be supplier constraints that limit and push out production 4. There will be an emissions pre-buy starting in 2025. 5. International Promotes Sourcewell as a way to speed up the purchase cycle to get units ordered. <p>With long lead times for new trucks and the average age of a government truck is growing, we are pleased to offer a USED TRUCK Option for this contract.</p> <p>Eligible units are owned by Navistar and are in the International Used Truck Center Inventory.</p> <p>International typically has 2000+ units in company inventory at 14 company owned locations.</p> <p>These are fleet maintained and off unit leases that meet terms and conditions for operation and appearance.</p> <p>Pricing as advertised by Used Truck Center or Dealer.</p> <p>Navistar provides the Sourcewell member with 5 key benefits:</p> <ol style="list-style-type: none"> 1. Units are inspected pass DOT requirements, and are immediately available 2. Truck that is less than 7 years old. These can be International or other makes. 3. Sourcewell Members will receive 12 months of Major Engine Components and Aftertreatment Coverage at no additional Cost. A \$6000 Value. 4. \$1000 Parts and Service Card 5. Ability to create Sourced or Turn-key solution in the same fashion we use for the new products offered in this rfp.

58	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.	<p>Our Sourcewell Pricing uses 3 different methods:</p> <ol style="list-style-type: none">1. The CV515 uses a flat dollar discount of \$6000.2. The eMV Chassis has no discount on the base chassis and uses a 24.5% list price discount on the options.3. The rest of our models MV, HV, HX, RT, LT all use a list price discount on the total base and factory options. <p>Discounts are listed by model below:</p> <table><thead><tr><th>Model</th><th>List Discount</th></tr></thead><tbody><tr><td>eMV607</td><td>24.5% Options Only</td></tr><tr><td>MV607</td><td>30.3%</td></tr><tr><td>MV607 LP</td><td>30.3%</td></tr><tr><td>HV507 4x2</td><td>30.1%</td></tr><tr><td>HV507 4x4</td><td>31.0%</td></tr><tr><td>HV507 6x4</td><td>31.0%</td></tr><tr><td>HV507 6x6</td><td>31.0%</td></tr><tr><td>HV607 4x2</td><td>30.1%</td></tr><tr><td>HV607 4x4</td><td>31.0%</td></tr><tr><td>HV607 6x4</td><td>31.0%</td></tr><tr><td>HV607 6x6</td><td>31.0%</td></tr><tr><td>HV513 4x2</td><td>47.8%</td></tr><tr><td>HV613 4x2</td><td>47.8%</td></tr><tr><td>HV513 6x4</td><td>48.2%</td></tr><tr><td>HV613 6x4</td><td>48.2%</td></tr><tr><td>HX520 /X15</td><td>49.1%</td></tr><tr><td>HX620 6x4 S-13</td><td>49.1%</td></tr><tr><td>HX620 6x4 X-15</td><td>49.1%</td></tr><tr><td>RH613 4x2</td><td>50.5%</td></tr><tr><td>RH613 6x4</td><td>50.5%</td></tr><tr><td>RH613 6x2</td><td>50.5%</td></tr><tr><td>LT625 4x2</td><td>51.1%</td></tr><tr><td>LT625 6x4</td><td>51.1%</td></tr><tr><td>LT625 6x4</td><td>51.1%</td></tr><tr><td>LT625 6x2</td><td>51.1%</td></tr></tbody></table> <p>List prices appear on the sales proposal, and with the Sourcewell Sales Summary Sheet, clearly shows the Sourcewell Member they are getting the proper discounts as well as all items and charges in their proposal. There are 3 files with our Sourcewell Proposal. Each has multiple proposals with corresponding Sourcewell Sales Summary Sheets. As was mentioned earlier in the proposal, units going to a CARB state will need to have \$9000 added to the proposal for the additionally required CARB warranties. Availability diesel products in CARB states is very limited. Cummins is currently the only CARB certified power choice. Please discuss availability with International Dealer. We have not included FET as Government and non-profits are usually exempt. The federal government is NOT FET exempt.</p>	Model	List Discount	eMV607	24.5% Options Only	MV607	30.3%	MV607 LP	30.3%	HV507 4x2	30.1%	HV507 4x4	31.0%	HV507 6x4	31.0%	HV507 6x6	31.0%	HV607 4x2	30.1%	HV607 4x4	31.0%	HV607 6x4	31.0%	HV607 6x6	31.0%	HV513 4x2	47.8%	HV613 4x2	47.8%	HV513 6x4	48.2%	HV613 6x4	48.2%	HX520 /X15	49.1%	HX620 6x4 S-13	49.1%	HX620 6x4 X-15	49.1%	RH613 4x2	50.5%	RH613 6x4	50.5%	RH613 6x2	50.5%	LT625 4x2	51.1%	LT625 6x4	51.1%	LT625 6x4	51.1%	LT625 6x2	51.1%
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59	Describe any quantity or volume discounts or rebate programs that you offer.	<p>International will offer the following volume incentives for New Trucks purchased:</p> <p>5-19 units will receive a \$1500 volume discount retroactive to unit 1</p> <p>20+ units will receive an additional \$1500 incentive (total \$3000) retroactive to unit 1</p> <p>These can be different truck models, they do not have to be the same but do need to be purchases on the same calendar year.</p> <p>Used Trucks do not have volume incentives.</p>																																																				
60	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.	<p>International dealers welcome "sourced" products as a truck isn't complete without the body and equipment to do the job. The majority of our government sales are turn-key and our dealers have great relationships with the TEM's and upfitters who provide additional equipment or modifications outside of the chassis assembly process. International Dealers can also include charging stations and related equipment for Electric Vehicles, along with the installation of that equipment. These items can be added to the members proposal with a handling fee not to exceed 5% of the cost of these goods and modifications. These items and the markup is clearly disclosed on the summary sheet the dealer provides the member with the proposal. In order to facilitate greater Sourcewell synergy with , when the dealer sources a body and equipment from a Sourcewell awarded contract holding TEM, the mark up will be limited to 4%.</p>																																																				
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response.	<p>This is not common as our Sourcewell Sales Summary Sheet spells out any and all charges for the vehicle. Not every state or province works the same. Some states have inspection, sales tax and other legislated requirements. We do provide an area to include those items on the Sourcewell Sales Summary Sheet.</p>																																																				
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Within the lower 48 and in Canada, there is a flat fee for freight. That freight fee is included in every vehicle and covers freight to a mod center, TEM/body upfitter or the selling dealership. When the unit is ordered the selling dealer puts in the shipping instructions. Once the unit is built, they moved to the Navistar contracted carrier. When you unit arrives at the destination they are to be inspected and any issues are identified before the driveway driver departs</p>																																																				
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>If the delivery of the vehicle is not accessible by a highway or road, and requires a ship or plane to move, those cost would need to be established with the selling dealer. That is why we like the sale and purchase to take place with the local dealer. They know how to get units to the final destination.</p> <p>Hawaii is not covered by our factory freight. Our dealer in San Diego is the dealer in Hawaii and they have the skills and resources to get the vehicles shipped.</p>																																																				
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Delivery is traditionally done at the dealership for tractors or the TEM /body upfitter for units with the body installed. If the member is requesting a unique delivery requirement request that would need to be discussed and properly described and included in the pricing proposal.</p>																																																				

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	a. the same as the Proposer typically offers to an individual municipality, university, or school district.	Navistar has volume incentives and enhanced pricing actions to create winning solutions for the Sourcewell Members. We are between A and B.

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
66	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.	With our current Sourcewell Contract 060920-NVS we worked with Sourcewell to streamline the process. the Sourcewell Sales Summary Sheet does a great job of spelling out all the ingredients of the sale. For dealers in the US, the dealer maintains the sales files, in the event of an Audit. In Canada, we have to lock in an exchange rate for currency when the dealer does their proposal. This requires paperwork to be submitted to the regional office before it gets quoted as well as signed paperwork back to the regional office before it is ordered. We have not experienced any issues with either method. Since our Sourcewell incentive is paid as a fixed dollar amount and not a percentage of the sale, we are not reporting the total vehicle sales amount.
67	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.	The best scorecard we get is from Sourcewell, showing us how we are doing versus our competitors. We want to be #1. We do track Sourcewell order and delivery progress every month in the Work Truck Business unit. It is the only customer specific metric in the deck. We solicit feedback from Sourcewell members that reach out to us for questions on the contract. We call out Sourcewell victories in a weekly summary of events. We are tracking electric vehicle opportunities as well.
68	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.)	Navistar is pleased to provide Sourcewell with the following administrative fees: 1. New International branded trucks \$1500 per unit paid quarterly 2. Used Trucks \$750 per unit paid quarterly

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

Proposers submitting a proposal in Category 1 as defined herein will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. For example, if a Proposer offers chassis and cabs with Internal Combustion Engines (ICE) as well as chassis and cabs with electric propulsion systems the Proposer should designate it is seeking an award in Category 1 **only**. Proposers seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems **only**.

Line Item	Category Selection *
69	Category 1: All engines, fuel, and propulsion type chassis and cabs

Table 14B: 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.	<p>Class 8 Chassis</p> <p>Our Tractor Offering:</p> <ul style="list-style-type: none"> • RH Tractor (Regional Haul) 4x2, 6x2, and 6x4 axle configurations, powered by International's S13 diesel engine. Cab configurations: Daycab and Sleeper. • LT Tractor (Long Haul) 4x2, 6x2, and 6x4 axle configurations, powered by International's S13 diesel engine and Cummins X-15 diesel engine. Cab configurations: Daycab and Sleeper. • HX Tractor (Heavy Haul) 6x4 and 8x6 axle configurations, powered by International's S13 diesel engine and Cummins X-15 diesel engine. Cab configurations: Daycab and Sleeper. • Future Offering eRH Electric Tractor (Calendar Year 2025 & 2026) 4x2 and 6x4 axle configurations, power by an electric motor with varying range capabilities. Future cab configurations: Daycab and Sleeper. <p>In our Vocational Trucks and Tractors, we offer the following:</p> <ul style="list-style-type: none"> • HV 507/607 offered in the following axle configurations: 4x2, 4x4, 6x4, & 6x6 with Cummins B6.7 and L9 diesel engines. Cab configurations: Daycab, Extended Cab, and Crew Cab • HV 513/613 offered in the following axle configurations: 4x2, 6x4, 6x6, and 8x6 with International's S13 diesel engine. Cab configurations: Daycab, Extended Cab, and Crew Cab • HX 520/620 offered in the following axle configuration's: 6x4 and 8x6 with International's S13 and Cummins X-15 diesel engines <p>Class 7 Chassis</p> <ul style="list-style-type: none"> • HV 507/607 offered in the following axle configurations: 4x2, & 4x4 with Cummins B6.7 and L9 diesel engines. Cab configurations: Daycab, Extended Cab, and Crew Cab • MV 607 offered in the following axle configurations: 4x2 with Cummins B6.7 and L9 diesel engines. Cab configurations: Daycab, Extended Cab, and Crew Cab <p>Class 6 Chassis</p> <ul style="list-style-type: none"> • MV 607 offered in the following axle configurations: 4x2 with Cummins B6.7 and L9 diesel engines. Cab configurations: Daycab, Extended Cab, and Crew Cab • CV offered in the following axle configurations: 4x2 and 4x4 with International 6.6L diesel engines. Cab configurations: Daycab and Crew Cab <p>Class 5 Chassis</p> <ul style="list-style-type: none"> • CV offered in the following axle configurations: 4x2 with International 6.6L diesel engines. Cab configurations: Daycab and Crew Cab <p>Class 4 Chassis</p> <ul style="list-style-type: none"> • CV offered in the following axle configurations: 4x2 with International 6.6L diesel engines. Cab configurations: Daycab and Crew Cab

71	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>International Trucks provides a diverse lineup of vehicles designed to meet various needs. Whether you're hauling heavy loads, navigating challenging terrains, or responding to emergencies, International has a truck for the job. There are 121 applications identified in our product line. Below are some of their notable offerings:</p> <ul style="list-style-type: none"> • Utility Trucks: These trucks are dependable and designed to keep essential services running smoothly. From electricity to gas lines, they're built to handle critical tasks. • Concrete Mixers: For construction sites, these trucks can comfortably navigate rough terrain and take command of any project. • Construction Trucks: Built to last and lead, these trucks tackle unforgiving environments, tight deadlines, and tight budgets. • Crane Trucks: Ready for tough job sites, they offer dependable power, reliable drivetrains, and ergonomic cabs. • Dump Trucks: Loading, hauling, and dumping—these trucks take a beating and come back for more. • Fire & Rescue Trucks: With roomy cabs and gear space, International's emergency response vehicles lead the way when seconds count. • Heavy Haul Trucks: High torque, horsepower, and safety features make these trucks ideal for tough jobs. • Local Delivery Trucks: Fuel-efficient and maneuverable, they're more than just trucks—they're reliable partners. • Long Haul Trucks: Legendary fuel efficiency keeps more money in your pocket during those long routes. • Pick Up and Delivery Trucks: Proven reliability for getting goods delivered safely. • Snowplow Trucks: Durability, agility, and exceptional visibility for handling snow removal coupled with corrosion prevention, galvanized and stainless steel components where needed. • Streets & Sanitation Trucks: From potholes to recyclables, these trucks keep your city moving.
72	Describe any manufacturing processes or materials utilized that contribute to chassis strength, cab strength, overall durability, driver safety.	<ul style="list-style-type: none"> • The HV™ models are built with double-sided galvanized steel cabs (galvaneal) for quality fit and finish and long-term protection from corrosion. Exterior features offered include a three-piece hood, breakaway mirrors, a stationary chrome grille that provides excellent radiator access and allows the hood to be opened over front mounted equipment, and integrated splash panels to protect the engine compartment. Batteries can be in the cab for easier servicing in harsh weather and to free up rail space for mounting other components. Chassis components are huck-bolted, providing durability and greater clamping load than a standard grade 8 bolt. Huck bolts will not loosen and will not need to be re-torqued, meaning they are maintenance free. An optional single 1/2" frame rail has the strength of a double rail but is lighter in weight and eliminates the chance of inter-rail corrosion. • The extreme duty HX Series cab features a high-quality steel design, delivering structural and interior enhancements. The new cab includes upgrades to deliver increased corrosion resistance and endurance in rugged applications, enhancements are: • Coated steel used in ice boards and floor panel for enhanced corrosion protection • Reinforced B-Pillars for cab-mounted exhaust • Line-X coating on interior cab floor and extending ~ 2 inches up all sides for improved corrosion protection. • The MV models are built with double-sided galvanized steel cabs for quality fit and finish and long-term protection from corrosion. Exterior features offered include a three-piece hood, breakaway mirrors, an optional stationary chrome grille that provides excellent radiator access and allows the hood to be opened over front mounted equipment, and integrated splash panels to protect the engine compartment. Chassis components are huck-bolted, providing durability and greater clamping load than a standard grade 8 bolt. Huck bolts will not loosen and will not need to be re-torqued, meaning they are maintenance free. • The LT Series was designed and tested to maximize uptime and reliability. Advanced prognostics, diagnostics and monitoring are available for some systems/ components. These prognostics can anticipate possible issues and provide alerts before a problem occurs, allowing for performance of needed service and avoidance of additional downtime. Optional diagnostics provide full text messages for quick and thorough assessment of issues so that the vehicle can get back on the road again. Items such as vehicle performance and driving behavior can also be monitored via the advanced electronics offered on the LT.
73	Describe any differentiating serviceability attributes (remote diagnostics, etc.) your proposal offers.	<p>On Command Connection (OCC) is our industry-leading remote diagnostics solution supports all commercial truck makes and models* and transforms vehicle data into critical insights that help drive greater uptime and reduce total cost of ownership.</p> <p>*For most commercial vehicles powered by diesel engines, 2007 MY and later.</p> <ul style="list-style-type: none"> • Fault Code Action Plans guide service technicians through every part and step of service required to address health issues and get your truck on the road. • Vehicle Health Reports are comprehensive health reports with links to critical vehicle performance and trip data, vehicle service history, open campaigns, active fault codes, and much more. • GPS mapping with nearby service centers, hotels, and more. • Identifies dealer on-hand inventory of needed parts. <p>International 360 (i360) is our industry-leading service communications tool designed to accelerate the repair process, streamline communications with your dealer service center, and drive greater uptime.</p> <ul style="list-style-type: none"> • Complete service information at your fingertips: • Seamless communications with dealers and up-to-date repair status • Complete VIN-based information: asset specs, complete parts catalog, remote health data, and more • Online service request initiation and estimate approvals. • Complete service history, up-to-date campaign information, and engine calibration status - Integration with parts inventory systems shows which dealer locations have the parts you need on the shelf now.

Table 15: Category 1 - 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.

Proposers submitting a proposal in Category 1 will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. See RFP Section II. B. 1 for details.

☐ We will not be submitting for Table 15: Category 1 - Depth and Breadth of Offered Equipment Products and Services

Line Item	Category or Type	Offered *	Chassis Type (ICE and/or BEV)	Comments
74	Class 4 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	Internal Combustion Engine fuel types (ICE)	<p>The International CV515 is a versatile commercial truck model with several notable attributes and features:</p> <p>Engine: It is powered by the International 6.6L V8 turbocharged diesel engine capable of producing 350 hp and 700 lb.-ft. of reliable torque.</p> <p>Versatility: The CV515 model is designed for upfitting, with a straight frame and a wide range of wheelbase options¹. It's ready to accept nearly any body — from dump, ambulance, snow plow and tow to refrigerator, utility, roll-back and more — without any special modifications and reinforcements.</p> <p>Interior and Comfort: The truck features 3 Passenger seating, Power Windows/Locks/Mirrors, an AM/FM Stereo with Bluetooth capability, Cruise Control, and Air Conditioning.</p> <p>Safety: It includes Anti-Lock Brakes with Traction Control.</p> <p>Fuel Capacity: It has a 40-gallon fuel tank.</p> <p>Support: The CV Series is supported by the largest commercial dealer network in the industry.</p>

75	Class 5 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	Internal Combustion Engine fuel types (ICE)	<p>The International CV515 is a versatile commercial truck model with several notable attributes and features:</p> <p>Engine: It is powered by the International 6.6L V8 turbocharged diesel engine capable of producing 350 hp and 700 lb.-ft. of reliable torque.</p> <p>Versatility: The CV515 model is designed for upfitting, with a straight frame and a wide range of wheelbase options¹. It's ready to accept nearly any body — from dump, ambulance, snow plow and tow to refrigerator, utility, roll-back and more — without any special modifications and reinforcements.</p> <p>Interior and Comfort: The truck features 3 Passenger seating, Power Windows/Locks/Mirrors, an AM/FM Stereo with Bluetooth capability, Cruise Control, and Air Conditioning.</p> <p>Safety: It includes Anti-Lock Brakes with Traction Control.</p> <p>Fuel Capacity: It has a 40-gallon fuel tank.</p> <p>Support: The CV Series is supported by the largest commercial dealer network in the industry.</p>
76	Class 6 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	Internal Combustion Engine fuel types (ICE)	<p>The International CV515 is a versatile commercial truck model with several notable attributes and features:</p> <p>Engine: It is powered by the International 6.6L V8 turbocharged diesel engine capable of producing 350 hp and 700 lb.-ft. of reliable torque.</p> <p>Versatility: The CV515 model is designed for upfitting, with a straight frame and a wide range of wheelbase options¹. It's ready to accept nearly any body — from dump, ambulance, snow plow and tow to refrigerator, utility, roll-back and more — without any special modifications and reinforcements.</p> <p>Interior and Comfort: The truck features 3 Passenger seating, Power Windows/Locks/Mirrors, an AM/FM Stereo with Bluetooth capability, Cruise Control, and Air Conditioning.</p> <p>Safety: It includes Anti-Lock Brakes with Traction Control.</p> <p>Fuel Capacity: It has a 40-gallon fuel tank.</p> <p>Support: The CV Series is supported by the largest commercial dealer network in the industry.</p>
77	Class 7 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	Both Chassis Types (ICE and BEV)	<p>The International MV Series is a versatile and reliable medium-duty truck with several notable features and benefits:</p> <p>Engine: The MV Series is powered by Cummins B6.7 or L9 engines¹.</p> <p>Versatility: The MV Series is designed with multiple functional and visual features focusing on fuel efficiency, upfitter accessibility, and driver comfort². It offers virtually limitless upfit possibilities.</p> <p>Safety: The MV Series is equipped with optional safety features like Bendix® Wingman Fusion, and Bendix™ BlindSpotter®. These active safety features can help drivers reach their destinations safely.</p> <p>Driver Comfort: The MV Series features a Driver First™ interior. The new stalk shifter allows drivers to shift and apply the Jacobs brake without looking down.</p> <p>Uptime: Engine maintenance intervals are aligned and extended for fewer trips to the service department¹. The InterCoat® ChemGuard-coated floor panels with the optional LINE-X® coated interior floor can help defend against corrosive environments.</p> <p>Integration: The MV® Series is equipped with the Diamond Logic electrical system which provides the ability to customize to suit specific application needs, streamline the body installation process and add convenience for the driver.</p> <p>Configuration: The MV Series offers a range of configurations, including different cab options (Day Cab, Extended Cab, Crew Cab), wheelbase options, and a 4x2 or 6x4 axle configuration.</p> <p>GVWR Range: The Gross Vehicle Weight Rating (GVWR) of the International MV varies depending on the specific configuration, ranging from 20,000 to 54,600 lbs.</p> <p>These features make the International MV Series an excellent choice for a wide range of applications, including delivery, dump truck, landscaping, towing, utility, and snow plow.</p>

78	Class 8 chassis	<input type="radio"/> Yes <input checked="" type="radio"/> No	Internal Combustion Engine fuel types (ICE)	<p>The International HV Series is a heavy-duty vocational truck with several notable features and attributes:</p> <p>Engine: The HV Series is powered by Cummins B6.7 or L9 engines¹.</p> <p>Versatility: The HV Series is designed with multiple functional and visual features focusing on fuel efficiency, driver comfort, and the versatility to meet the most demanding of vocational applications².</p> <p>Safety: The HV Series is equipped with optional safety features like Bendix® Wingman Fusion, and Bendix™ BlindSpotter®.</p> <p>Driver Comfort: The HV Series features a Driver First™ interior¹. The new stalk shifter allows drivers to shift and apply the Jacobs brake without looking down.</p> <p>Uptime: Engine maintenance intervals are aligned and extended for fewer trips to the service department.</p> <p>Integration: The HV™ Series is equipped with the Diamond Logic® electrical system which provides the ability to customize to suit specific application needs, streamline the body installation process and add convenience for the driver.</p> <p>Configuration: The HV Series offers a range of configurations, including different cab options (Day Cab, Extended Cab, Crew Cab), wheelbase options, and a 4x2 or 6x4 axle configuration.</p> <p>GVWR Range: The Gross Vehicle Weight Rating (GVWR) of the International HV varies depending on the specific configuration, ranging from 51,000 to 73,000 lbs.</p> <p>These features make the International HV Series an excellent choice for a wide range of applications, including concrete, construction, municipal, and utility.</p> <p>The International HX Series is a heavy-duty vocational truck with several notable features and attributes:</p> <p>Engine: The HX Series is powered by the revolutionary International® S13 Integrated Powertrain, which includes the International® S13 Engine, International® T14 Transmission, and Dual Stage Aftertreatment system.</p> <p>Versatility: The HX Series is designed with features engineered to provide superior maneuverability and unrivaled driver visibility². It's built to endure, thrive, and dominate, making it the go-to option for the most demanding applications.</p> <p>Safety: The HX Series is equipped with optional safety features like Bendix® Wingman Fusion, and Bendix™ BlindSpotter®.</p> <p>Driver Comfort: The HX Series features a Driver First™ interior¹. The new stalk shifter allows drivers to shift and apply the Jacobs brake without looking down.</p> <p>Uptime: Over 100 years' experience building vocational trucks has resulted in a truck designed to be on the road and at the worksite, not in the service bay.</p> <p>Integration: The HX™ Series is equipped with the Diamond Logic® Electrical System which provides the ability to customize to suit specific application needs, streamline the body installation process and add convenience for the driver.</p> <p>Configuration: All HX® Series models are available in the following cab options: Day Cab, Sleeper Cab. It also offers automated manual, automatic, and manual transmission options.</p> <p>Applications: The HX Series is built to carry the load in various applications such as concrete, construction, heavy haul, and heavy wrecker.</p> <p>These features make the International HX Series an excellent choice for a wide range of applications.</p> <p>The International LT Series is a heavy-duty truck with several notable features and attributes:</p> <p>Engine: The LT Series is powered by either the International® A26 engine or the Cummins® X15 engine¹².</p> <p>Fuel Efficiency: The LT Series equipped with the revolutionary International® S13 Integrated Powertrain may see up to a 15%* gain in fuel economy over the first-generation International® A26².</p> <p>Safety: Standard Bendix® Wingman® Fusion™ Collision Mitigation System and Predictive Cruise Control for greater fuel efficiency and lower operating costs.</p> <p>Transmission: Available Eaton Endurant™ transmission delivers best-in-class service intervals, smooth shifting, and lightweight design¹².</p> <p>Cab Options: All LT Series models are available in the following cab options: Day Cab, 56" High-Rise Sleeper.</p> <p>GVWR: The Gross Vehicle Weight Rating (GVWR) of the International LT varies from 32,000 to 96,000 lbs³.</p> <p>Axle Configurations: The LT Series offers 4x2, 6x4, and 6x2 axle configurations.</p> <p>Brakes: The LT Series is equipped with Air Drum Brakes with ABS with Optional Automatic Traction Control and Electronic Stability Control.</p> <p>These features make the International LT Series an excellent choice for a wide range of applications². Please note that actual customer results may vary due to various factors, including but not limited to, truck specifications, weight of the vehicle, predictive features, environmental conditions, etc.</p>
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79	Related equipment, accessories, parts, upfitting, services, used chassis and Class 3 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	Both Chassis Types (ICE and BEV)	<p>When you need a new truck, but can't wait 2 years to get one, a Certified Used Truck can fill that need. International has 16 Company owned locations and 696 dealer locations that can sell this product. These units are fleet maintained and recent off rental, off lease trucks that are available immediately. As with our new chassis, these units can get bodies and equipment added to them using the same turn key process was created for new trucks.</p> <p>There are 240 TEM's that are part of the International Diamond Partner Program making body installation and upfitting easier.</p> <p>Diamond Logic Electrical System as described earlier in the RFP provides Plug and Play capabilities for the TEM while providing hundreds of safety and time saving features for the end operator of the Truck.</p> <p>On Command Connection, a telematic system that comes standard with every MV, HV, HX, RH and LT. Allows fleet managers to track vehicle systems with app on their phone displaying health history of the vehicle and interacting with dealer and fleet to minimize down time and maximize operation.</p> <p>International also holds a Parts Contract with Sourcewell and an IC Bus Contract with Sourcewell.</p> <p>Fleet Charge allows Sourcewell members to get great discounts, consolidated billing, 30 days terms and access to many special parts programs that are no charge. All a member has to do is sign up for Fleet Charge.</p>
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Table 16: Category 2 - 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.

Proposers seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems **only**. See RFP Section II. B. 1 for details.

☐ We will not be submitting for Table 16: Category 2 - Depth and Breadth of Offered Equipment Products and Services

Line Item	Category or Type	Offered *	Comments	
80	Battery Electric Vehicle (BEV) Class 4 Chassis	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Available at this time	*
81	Battery Electric Vehicle (BEV) Class 5 Chassis	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Available at this time	*
82	Battery Electric Vehicle (BEV) Class 6 Chassis	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not available at this time	*
83	Battery Electric Vehicle (BEV) Class 7 Chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The International eMV Series is an electric commercial truck with several notable features and attributes:</p> <p>Range: The eMV has a typical range of 135 miles.</p> <p>Power: The peak power of the eMV is 342hp, provided by a 210 kWh Lithium Iron Phosphate (LFP) battery.</p> <p>Regenerative Braking: The eMV features 3 levels of regenerative braking.</p> <p>Acceleration: The acceleration of the eMV is equal to or better than diesel.</p> <p>Battery Thermal Management System (BTMS): The eMV uses a standard red coolant for its BTMS.</p> <p>Maintenance: The eMV requires lower maintenance compared to diesel.</p> <p>Charging Solutions: Turn-key charging solutions are available from the International Zero Emissions Team.</p> <p>These features make the International eMV Series an excellent choice for a wide range of applications. Please note that actual range is based on environmental conditions, driving behaviors, diminishing loads, and maximum use of regenerative braking.</p>	*
84	Battery Electric Vehicle (BEV) Class 8 Chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	We are putting a place holder here for future Tractor and Severe Duty Truck.	*
85	Related equipment, accessories, parts, upfitting, services, used chassis and Class 3 chassis	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Purchasing an electric commercial vehicle begins with making sure you have enough power at your facility to charge the unit. International has consultants that work with the local dealer to get you started on the right path. International also has a team of people who work on grants and funding for electric vehicles to make your transition easier. Our application engineers and Diamond Logic team are also there to help the TEM upfit the truck. We offer In-Charge branded Charging Stations in our price pages and have a partnership with the Quanta, the largest utility construction company in North America, to help Sourcewell members get proper power to the property and connect charging stations. With CARB and EPA requirements, it is estimated that 50% of commercial trucks and buses will be electric by 2030. With a \$1 Billion EPA Clean Truck Program launching after this RFP, what better time to start EV Journey.</p>	

Table 17: Exceptions to Terms, Conditions, or Specifications Form

Line Item 86. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Contract terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Contract Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Contract.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

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

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

- [Pricing](#) - Navistar Sourcewell RFP Sales Proposals 3.27.24.pdf - Wednesday March 27, 2024 17:33:16
- Financial Strength and Stability (optional)
- [Marketing Plan/Samples](#) - Marketing Sourcewell 3.24.pdf - Thursday March 28, 2024 08:26:33
- WMBE/MBE/SBE or Related Certificates (optional)
- [Warranty Information](#) - Sourcewell New Truck Warranty info and Used Truck Warranty 032824 Navistar.pdf - Thursday March 28, 2024 11:07:24
- [Standard Transaction Document Samples](#) - Sourcewell 032824 International Truck Specs and Sourcewell Sales Summary Sheets 3.28.24.pdf - Thursday March 28, 2024 09:57:35
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Navistar EV Dealers and Map of Sales and Service Locations as of 3.24.pdf - Thursday March 28, 2024 09:04:20

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. - Bob Mann, Vice President, Government Sales and Diamond Logic Builder, Navistar, Inc

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_7_Class 4-8 Chassis and Cabs _RFP_032824 Thu March 21 2024 08:45 AM	<input checked="" type="checkbox"/>	1
Addendum_6_Class 4-8 Chassis and Cabs _RFP_032824 Wed March 20 2024 12:36 PM	<input checked="" type="checkbox"/>	3
Addendum_5_Class 4-8 Chassis and Cabs _RFP_032824 Mon March 18 2024 12:01 PM	<input checked="" type="checkbox"/>	1
Addendum_4_Class 4-8 Chassis and Cabs _RFP_032824 Wed March 6 2024 09:38 AM	<input checked="" type="checkbox"/>	1
Addendum_3_Class 4-8 Chassis and Cabs _RFP_032824 Wed February 21 2024 04:08 PM	<input checked="" type="checkbox"/>	2
Addendum_2_Class 4-8 Chassis and Cabs _RFP_032824 Wed February 14 2024 04:12 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Class 4-8 Chassis and Cabs _RFP_032824 Thu February 8 2024 04:24 PM	<input checked="" type="checkbox"/>	1

AMENDMENT #1
TO
CONTRACT # 032824-NVS

THIS AMENDMENT, effective upon the date of the last signature below, is by and between **Sourcewell** and **Navistar, Inc. (n/k/a International Motors, LLC)**, 75 Fountain St., Suite 310, Providence, RI 02902 (Supplier).

Sourcewell awarded a contract to the Supplier to provide Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services to Sourcewell and its Participating Entities, effective July 2, 2024, through July 9, 2028 (Contract).

Navistar Inc. has rebranded and changed its name and street address to the following:
International Motors, LLC, a Delaware entity d/b/a International Motors USA LLC in Illinois, Missouri, New Jersey, Ohio, and Utah, having a principal place of business at 2701 International Drive, Lisle, IL 60532.

Sourcewell acknowledges Supplier’s current rebranding efforts, and has agreed to amend the Contract to accommodate the new corporate name, International Motors, LLC.

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

Sourcewell
Signed by:
By: Jeremy Schwartz
C0FD2A139D06489...
Jeremy Schwartz, Chief Procurement Officer
Date: 10/8/2024 | 9:00 PM CDT

International Motors. LLC*
Signed by:
By: Bob Mann
28B63357778A47E...
Name: Bob Mann
Title: Vice President Government Sales
Date: 10/8/2024 | 5:52 PM CDT

*International Motors, LLC d/b/a International Motors USA LLC in Illinois, Missouri, New Jersey, Ohio, and Utah.



International Truck #032824-NVS

Pricing for contract #032824-NVS offers Sourcewell participating agencies the following discounts for new trucks purchased:

- 5-19 units will receive a \$1500 volume discount retroactive to unit 1
- 20+ units will receive an additional 1500 incentive (total of \$3000) retroactive to unit 1
- These can be different truck models; they do not have to be the same, but do need to be purchased in the same calendar year.

Used trucks do not have volume incentives.



RFP #032824
REQUEST FOR PROPOSALS
for
Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

Proposal Due Date: March 28, 2024, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

SOLICITATION SCHEDULE

Public Notice of RFP Published:	February 8, 2024
Pre-proposal Conference:	February 28, 2024, 10:00 a.m., Central Time
Question Submission Deadline:	March 20, 2024, 4:30 p.m., Central Time
Proposal Due Date:	March 28, 2024, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	March 28, 2024, 4:30 p.m., Central Time 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 (including Canadian Free Trade Agreement, Ontario-Quebec Trade and Cooperation Agreement, and Canada-European Union Comprehensive Economic and Trade Agreement, as applicable), 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 entities¹;
- 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;
- Indigenous self-governing bodies;
- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service

¹ 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.

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;

- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest; and
- Members of the Canoe procurement group of Canada, and their partner associations: Canoe members are regional, local, district or other forms of municipal government, school boards, publicly-funded academic, health and social service entities in Alberta and across Canada, as well as any corporation or entity owned or controlled by one or more of the preceding entities – as well as partner associations, including Saskatchewan Association of Rural Municipalities, Association of Manitoba Municipalities, Local Authorities Services/Association of Municipalities Ontario, Nova Scotia Federation of Municipalities, Federation of Prince Edward Island Municipalities, Municipalities Newfoundland Labrador, Union of New Brunswick Municipalities, North West Territories Association of Communities, CivicInfo BC, and their members.

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 addition, where applicable, other purchasing cooperatives and procurement officials receive notice and are encouraged to re-post the solicitation opportunity.

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 Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services. Awards under this solicitation for Class 4-8 chassis and cabs² will be in two (2) categories. Proposers submitting a proposal in Category 1 as defined herein will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. For example, if a Proposer offers chassis and cabs with Internal Combustion Engines (ICE) as well as chassis and cabs with electric propulsion systems the Proposer should designate it is seeking an award in Category 1 **only**. Proposers seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems **only**.

Category 1: **All** engines, fuel, and propulsion type chassis and cabs:

- a. Internal Combustion Engine fuel types including but not limited to: Gasoline, Diesel, Propane Autogas, CNG, Biodiesel, or other alternative fuels for the following class chassis:
 - i. Class 4;
 - ii. Class 5;
 - iii. Class 6;
 - iv. Class 7;
 - v. Class 8.
- b. Battery Electric Vehicle (BEV), Fuel Cell Electric Vehicle, Hybrid Electric Vehicle, or other alternative Electric Propulsion Systems for the following class chassis:
 - i. Class 4;
 - ii. Class 5;
 - iii. Class 6;
 - iv. Class 7;
 - v. Class 8.

Proposers may include related equipment, accessories, parts, upfitting, services, and Class 3 chassis to the extent that these solutions are ancillary or complementary to the equipment or products being proposed in Category 1 above.

² The vehicle weight classes are defined by the Federal Highway Administration (FHWA) and are used consistently throughout the industry. These classes, 1-8, are based on gross vehicle weight rating (GVWR), the maximum weight of the vehicle, as specified by the manufacturer.

Category 2: Electric Propulsion Systems **only** chassis and cabs:

- a. Battery Electric Vehicle (BEV), Fuel Cell Electric Vehicle, or other alternative Electric Propulsion Systems for the following class chassis:
 - i. Class 4,
 - ii. Class 5,
 - iii. Class 6,
 - iv. Class 7,
 - v. Class 8.

Proposers may include related equipment, accessories, parts, upfitting, services, and Class 3 chassis to the extent that these solutions are ancillary or complementary to the equipment or products being proposed in Category 2 above.

2. The primary focus of this solicitation is on Class 4-8 Chassis and Cabs. This solicitation should NOT be construed to include services-only, or transit bus solutions.

3. This solicitation does not include those equipment, products, or services covered under categories included in pending or planned Sourcewell solicitations, or in contracts currently maintained by Sourcewell, identified below:

- a. Automobiles, Vans, SUVs, and Light Trucks with Related Equipment, Accessories, and Services (RFP #091521); and
- b. School Buses with Related Accessories, Supplies, Parts, and Services (RFP #061023)

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-only 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 encourages suppliers to offer 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. PROSPECTIVE CONTRACT TERM

The term of any resulting contract(s) awarded by Sourcewell under this solicitation will be four years. Sourcewell and supplier may agree to up to three additional one-year extensions based on the best interests of Sourcewell and its Participating Entities. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

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 \$250 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. A proposer may submit only one proposal. If related, affiliated, or subsidiary entities elect to submit separate proposals, rather than a single parent-entity proposal, each such proposal must be prepared independently and without cooperation, collaboration, or collusion.
3. If a proposer works with a consultant on its proposal, the consultant (an individual or company) may not assist any other entity with a proposal for this solicitation.
4. 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.
5. 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.
6. 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 awarded a contract 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 identify any exception, or to request any modification, to Sourcewell's standard Contract terms, conditions, or specifications, a proposer must submit the proposed exception(s) or requested modification(s) via redline in the Contract Template provided in the "Documents" section of the "Bid Details" page on the Sourcewell Procurement Portal and uploaded as part of its response. 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 Vendor 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 Sourcwell Procurement Portal Vendor Account. The proposer is solely responsible to check the “MY BIDS” section of the Sourcwell Procurement Portal Vendor 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 Sourcwell 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 Sourcwell 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 Sourcwell. **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 Sourcwell is solely determined by the Sourcwell Procurement Portal web clock.

In the event of problems with the Sourcwell 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 Sourcwell Procurement Portal will automatically generate a confirmation email to the proposer. If the proposer does not receive a confirmation email, contact Sourcwell’s support provider at 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 Sourcwell Procurement Portal Vendor Account and register for this solicitation opportunity.

Within the Sourcwell 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 in the Sourcewell Procurement Portal immediately following the proposal due date and time. To view the list of proposers resulting from the opening, verify that the Sourcewell Procurement Portal opportunities list search is set to “All” or “Closed.”

Members of the public may attend the Opening at Sourcewell’s office located at 202 12th Street NE, Staples, MN to hear the results.

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:

- Total evaluation scores (giving consideration to natural breaks in the scoring of responsive proposals);
- The number and geographic location of highest-scoring proposers that offer:
 - A comprehensive selection of the requested equipment, products, or services;
 - A sales and service network ensuring availability and coverage for Participating Entities’ use; and

- Other attributes of the proposer or contents of its proposal that assist Participating Entities in achieving environmental and social requirements, 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 highest-scoring 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
TOTAL POINTS	1000

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, and time stamped at the Sourcewell office by 4:30 p.m., Central Time, no later than 10 calendar days following Sourcewell's notice of contract award(s) or non-award. 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.



02/8/2024

Addendum No. 1

Solicitation Number: RFP 032824

Solicitation Name: Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

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

RFP Amendment:

Table 18, Line Item 87 in the Sourcewell Procurement Portal has been updated, and is now Table 17, Line Item 86.

End of Addendum

Acknowledgement of this Addendum to RFP 032824 posted to the Sourcewell Procurement Portal on 02/8/2024, is required at the time of proposal submittal.



02/14/2024

Addendum No. 2

Solicitation Number: RFP 032824

Solicitation Name: Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

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

Question 1:

Does a manufacturer's dealer qualify as a proposer or is there a requirement that the proposer be a manufacturer of the equipment?

Answer 1:

This RFP is not limited to manufactures only; each proposal is evaluated based on the criteria stated in RFP section VI. Evaluation and Award.

End of Addendum

Acknowledgement of this Addendum to RFP 032824 posted to the Sourcewell Procurement Portal on 02/14/2024, is required at the time of proposal submittal.



02/21/2024

Addendum No. 3

Solicitation Number: RFP 032824

Solicitation Name: Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

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

For purposes of clarification, RFP Section II. B. 1 has been amended as follows to include **used chassis** within the ancillary or complementary equipment or products sections for both category 1 and category 2.

New RFP Section II. B. 1 Language:

"Sourcewell is seeking proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services. Awards under this solicitation for Class 4-8 chassis and cabs¹ will be in two (2) categories. Proposers submitting a proposal in Category 1 as defined herein will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. For example, if a Proposer offers chassis and cabs with Internal Combustion Engines (ICE) as well as chassis and cabs with electric propulsion systems the Proposer should designate it is seeking an award in Category 1 **only**. Proposers seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems **only**.

Category 1: **All** engines, fuel, and propulsion type chassis and cabs:

- a. Internal Combustion Engine fuel types including but not limited to: Gasoline, Diesel, Propane Autogas, CNG, Biodiesel, or other alternative fuels for the following class chassis:
 - i. Class 4;
 - ii. Class 5;
 - iii. Class 6;

¹ The vehicle weight classes are defined by the Federal Highway Administration (FHWA) and are used consistently throughout the industry. These classes, 1-8, are based on gross vehicle weight rating (GVWR), the maximum weight of the vehicle, as specified by the manufacturer.

- iv. Class 7;
- v. Class 8.
- b. Battery Electric Vehicle (BEV), Fuel Cell Electric Vehicle, Hybrid Electric Vehicle, or other alternative Electric Propulsion Systems for the following class chassis:
 - i. Class 4;
 - ii. Class 5;
 - iii. Class 6;
 - iv. Class 7;
 - v. Class 8.

Proposers may include related equipment, accessories, parts, upfitting, services, **used chassis**, and Class 3 chassis to the extent that these solutions are ancillary or complementary to the equipment or products being proposed in Category 1 above.

Category 2: Electric Propulsion Systems **only** chassis and cabs:

- a. Battery Electric Vehicle (BEV), Fuel Cell Electric Vehicle, or other alternative Electric Propulsion Systems for the following class chassis:
 - i. Class 4,
 - ii. Class 5,
 - iii. Class 6,
 - iv. Class 7,
 - v. Class 8.

Proposers may include related equipment, accessories, parts, upfitting, services, **used chassis**, and Class 3 chassis to the extent that these solutions are ancillary or complementary to the equipment or products being proposed in Category 2 above.”

End of Addendum

Acknowledgement of this Addendum to RFP 032824 posted to the Sourcwell Procurement Portal on 02/21/2024, is required at the time of proposal submittal.



03/6/2024

Addendum No. 4

Solicitation Number: RFP 032824

Solicitation Name: Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

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

Question 1:

When Sourcewell requests a quote and/or invoice, will the currency be in correspondence to the respective participant's country, or still remain as \$USD?

Answer 1:

See Contract Template Section 5 and Section 6 for information regarding a participating entities access to and use of the resulting contract. Specifically, section 6 states, "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".

Section III. A. of the RFP document provides all respondents guidance on pricing proposals, sub-part 3 of that section states all proposed pricing must be, "stated in U.S. and Canadian dollars (as applicable)".

End of Addendum

Acknowledgement of this Addendum to RFP 032824 posted to the Sourcewell Procurement Portal on 03/6/2024, is required at the time of proposal submittal.



03/18/2024

Addendum No. 5

Solicitation Number: RFP 032824

Solicitation Name: Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

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

Question 1:

We would like some more clarification on question number 71 : Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. We would like to make sure we are answering it correctly so more information would be great.

Answer 1:

In the competitive process, Sourcewell cannot advise a proposer on the content of the proposal. 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.

End of Addendum

Acknowledgement of this Addendum to RFP 032824 posted to the Sourcewell Procurement Portal on 03/18/2024, is required at the time of proposal submittal.



03/20/2024

Addendum No. 6

Solicitation Number: RFP 032824

Solicitation Name: Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

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

Question 1:

Could you please clarify question - 77 Related equipment, accessories, parts, upfitting, services, used chassis and Class 3 chassis?

Answer 1:

See RFP Section II. B. 1 - Proposers may include related equipment, accessories, parts, upfitting, services, and Class 3 chassis to the extent that these solutions are ancillary or complementary to the equipment or products being proposed in Category 1.

Question 2:

Portal Questionnaire | TAB 1: Proposer Identity & AuthRe [SIC]: # 4: Provide CAGE code or Unique Entity Identifier (SAM):

Questions: If the participating bidder is in process of obtaining a CAGE code or Unique Entity Identifier (UEI) SAM, will this disqualify the bidder? Is this required to bid?

Answer 2:

A CAGE or Unique Entity Identifier (SAM) code is not required to be considered for or awarded a Sourcewell contract. Proposals are evaluated based on the criteria as stated in the RFP. Refer to the General Instructions above Questionnaire Table 1. Respond "N/A" if a question does not apply (preferably with an explanation).

Question 3:

Page. 6 | 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 \$250 Million; therefore, proposers are expected to propose volume pricing. Sourcwell anticipates considerable activity under the contract(s) awarded from this RFP; however, sales and sales volume from any resulting contract are not guaranteed.

Question: Please provide raw data on the statement provided in this section?

Answer 3:

This RFP's anticipated volume is an estimate based on past volumes of similar Sourcwell contracts. It is an estimate only, and no sales or sales volume are guaranteed.

Question 4:

Page.6 | 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.

Question: Can the agency please clarify this request, is the agency asking how the supplier plans to market the cooperative agreement; can the agency provide detail on what the agency is seeking on this Marketing Plan?

Answer 4:

In the competitive process, Sourcwell will not advise a proposer on the content of the proposal, so it is left to the discretion of each proposer to articulate a marketing plan within the Questionnaire Table 7 (line Item 36-39) that aligns with its business methods and satisfies all the requirements of RFP Section II. F. - Marketing Plan. The solicitation is a competitive process and proposals are evaluated on the criteria stated in the RFP.

Question 5:

Page.7 | III Pricing: B. Administrative Fees. Proposers awarded a contract are expected to pay to Sourcwell an administrative fee in exchange for Sourcwell 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.

Question: is the agency focused on the 1% -2% fee or can the bidder offer their administrative fee?

Answer 5:

It is left to the discretion of each proposer to determine and propose an administrative fee that is consistent with its business and its industry. Within the Questionnaire tables, Table 13, Line Item 68, provides the respondent the opportunity to Identify a proposed administrative fee that you will pay to Sourcewell.

Question 6:

Page 8. | IV. Contract: Contract. [SIC]

Question: Will agency accept redlines, if yes, prior or with the submission of the bid response?

Answer 6:

See Questionnaire, Step 1, Table 18, Line Item 86 - Exceptions to Terms, Conditions, or Specifications Form. "To identify any exception, or to request any modification, to Sourcewell standard Contract terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Contract Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Contract.

Question 7:

Is an organization allowed to provide their own submission, while also being part of another company's submission (for the same Sourcewell RFP)?

Answer 7:

See RFP Section II. G - Additional Considerations - 2. "A proposer may submit only one proposal. If related, affiliated, or subsidiary entities elect to submit separate proposals, rather than a single parent-entity proposal, each such proposal must be prepared independently and without cooperation, collaboration, or collusion."

End of Addendum

Acknowledgement of this Addendum to RFP 032824 posted to the Sourcewell Procurement Portal on 03/20/2024, is required at the time of proposal submittal.



03/21/2024

Addendum No. 7

Solicitation Number: RFP 032824

Solicitation Name: Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

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

Question 1:

Are we required to submit Vehicle Specifications and Pricing for this initial RFP 032824 Class 4-8 Chassis and Cabs. I don't find this information anywhere in the Document we are working on to Submit. [SIC]

Answer 1:

Proposers should include all relevant information in its proposal. See RFP Section III. Pricing and RFP Section II. B. Requested Equipment, Product, or Services, for details. The RFP Questionnaire has tables specific to Pricing and Requested Equipment, Products, or Services under Step 1 and document uploads are allowed in Step 2 of the proposal preparation process.

End of Addendum

Acknowledgement of this Addendum to RFP 032824 posted to the Sourcewell Procurement Portal on 03/21/2024, is required at the time of proposal submittal.



The New York State Contract Reporter

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

This document printed
Thursday, 02/08/2024

Contracting Opportunity

Title: Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

Agency: Sourcewell

Division: Procurement Department

Contract Number: 032824

CR Number: 2106365

Contract Term: 4 years

Date of Issue: 02/08/2024

Due Date/Time: 03/28/2024 4:30 PM
Central Time

County(ies): All NYS counties

Classification: Vehicles & Equipment - *Commodities*

Opportunity Type: General

Entered By: Tara Wolff

Description: Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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://proportal.sourcewell-mn.gov>. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

Service-Disabled Veteran-Owned Set Aside: No

Business entities awarded an identical or substantially similar procurement contract within the past five years:

Autocar Truck

Certified Stainless dba West-Mark

Crane Carrier (Battle Motors)

Kenworth

Lion Electric Co.

Mack Trucks

National Auto Fleet

Navistar (International Truck)

Peterbilt

Contact Information

Primary contact: Sourcewell
Procurement Department
Tara Wolff
Procurement Manager
202 12th Street NE
P.O. Box 219
Staples, MN 56479
United States
Ph: 218-541-5362
rfp@sourcewell-mn.gov

Submit to contact: Sourcewell
Procurement Department
Tara Wolff
Procurement Manager
202 12th Street NE
P.O. Box 219
Staples, MN 56479
United States
Ph: 218-541-5362
rfp@sourcewell-mn.gov

Bid Results

Bid Results have not been entered

Awards

Awards have not been entered

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Daily Journal of Commerce
1618 SW First Ave., Suite 400
Portland, OR, 97201
Phone: 503-226-1311 Fax: 503-222-5358



Affidavit of Publication

To: Sourcewell - Carol Jackson
Po Box 219
Staples, MN, 564790219

Re: Legal Notice 2580077, CLASS 4-8 CHASSIS AND CABS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES

State of OR

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} SS:
}

County of Multnomah

I, Michelle A. Ropp, being duly sworn, depose and say that I am the Principal Clerk of the Daily Journal of Commerce, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.101 and 193.020, published in Portland in the aforesaid County and State; that I know from my personal knowledge that the notice described as:

CLASS 4-8 CHASSIS AND CABS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES
SOURCEWELL

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

02/09/2024.

SEE EXHIBIT A

State of Oregon
County of Multnomah

SIGNED OR ATTESTED BEFORE ME ON 12th day of February 2024

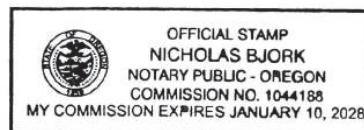
By:

A handwritten signature in black ink that reads "Michelle A Ropp".

Michelle A. Ropp

By:

A handwritten signature in black ink that reads "Nicholas Bjork".



Nicholas Bjork
Notary Public, State of OR
No. 1044188
My commission expires on January 10, 2028

EXHIBIT A

**SOURCEWELL
CLASS 4-8 CHASSIS AND CABS
WITH RELATED EQUIPMENT,
ACCESSORIES, AND SERVICES**

Proposals due 4:30 pm,

March 28, 2024

REQUEST FOR PROPOSALS

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

Published Feb. 9, 2024. 2580077

LOCALiQ

The Oklahoman

PO Box 631643 Cincinnati, OH 45263-1643

PROOF OF PUBLICATION

Lisa Truax
Po Box 219
Staples MN 56479-0219

STATE OF OKLAHOMA, COUNTY OF OKLAHOMA

The Oklahoman, 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; published and personal knowledge of the facts herein state and that the notice hereto annexed was Published in said newspapers in the issues dated on:

02/08/2024, 02/15/2024

and that the fees charged are legal.
Sworn to and subscribed before on 02/15/2024

Legal Clerk

Notary, State of WI, County of Brown

My commission expires

Publication Cost: \$42.55

Order No: 9823627

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Please do not use this form for payment remittance.

KEEGAN MORAN
Notary Public
State of Wisconsin

Request For Proposals
Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

LPXLP

February 8, 15 2024

LOKL0058504



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The Modesto Bee
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Tacoma | The News Tribune
Tri-City Herald
The Wichita Eagle
The Olympian

AFFIDAVIT OF PUBLICATION

Account #	Order Number	Identification	Order PO	Amount	Cols	Depth
34474	517679	Print Legal Ad-IPL01584420 - IPL0158442		\$160.64	1	18 L

Attention: Carol Jackson

SOURCEWELL
PO BOX 219
STAPLES, MN 56479

carol.jackson@sourcwell-mn.gov

REQUEST FOR PROPOSALS
Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for **Class 4-8 Chassis and Cabs with Related Equipment**, Accessories, 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://proportal.sourcwell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.
IPL0158442
Feb 8 2024

State of South Carolina

County of Richland

I, Tara Pennington, makes oath that the advertisement, was published in The State, a newspaper published in the City of Columbia, State and County aforesaid, in the issue(s) of

1 insertion(s) published on:
02/08/24

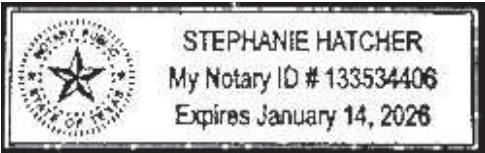
Tara Pennington

Tara Pennington

Sworn to and subscribed before me this 14th day of February in the year of 2024

Stephanie Hatcher

Notary Public in and for the state of Texas, residing in Dallas County



Errors- the liability of the publisher on account of errors in or omissions from any advertisement will in no way exceed the amount of the charge for the space occupied by the item in error, and then only for the first incorrect insertion."

Extra charge for lost or duplicate affidavits.
Legal document please do not destroy!

first battle but not war

small victory for the NCAA keeps NIL rules in place, at least for now.

There's no time for the NCAA to change here will be an injunction in Knoxville, Tenn., on Feb. 13, which could be frozen until the end of the season.

After Corker made that decision, he said in his order.

It addresses only plaintiffs' claims for a temporary restraining order of the proceeding," he said.

The Attorney General Jonathan Brinkley requested emergency relief from the Division I football regulations, when recruits can be recruited with a university.



The Tennessee football team runs through the T during a game against Tennessee Tech in 2021. BRIANNA PACIORKA/KNOXVILLE NEWS SENTINEL

But Corker said those requirements for urgency were not met.

If the injunction is granted, however, it would be a much bigger loss for the NCAA and make this restraining order obsolete. But if the NCAA also fends off the injunction, it will compound the states' losses.

Judge pointed to obstacles ahead for NCAA

Speaking of that injunction, Corker appeared to indicate the NCAA faces an uphill battle to win the next round, specifically

against charges that its NIL rules violate antitrust laws.

"Considering the evidence currently before the court, plaintiffs are likely to succeed on the merits of their claim under the Sherman Act (antitrust)," Corker wrote.

He said the "NCAA's NIL-recruiting ban likely harms competition" and therefore is "anticompetitive." Furthermore, he said the rules in question "likely foster economic exploitation of student-athletes."

Those are harsh words and a high hurdle for the NCAA to clear.

to the NCAA's investigation into allegations that UT broke NIL rules, which are always related.

Since the NCAA held off on a decision at least for another week, UT expects the investigation to continue in the direction of the probe on the balance.

If the injunction is denied, the NCAA could be emboldened to continue its investigation.

But if the injunction is granted, UT will be shocked if the NCAA pauses or suddenly reduces its focus on the allegations.

After all, would the NCAA punish UT for breaking rules that are unenforceable in the first place? Certainly could, but that would be a first.

UT acknowledged the issue exists, but it has not received any inquiries.

So there's still time for the NCAA to heat up or cool down.

Messi plays in Tokyo to end Inter Miami world tour

Messi entered in the second half of a soccer match in Tokyo on Wednesday and nearly scored in 30 minutes, salvaging the end of his worldwide preseason on a high note.

He entered in the 60th minute of Inter Miami's match against Japanese side Vissel Kobe at Japan National Stadium and appeared close to full recovery from his adductor injury, which had him to miss a match in Hong Kong on Sunday.

Miami's match with Vissel Kobe ended in a scoreless draw, but both teams participated in penalty kicks to determine the winner. Vissel Kobe won 4-3 on penalties.

Messi found the back of the net in the 72nd minute, but his shot was blocked by the goalie. And his rebound hit the net before another player took it away. Messi also had a chance where he dribbled into the penalty area in attempts to finish for his teammates.

After the match, Messi delivered on the promise he made after his absence due to his injury in Hong Kong on Sunday, which had local officials feeling duped by his promise to participate in a charity event for local children one day earlier. Instead, the match turned into a bout of bad publicity for Messi to clear the air after his injury and played conservatively on Wednesday.



Inter Miami's Lionel Messi controls the ball during the friendly match Wednesday against Vissel Kobe at the National Stadium in Tokyo. EUGENE HOSHIKO/AP

Miami, and the MLS.

Messi was listed on Inter Miami's roster and announced in the stadium as a substitute for the match. But Messi was not among his teammates warming up for the match before the game.

When the second half began, Messi came back out of the locker room wearing a heavy jacket and long warmup

It appeared the rest seemed to help Messi, who entered in the 60th minute and told Gregor to keep the captain's arm band. It was distinctly different from his brief appearance last Wednesday in Saudi Arabia where he was testing out his injury and played conservatively.

Messi ran at a fast pace and his feet

But the same couldn't be said for fellow Barcelona teammate Sergio Busquets, who slowly walked off the field in the 25th minute with a left ankle injury. Jordi Alba, who finished the match in spite of aggravating his right groin injury.

Luis Suarez, who missed the Hong Kong match due to knee injury, started in Tokyo and attempted a long kick in the 72nd minute, but his footed shot was close to the goal but came off in the 75th minute.

Inter Miami had some questions to make at halftime. Since even play after Busquets and Suarez suffered injuries? It would seem Inter Miami to remain cautious about the world's best player. But the decision after the back of the season and Inter Miami faced after the Hong Kong match made the journey murky.

Messi left the pitch after the match, waving to fans outside the locker rooms.

After two weeks in the United States and Asia, Inter Miami is heading to South Florida and will be traveling clocking in at more than 10,000 miles in the air – enough to circle the globe once.

What is Messi's next move? Inter Miami's upcoming

Inter Miami returned home for a match in Tokyo on Wednesday.

One week later, it will have a preseason match against a club Newell's Old Boys, a team from a small town, on Feb. 15 at DRV

2024-12-22 17:02

SuppliersBrowseResources

Open & competitive opportunity

Rural Municipalities of Alberta (RMA)

Request for Proposal

Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

APC Reference # AB-2024-01007

Internal Reference # AB-2024-01007

Closed to Submissions
Mar 05, 2026 - 9:00:00 pm (MST)

Contracting Organization

Rural Municipalities of Alberta (RMA)

Bookmark

Open

Evaluation

Submissions

Assessment

Posting Date & Time

Thu - Feb 8, 2024 - 9:00 am (MST)

General Info

Contact Info

Document Downloads

Interested Suppliers

When the information in this online posting varies from the downloadable documents (see below), the information in the documents always supersedes the information shown below.

General Info

Contracting Organization

Rural Municipalities of Alberta (RMA)

Organization Address

2510 Sparrow Drive
Nisku, CA AB
T9E 0H5
CA

Posting Type

Open & competitive opportunity

Solicitation Type

Request for Proposal

Region(s) of Delivery

Alberta

Trade Agreement(s)

NMPTA - TILMA & CFTA & CETA & TCA

Description/Summary

Canoe Procurement Group of Canada, is seeking the solicitation on behalf of Cwchro BC, RMA, SARMA, AMM, LAS, UMBIB, NSFM, FFEM, MMB, HWYAC, HAM, AVC and its current and potential Members and represented Associations and their Members, which includes all MASH/MUSH sectors, Provincial Governments, Federal Agencies, Crown Corporations, local Governmental and other not-for-profit organizations located in all provinces and territories in Canada including but not limited to British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland and Labrador, Northwest Territories, Yukon Territories and Nunavut. Request for Proposal (RFP) to result in regional and/or national contract solutions under the rules and regulations of Canadian trade agreements (including Canadian Free Trade Agreement (CFTA) Chapter 5, Ontario-Quebec Trade and Cooperation Agreement, and Canada-European Union Comprehensive Economic and Trade Agreement (CETA) Chapter 18, New West Partnership Trade Agreement (NWPTA), Atlantic Trade and Procurement Partnership (ATPP) as applicable). Canoe/Sourcewell is requesting proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services to result in a national contracting solution for use by its members. Members include thousands of governments, higher education, K-12 education, not-for-profit, trade government, and other public agencies located in Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal (https://portal.sourcewell-mmg.ca). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024, at 4:20 pm Central Time, and late proposals will not be considered. 1. Sourcewell and Canoe are seeking proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services. Awards under this solicitation for Class 4-8 chassis and cabs will be in two (2) categories. Proposals submitting a proposal in Category 1 as defined herein will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. For example, if a Proposer offers chassis and cabs with Internal Combustion Engines (ICE) as well as chassis and cabs with electric propulsion systems the Proposer should designate it as seeking an award in Category 1 only. Proposals seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems only. Category 1: All engines, fuel, and propulsion type chassis and cabs: a. Internal Combustion Engine fuel types including but not limited to: Gasoline, Diesel, Propane Autogas, CNG, Biodiesel, or other alternative fuels for the following class chassis: i. Class 4; ii. Class 5; iii. Class 6; iv. Class 7; v. Class 8; b. Battery Electric Vehicle (BEV); Fuel Cell Electric Vehicle; Hybrid Electric Vehicle; or other alternative Electric Propulsion Systems for the following class chassis: i. Class 4; ii. Class 5; iii. Class 6; iv. Class 7; v. Class 8. Proposers may include related equipment, accessories, parts, upfitting, services, and Class 3 chassis to the extent that these solutions are ancillary or complementary to the equipment or products being proposed in Category 2 above. 2. The primary focus of this solicitation is on Class 4-8 Chassis and Cabs. This solicitation should NOT be construed to include services-only, or transit bus solutions. a. This solicitation does not include those equipment, products, or services covered under categories included in pending or planned sourcewell solicitations, or in contracts currently maintained by Sourcewell, identified below: a. Automobiles, Vans, SUVs, and Light Trucks with Related Equipment, Accessories, and Services (RFP #091521); and b. School Buses with Related Accessories, Supplies, Parts, and Services (RFP #081022). 4. The term of any resulting contract(s) awarded by Sourcewell under this solicitation will be four years. Sourcewell and supplier may agree to up to three additional one-year extensions based on the best interests of Sourcewell and its Participating Entities. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances. 5. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal (https://portal.sourcewell-mmg.ca). Only proposals submitted through the Sourcewell Procurement Portal will be considered. 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. Only complete proposals that are timely submitted through the Sourcewell Procurement Portal will be considered. Late proposals will not be considered. It is the Proposer's sole responsibility to ensure that the proposal is received on time. 6. Following submission of proposals, negotiations may be permitted.

Estimated Contract Start Date

May 1, 2024

Estimated Contract End Date

May 1, 2028

Estimated Contract Duration

3 Year(s) – 51 Week(s) – 6 Day(s)

*These estimated contract dates and duration are only estimates and subject to change.

Open & competitive opportunity - Rural Municipalities of Alberta (RMA) - Request for Proposal Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

UNSPSC Commodity Codes

The United Nations Standard Products and Services Code (UNSPSC) is an international classification system for products and services. You can use these codes to search for opportunities/notices that match the specific categories of products and/or services you supply. Previously used Goods and Services Identification Number (GSIN) codes are also listed, where available, as a convenience to Suppliers.

Code

GSIN Code

Description

Code Level

There are currently no items to display

Notes: Access the full open dataset of codes used in APC at [Open Datasets](#).

Back to top

Contact Info

If you have questions, please contact the Contact Person below: **only by email**.

Contact Person

Tara Woff

Method of Contact

tara.woff@sourcewell-mmg.gov

Address

2510 Sparrow Drive
Nisku, Alberta
Canada
T9E 0H5

Back to top

Document Downloads

Documents

Document Name

File Info

Download All

Supplemental Information

2024 02 07 RFP_032824_Class_4-8_Chassis_Canoe.pdf

PDF • 2.3 MB

Download

Notice.pdf

PDF • 52.2 kb

Download

Provincial Associations - Public Sector Agencies 2024.xlsx

XL SX • 126.6 kb

Download

Back to top

Interested Suppliers

Prior to submitting a response to an opportunity, you should express interest before its Closing Date, so that your business name is published in the Interested Suppliers list below and you are subscribed to email notifications of updates to the opportunity.

Additionally, you may also choose to explicitly indicate interest in potential partnership inquiries from other Suppliers for this opportunity and publish your preferred contact information in the Interested Suppliers list.

Note that you will automatically be deemed as having expressed interest in an opportunity when you download any opportunity documents. You can update your interest in the opportunity and/or in partnerships at any time before the Closing Date, after which expressing and/or updating interest will NOT be available.

Interested Suppliers list

Interested in partnerships with other Suppliers

☐ Only display Suppliers interested in partnerships with other Suppliers.

Suppliers who express interest in this opportunity (see "Express Interest" above) will be listed here. Check back later.

Back to top

Legal Support

Alberta

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Bid RFP #032824 – Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

Bid Type RFP

Bid Number 032824

Title Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

Start Date Feb 8, 2024 9:05:00 AM CST

End Date Mar 28, 2024 4:30:00 PM CDT

Agency Sourcewell

Bid Contact Tara Wolff
(218) 541-5362
rfp@sourcewell-mn.gov
202 12th Street NE
P.O. Box 219
Staples, MN 56479-0219

Access Reports

View reports on who has been notified of the bid or accessed it.
[Notification report] [Access report]

Questions

0 Questions
0 Unanswered
[View/Ask Questions]

Edit Bid

[Create Addendum]

Description

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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 March 28, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

Pre-Bid Conference

Date	Feb 28, 2024 10:00:00 AM CST
Location	Online Conference
Notes	Login information will be emailed two business days prior to the event to those registered in the Sourcewell Portal.

Documents

No Documents for this bid



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 032824
Bid Name:	Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services
Bid Status:	Closed
Bid Closing Date:	Thu Mar 28, 2024 4:30:00 PM (CDT)
Question Deadline:	Wed Mar 20, 2024 4:30:00 PM (CDT)
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:	Yes
Public Opening Address:	See RFP and FAQ documents for details.
Description:	Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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 March 28, 2024, at 4:30 p.m. Central Time , 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:

[Show Categories](#) [+]



Register for this Bid



Download Bid Documents



Register

OPEN

Class 4-8 Chassis with Related Equipment, Accessories, and Services

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis with Related Equipment, Accessories, 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 RFP can be found on the Sourcewell Procurement Portal, and only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024 at 04:30 PM CT and late proposals will not be considered.

Important Dates

- Pre-Proposal Conference:
February 28, 2024 at 10:00 AM CT
- Proposal Due:
March 28, 2024 at 04:30 PM CT

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

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	032824
Solicitation Name	Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services	Procurement Type	Goods , Services
Country & Province/State	Canada / Ontario	Published By	Sourcewell
Accept Questions	Not Applicable		
Internal Information (For Internal Use Only)			
Procurement Title/Project Name	032824 Class 4-8 Chassis		

Advertisement

Basic Settings			
Solicitation Type	Open to all suppliers	Estimated Contract Amount	\$250,000,000.00
Publish Date	02/08/2024	Closing Date & Time	03/28/2024 16:30:00 CT
Publish Option		Value Range for this Solicitation	10,000,001 over

Selected Categories

- Automotive/ Industrial
- Industrial Vehicles/ Equipment Fire trucks, Ambulances, Transport Trucks, Garbage Trucks, Buses (school and commercial), Utility Trucks, Ride-on Lawn Mowers, decontamination trailers, streetcars, ice-resurfacers, office trailers, trains etc



Solicitation Overview



Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

032824

Closing Date: 03/28/2024 04:30:00 PM CT

Detail:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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 March 28, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

Solicitations List 032824 - Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and ... (Published)

- X
- 1

Preview
- 2

Amendments
- 3

Bid Results
- 4

Award
- 5

Audit



Preview

Print

Notice Categories

Basic Information

Estimated Contract Value (CAD)
250,000,000.00 (Not shown to suppliers)

Issuing Organization
Sourcewell

Solicitation Number
032824

Source ID
PP.CO.USA.868485.C88455

Reference Number
0000264192

Solicitation Type
RFP - Request for Proposal (Formal)

Title
Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

Details

Location
Canada, 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 Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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... [See more](#)

Dates

Publication Date
2024/02/08 09:35:01 AM EST

Question Acceptance Deadline
2024/03/20 05:30:00 PM EDT

Questions are submitted online
No

Closing Date
2024/03/28 05:30:00 PM EDT

Bid Intent
Not Available

Prebid Conference
2024/02/28 11:00:00 AM EST

Contact Information

Procurement Department

rfp@sourcewell-mn.gov

218-894-1930

Pre-Bidding Events

Event Type
Prebid Conference

Attendance
Recommended

Event date
2024/02/28 11:00:00 AM EST

Location
Online Conference

Event Note
Login information will be emailed two business days prior to the event to those registered in the Sourcewell Portal.

Bid Submission Process

Bid Submission Type
Electronic Bid Submission

Pricing
In attached document

Bid Documents List

Item Name	Description	Mandatory	Limited to 1 file
Bid Documents	Documents defining the proposal	Yes	No

Proposal Evaluation
Class 4-8 Chassis and Cabs RFP #032824
Category 1



	Possible Points	72 HOUR, LLC dba National Auto Fleet Group	Anthon International	Autocar Truck, LLC	Battle Motors, Inc.	Buyers Products Company, Inc.	Certified Stainless Service, Inc. dba West- Mark	Daimler Trucks North America, LLC	Dennis Eagle, Inc.	Ed Murdock Superstores, Inc. dba Lavonia Ford	Emerald Transportation Solutions, LLC	Expertec Van Systems, Inc.	Hino Motors Sales U.S.A., Inc.	Kenworth Truck Company, Division of PACCAR, Inc.
Conformance to RFP Requirements	50	44	42	42	43	41	45	44	43	41	41		42	44
Pricing	400	339	328	326	333	326	335	331	321	319	321		331	344
Financial Viability and Marketplace Success	75	66	63	63	59	60	66	65	61	58	56		64	69
Ability to Sell and Deliver Service	100	85	69	81	77	73	80	90	84	74	68		80	90
Marketing Plan	50	45	43	38	43	41	43	43	42	45	38		37	43
Value Added Attributes	75	63	59	61	62	57	63	64	62	57	56		56	64
Warranty and Performance Standards or Guarantees	50	44	39	43	44	37	40	44	43	41	38		40	43
Depth and Breadth of Offered Equipment, Products, or Services	200	178	164	164	166	166	173	168	134	162	167		156	174
Total Points	1,000	863	807	818	826	802	844	850	789	798	784		805	870
Rank Order		2	13	12	10	15	5	4	19	16.5	20		14	1

	Possible Points	LOS ANGELES TRUCK CENTERS (VVG Holdings, LLC)	Mack Trucks, Inc.	Navistar, Inc. (International Truck)	North Central International dba Hoglund Bus Co.	Olathe Ford Sales, Inc.	Par-Kan Company, LLC	Peterbilt Motors - MD Sales	Rush Enterprises (Rush Truck Centers of Texas, L.P.)	Stellar Industries, Inc.	Stykemain Chevrolet, LLC	Truck Country of Wisconsin	Truckcorp, LLC	VALLEY FORD OF HURON, INC.
Conformance to RFP Requirements	50	43	43	45	42	44		43	44	42	37	39	43	43
Pricing	400	274	331	299	311	323		314	331	324	258	276	338	271
Financial Viability and Marketplace Success	75	68	68	65	61	64		67	65	60	50	59	65	64
Ability to Sell and Deliver Service	100	86	87	87	73	83		87	84	78	60	73	84	74
Marketing Plan	50	42	41	44	40	41		43	38	39	31	39	44	39
Value Added Attributes	75	64	66	66	56	62		66	61	59	47	60	68	63
Warranty and Performance Standards or Guarantees	50	44	44	44	40	44		44	41	41	34	41	43	41
Depth and Breadth of Offered Equipment, Products, or Services	200	174	163	174	162	170		168	176	156	163	159	173	173
Total Points	1,000	795	843	823	782	830		831	840	798	677	747	858	767
Rank Order		18	6	11	21	9		8	7	16.5	24	23	3	22

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Michael Muñoz
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Michael Muñoz, CPPB, Senior Procurement Analyst

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James Voelker
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James Voelker, CPCW, CFCW, Procurement Manager

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Ginger Line
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Ginger Line, MPA NIGP-CPP CPPB, Senior Procurement Analyst

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Carol Jackson
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Carol Jackson, Procurement Analyst

Proposal Evaluation Class 4-8 Chassis and Cabs RFP #032824 Category 2



	Possible Points	Bollinger Motors, Inc.	BYD Motors, LLC	Electric Vehicle Conversions, LLC dba Electric Vehicle Choice (EVC)	GreenPower Motor Company, Inc.	Lion Buses, Inc. (The Lion Electric Company)	Nikola Corporation	REE Automotive USA, Inc.	Roundtrip EV Solutions, Inc.	Workhorse Technologies, Inc.
Conformance to RFP Requirements	50	37	42	43	42	43	42	41	43	42
Pricing	400	293	296	325	306	320	318	318	333	320
Financial Viability and Marketplace Success	75	50	61	58	58	62	60	53	55	56
Ability to Sell and Deliver Service	100	50	69	76	68	75	83	75	69	67
Marketing Plan	50	39	39	41	40	39	40	41	42	40
Value Added Attributes	75	49	61	65	60	64	62	61	64	59
Warranty and Performance Standards or Guarantees	50	36	42	43	42	43	42	43	41	41
Depth and Breadth of Offered Equipment, Products, or Services	200	108	157	176	149	167	138	136	168	154
Total Points	1,000	660	766	827	764	811	784	765	814	778
Rank Order		9	6	1	8	3	4	7	2	5

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Michael Muñoz, CPPB, Senior Procurement Analyst

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James Voelker
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James Voelker, CPCM, CFCM, Procurement Manager

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Ginger Line
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Ginger Line, MPA NIGP-CPP CPPB, Senior Procurement Analyst

DocuSigned by:
Carol Jackson
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Carol Jackson, Procurement Analyst



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #032824
Entitled

Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

The following advertisement was placed February 8, 2024 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, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, February 9, 2024 in Oregon's *Daily Journal of Commerce*, and February 8 and February 14, 2024 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024, 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	Kenworth Truck Company, Division of PACCAR, Inc.
Acela, Inc.	Lion Buses, Inc. (The Lion Electric Company)
Amthor International	LOS ANGELES TRUCK CENTERS (VVG Holdings, LLC)
Aria Contracting Sales & Services, Inc.	Mack Trucks, Inc.
Autocar Truck, LLC	Mall Chevrolet
Battle Motors, Inc.	Merlin Ford Lincoln
Betts Platinum Group, LLC	Midwest Bus Parts, Inc.
Bollinger Motors, Inc.	Mohawk Electric Trucks
Boucher Group Inc.	Motiv Power Systems, Inc.
Broadway Ford Truck	MTECH Incorporated
Buyers Products Company, Inc.	Navistar, Inc. (International Truck)
BYD Motors, LLC	Nikola Corporation
CAM CLARK FORD SALES, LTD 2012	North Central International dba Hoglund Bus Co.
Campbell Freightliner of Orange County, LLC	Olathe Ford Sales, Inc.

Campbell Freightliner, LLC	Pacifico Ford, Inc.
CARL BLACK OF ORLANDO, LLC	Par-Kan Company, LLC
Certified Stainless Service, Inc. dba West-Mark	Peterbilt Motors - MD Sales
Colonial Equipment Company	Pioneer Truckweld, Inc.
Computer Design Center, LLC	R Noble & Sons, Inc.
Concord Road Equipment Mfg., LLC	REE Automotive USA, Inc.
Creative Bus Sales, Inc.	Ricart Properties, Inc.
Daimler Trucks North America, LLC	RIDE MOBILITY, LLC
Dennis Eagle, Inc.	Roundtrip EV Solutions, Inc.
Dobbs Ford, Inc.	Rush Enterprises (Rush Truck Centers of Texas, L.P.)
Ed Murdock Superstores, Inc. dba Lavonia Ford	Rush Truck Centers of Illinois, Inc.
Electric Vehicle Conversions, LLC dba Electric Vehicle Choice (EVC)	Rush Truck Centers of Oklahoma, Inc.
Emerald Transportation Solutions, LLC	Southland International Trucks, Ltd.
Endera Motors	Stellar Industries, Inc.
Expertec Van Systems, Inc.	Stinar, LLC
Garber Highland, Inc.	Stykemain Chevrolet, LLC
GCL Diesel Injection Service	TEC Equipment
GENERAL BODY MANUFACTURING CO., INC.	The Fab Shop, LLC
Gincor Industries	Truck Country of Wisconsin
GovZERO	Truckcorp, LLC
GreenPower Motor Company, Inc.	VALLEY FORD OF HURON, INC. (Valley Truck Centers)
Gregory Poole Equipment Company	Vector Fleet Management
Harlow's Bus Sales, Inc.	Viking Cives Midwest, Inc.
Hino Motors Sales U.S.A., Inc.	Village of Lowville
Ice Glen Holdings, Inc.	Certified Stainless Service, Inc. dba West-Mark
Isuzu Commercial Truck of America	Whites Welding, LLC
JOE AHRENS, INC.	Workhorse Technologies, Inc.
John Grappone, Inc.	Zeus Electric Chassis, Inc.
Ken Garff Ford	

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 March 28, 2024, at 4:30 pm CT. Proposals were received from the following:

72 HOUR, LLC dba National Auto Fleet Group
 Amthor International
 Autocar Truck, LLC
 Battle Motors, Inc.
 Bollinger Motors, Inc.
 Buyers Products Company, Inc.
 BYD Motors, LLC
 Certified Stainless Service, Inc. dba West-Mark
 Daimler Trucks North America, LLC

Dennis Eagle, Inc.
Ed Murdock Superstores, Inc. dba Lavonia Ford
Electric Vehicle Conversions, LLC dba Electric Vehicle Choice (EVC)
Emerald Transportation Solutions, LLC
Expertec Van Systems, Inc.
GreenPower Motor Company, Inc.
Hino Motors Sales U.S.A., Inc.
Kenworth Truck Company, Division of PACCAR, Inc.
Lion Buses, Inc. (The Lion Electric Company)
LOS ANGELES TRUCK CENTERS (VVG Holdings, LLC)
Mack Trucks, Inc.
Navistar, Inc. (International Truck)
Nikola Corporation
North Central International dba Hoglund Bus Co.
Olathe Ford Sales, Inc.
Par-Kan Company, LLC
Peterbilt Motors - MD Sales
REE Automotive USA, Inc.
Roundtrip EV Solutions, Inc.
Rush Enterprises (Rush Truck Centers of Texas, L.P.)
Stellar Industries, Inc.
Stykemain Chevrolet, LLC
Truck Country of Wisconsin
Truckcorp, LLC
VALLEY FORD OF HURON, INC. (Valley Truck Centers)
Workhorse Technologies, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Manager
Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst
Carol Jackson, Procurement Analyst
Michael Muñoz, CPPB, Senior 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 responses from Expertec Van Systems, Inc., and Par-Kan Company, 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.

Autocar Truck, LLC is a medium and heavy-duty truck manufacturer selling and servicing Class 7 and 8 chassis. They bring multiple product lines in various configurations, including options for CNG. Their dealer network has a presence in all states and provinces and their products are backed by a solid warranty. Autocar Truck is offering Sourcewell participating entities competitively discounted pricing.

Battle Motors, Inc. is a manufacturer offering 20 different medium and heavy-duty models. Their presence includes 37 dealers with 144 locations in the United States. Battle Motors offers a true low entry chassis. They are offering competitive discounts off MSRP pricing to Sourcewell participating entities.

Certified Stainless Service, Inc. dba West-Mark, is offering their full line of Class 4-8 chassis, as well as turn-key truck solutions including D.O.T. tanks, vacuum tanks and specialty equipment of all types in stainless steel, aluminum, and mild steel. They provide customer service to Sourcewell participating entities in the United States and Canada. West-Mark offers a significant discount on their products along with volume discounts.

Daimler Trucks North America manufacturers Class 6-8 commercial vehicles. They sell and service their products through their network of over 400 sales locations and approximately 150 parts and service locations. They provide a solid warranty for their large number of configurations available. Daimler offers a solid price discount to all Sourcewell participating entities.

Electric Vehicle Conversions, LLC is a manufacturer offering battery electric, hydrogen fuel cell electric vehicles along with fleet electrification products. With their factory direct sales force and 800 sales representatives and 2200 DOT/ASE certified technicians, they can cover all the United States and Canada. They offer different kinds of training at no cost with vehicle purchase. They are offering competitive discounts off MSRP pricing to Sourcewell participating entities.

Kenworth Truck Company offers truck chassis in Class 5-8 that are available at over 400 dealers in the United States and Canada. Their advanced technology includes increased safety, improved fuel economy, navigation systems, diagnostic tools, and proactive diagnostic and repair planning before the truck reaches the shop. Kenworth Truck Company is offering Sourcewell participating entities a solid discount off their list pricing.

Lion Buses, Inc. is a zero-emission heavy-duty battery electric truck and bus manufacturer, that has a proven track record with vehicle ranges up to 250 miles per charge. Their trucks feature a tight turning radius, and optimization of visibility to enhance safety. Lion offers Sourcewell participating entities volume discounts along with their substantial discounted list pricing.

Mack Trucks, Inc. includes truck chassis alternatives in Class 6-8 with sales through 432 dealer locations in the United States and Canada. They have a dedicated UpTime Center staffed with over 600 people providing live support 24/7/365. All Mack powered trucks come standard with connectivity and remote monitoring of the Mack engine, transmission, and after-treatment systems. Sourcewell participating entities will have access to a variety of financing and leasing options, competitive discounts, and extended service plans.

National Auto Fleet Group is offering Class 4-8 chassis from 11 different manufacturers including Ford, RAM FCA, Chevrolet, HINO, ISUZU, International, Volvo, Freightliner/Western Star, MACK, Kenworth, and Peterbilt. Through their direct sales force and dealerships, as well as their manufacturer partner dealer networks, they can sell and service across the United States and Canada. Sourcewell participating entities will receive a significant discount off MSRP.

Navistar, Inc. manufactures and offers a large selection of Class 4-8 chassis models to fulfill Sourcewell participating entity needs. Navistar is offering Sourcewell participating entities a solid discount. Their extensive dealer network is positioned to serve the needs of Sourcewell participating entities across North America.

Nikola Corporation is a manufacturer of battery-electric and hydrogen fuel cell electric Class 8 vehicles. With their factory direct sales force and 175 authorized dealers, they can cover all the United States. Their focus and commitment to sustainability is present in what they build and how they do it. They are offering competitive discounts off list pricing to Sourcewell participating entities.

Olathe Ford Sales, Inc. has been in business for over 100 years. They are offering numerous models in Classes 3-7 from multiple manufacturers. With their large direct sales force and vast partner network, they can serve and sell across the United States and Canada. Their offering includes ICE as well as a fully electric offering. Olathe is offering Sourcewell participating entities a solid discount off their list pricing.

Peterbilt Motors Company is medium and heavy-duty Class 6-8 truck manufacturer that has been around for over 80 years. Their dealer network consists of 432 locations along with 7 parts distribution centers. Some of the advances they offer are their configurable digital display, Smart Nav, SmartAir, collision mitigation, driver information display, stability control, Zinc coated frame rails, and Allison FuelSense, among others. Peterbilt offers Sourcewell participating entities substantial discounts from list pricing.

Roundtrip EV Solutions, Inc. provides Class 4-8 electric chassis focusing on the refuse industry along with various maintenance and repair options along with charging infrastructure. They are offering equipment interoperability, charger interoperability, integrated software, 96% guaranteed charger uptime, and an energy management system. Their "Full-Service Lease" is a program offered to all Sourcewell participating entities which includes necessary services along with the chassis. Sourcewell participating entities will have access to significant discounts, and extended service plans.

Rush Truck Centers of Texas has been serving truck buyers for almost 70 years with over 140 locations in the United States. They are offering Class 4-8 chassis from eight different manufacturers. Their offering includes multiple ICE drivetrains with one BEV option as well. Participating entities will receive a solid discount off MSRP with a volume discount at 10 units.

Truckcorp, LLC was founded in 1971 and has grown to 65 locations with more locations included with their partner networks. They offer 16 options of Class 4-8 chassis along with a myriad of upfitting options for various industries' models to fulfill Sourcewell participating entity needs. Truckcorp is offering a considerable discount. Their dealer network can serve Sourcewell participating entities across the United States and Canada.

Workhorse Technologies, Inc. is offering a line of Class 4-6 electric chassis and stepvan options to further their mission of pioneering the transition to zero-emission commercial vehicles. Workhorse offers sales and service through 12 dealers in 17 states. They provide service to Sourcewell participating entities in the United States. Workhorse offers a significant discount on their products along with a retroactive volume discount.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #032824 to:

Autocar Truck LLC	#032824-ATC
Battle Motors, Inc.	#032824-CRN
Certified Stainless Service, Inc. dba West-Mark	#032824-CER
Daimler Trucks North America	#032824-DAI
Electric Vehicle Conversions, LLC	#032824-ELV
Kenworth Truck Company	#032824-KTC

Lion Buses, Inc.	#032824-LON
Mack Trucks, Inc.	#032824-MAK
National Auto Fleet Group	#032824-NAF
Navistar, Inc	#032824-NVS
Nikola Corporation	#032824-NKA
Olathe Ford Sales, Inc.	#032824-OLA
Peterbilt Motors Company	#032824-PMC
Roundtrip EV Solutions, Inc.	#032824-RDT
Rush Truck Centers of Texas	#032824-RTG
Truckcorp, LLC	#032824-TRK
Workhorse Technologies, Inc.	#032824-WKH

The preceding recommendations were approved on June 20, 2024.

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James Voelker
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James Voelker, CPCM, CFCM, Procurement Manager

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Ginger Line
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Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst

DocuSigned by:
Carol Jackson
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Carol Jackson, Procurement Analyst II

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Michael Muñoz
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Michael Muñoz, CPPB, Senior 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 #032824 for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, 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.

Signed by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer

**SOURCEWELL
STATE OF MINNESOTA**



Member Kicker moved the adoption of the following Resolution:

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

1/16/2024

Resolution No. 2024_01

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 Dahlberg and the following voted in favor: (list names here)

Zylka, Nagel, Thiel, Barrows, Arts, Kircher, Kicker, Dahlberg

and the following voted against: (list names here or "NONE")

NONE

whereupon said resolution was declared duly passed and adopted.

ATTEST:

DocuSigned by:

Linda Arts

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Clerk to the Board of Directors

APPENDIX A

SOURCEWELL PROCUREMENT DEPARTMENT
BOARD ITEMS - January 2024
CONSENT AGENDA ITEMS
Requesting Board permission to Solicit the following categories:

None

Requesting Board permission to Re-Solicit the following categories:

Equipment Rental Solutions with Related Services

Class 4-8 Chassis with Related Equipment, Accessories, and Services

CONSENT AGENDA ITEMS
NEW CONTRACTS

Supplier Name	Contract Number	Solicitation Title
Dasco Storage Solutions	110923-DASCO	"Physical Storage Systems and Equipment with Related Software and Services"
DeBourgh Mfg. Co.	110923-DBM	"Physical Storage Systems and Equipment with Related Software and Services"
Kardex Remstar	110923-KRS	"Physical Storage Systems and Equipment with Related Software and Services"
Spacefile International Corp.	110923-SPCFI	"Physical Storage Systems and Equipment with Related Software and Services"
Spacesaver Corp.	110923-SPC	"Physical Storage Systems and Equipment with Related Software and Services"
Curbtender	110223-CRB	"Refuse Collection Vehicles with Related Equipment, Accessories and Services"
Labrie Enviroquip Group	110223-LEG	"Refuse Collection Vehicles with Related Equipment, Accessories and Services"
McNeilus Truck & Mfg.	110223-MCN	"Refuse Collection Vehicles with Related Equipment, Accessories and Services"
Scranton Mfg. Co.	110223-NWY	"Refuse Collection Vehicles with Related Equipment, Accessories and Services"
The Heil Co.	110223-THC	"Refuse Collection Vehicles with Related Equipment, Accessories and Services"

CONTRACT EXTENSIONS

Supplier Name	Contract Number	Solicitation Title
Ford Motor Company	101520-FMC	"OEM Automotive Parts and Supplies"
Clark Equip. dba Bobcat-Doosan Construction	040319-CEC	"Medium Duty and Compact Construction Equipment with Related Attachments, Accessories and Supplies"
Gradall Industries	040319-GRD	"Medium Duty and Compact Construction Equipment with Related Attachments, Accessories and Supplies"
JCB, Inc.	040319-JCB	"Medium Duty and Compact Construction Equipment with Related Attachments, Accessories and Supplies"
Kubota Tractor Corp.	040319-KBA	"Medium Duty and Compact Construction Equipment with Related Attachments, Accessories and Supplies"
CNH Industrial America	032119-CNH	"Heavy Construction Equipment with Related Accessories, Attachments, and Supplies"
Hyundai Construction Equipment Americas	032119-HCE	"Heavy Construction Equipment with Related Accessories, Attachments, and Supplies"
Volvo Group North America	032119-VCE	"Heavy Construction Equipment with Related Accessories, Attachments, and Supplies"

NEW IDIQ CONTRACTS

Company Name	Contract Number	Region - Type of Work
None		

IDIQ Contract Extensions

Company Name	Contract Number	
Ohio Paving and Construction Company, Inc.	OH-R2-PA02-102021-OPC	
McDaniel's Construction Corp., Inc.	OH-MBE-R3-GC01-102021-MCC	
McDaniel's Construction Corp., Inc.	OH-MBE-R3-CC01-102021-MCC	
The Lusk Group	OH-R2-C01-102021-LUS	
McDaniel's Construction Corp., Inc.	OH-MBE-R4-GC01-102021-MCC	
Air Force One	OH-R4-HVAC02-102021-AFO	

APPENDIX A Continued

Johnson-Laux Construction, LLC	OH-R4-GC06-102021-JLC	
F.H. Paschen, S.N. Nielsen & Associates, LLC	OH-R5-GC02-102021-FHP	
Air Force One	OH-R2-HVAC02-102021-AFO	
The Lusk Group	OH-R1-PA01-102021-LUS	
The Lusk Group	OH-R2-RW01-102021-LUS	
The Lusk Group	OH-R2-GC07-102021-LUS	
The Lusk Group	OH-R2-PA01-102021-LUS	
The Lusk Group	OH-R3-CC01-102021-LUS	
Centennial Contractors Enterprises, Inc.	OH-R2-GC02-102021-CCE	
Centennial Contractors Enterprises, Inc.	OH-R4-GC02-102021-CCE	
The Lusk Group	OH-R1-RW01-102021-LUS	
McDaniel's Construction Corp., Inc.	OH-MBE-R4-CC01-102021-MCC	
Genesis 1 Construction	OH-R2-GC06-102021-GNS	
Centennial Contractors Enterprises, Inc.	OH-R1-GC04-102021-CCE	
The Lusk Group	OH-R1-CC01-102021-LUS	
The Lusk Group	OH-R3-GC05-102021-LUS	
The Lusk Group	OH-R3-RW01-102021-LUS	
The Lusk Group	OH-R4-E02-102021-LUS	
The Lusk Group	OH-R4-PA01-102021-LUS	
Place Services, Inc.	OH-R1-E01-102021-PLA	
F.H. Paschen, S.N. Nielsen & Associates, LLC	OH-R3-GC03-102021-FHP	
The Lusk Group	OH-R3-E02-102021-LUS	
Place Services, Inc.	OH-R4-E01-102021-PLA	
Triton Services, Inc.	OH-R4-GC08-102021-TRS	
The Lusk Group	OH-R4-RW01-102021-LUS	
The Lusk Group	OH-R5-C01-102021-LUS	
The Lusk Group	OH-R5-CC01-102021-LUS	
The Lusk Group	OH-R2-CC01-102021-LUS	
The Lusk Group	OH-R4-C01-102021-LUS	
The Lusk Group	OH-R5-RW01-102021-LUS	
Air Force One	OH-R1-HVAC02-102021-AFO	
Air Force One	OH-R5-HVAC02-102021-AFO	
The K Company, Inc.	OH-R2-HVAC01-102021-TKC	
Ohio Paving and Construction Company, Inc.	OH-R2-C02-102021-OPC	
Place Services, Inc.	OH-R1-GC03-102021-PLA	
Place Services, Inc.	OH-R2-E01-102021-PLA	
Place Services, Inc.	OH-R2-GC04-102021-PLA	
Place Services, Inc.	OH-R3-E01-102021-PLA	
Regency Construction Services Inc	OH-R2-GC08-102021-REG	
The K Company, Inc.	OH-R4-HVAC01-102021-TKC	
McDaniel's Construction Corp., Inc.	OH-MBE-R5-GC01-102021-MCC	
Universal Contracting Corporation	OH-R4-GC05-102021-UCC	
F.H. Paschen, S.N. Nielsen & Associates, LLC	OH-R4-GC03-102021-FHP	
Air Force One	OH-R3-HVAC02-102021-AFO	
The K Company, Inc.	OH-R3-HVAC01-102021-TKC	
Place Services, Inc.	OH-R3-GC04-102021-PLA	
Place Services, Inc.	OH-R4-GC04-102021-PLA	
Place Services, Inc.	OH-R5-GC03-102021-PLA	
Place Services, Inc.	OH-R5-E01-102021-PLA	
The K Company, Inc.	OH-R1-HVAC01-102021-TKC	
Centennial Contractors Enterprises, Inc.	OH-R3-GC02-102021-CCE	
The Lusk Group	OH-R4-CC01-102021-LUS	
The Lusk Group	OH-R5-GC05-102021-LUS	
The Lusk Group	OH-R5-PA01-102021-LUS	
Johnson-Laux Construction, LLC	OH-R3-GC06-102021-JLC	
McDaniel's Construction Corp., Inc.	OH-MBE-R5-CC01-102021-MCC	
Johnson-Laux Construction, LLC	OH-R1-GC05-102021-JLC	
The K Company, Inc.	OH-R5-HVAC01-102021-TKC	
The Lusk Group	OH-R1-C01-102021-LUS	
The Lusk Group	OH-R3-PA01-102021-LUS	
The Lusk Group	OH-R3-C01-102021-LUS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	OH-R1-GC02-102021-FHP	
F.H. Paschen, S.N. Nielsen & Associates, LLC	OH-R2-GC03-102021-FHP	
Johnson-Laux Construction, LLC	OH-R2-GC05-102021-JLC	
The Lusk Group	OH-R5-E02-102021-LUS	
Johnson-Laux Construction, LLC	OH-R5-GC04-102021-JLC	

APPENDIX A Continued

G & B Electric Co.	OH-R2-E02-102021-GBE	
The Lusk Group	OH-R1-GC06-102021-LUS	
The Lusk Group	OH-R1-E02-102021-LUS	
Lee Construction and Maintenance Company	TX-NT-EC-101619-LCM	
G2 General Contractors	TX-NT-APC-101619-GGC	
G2 General Contractors	TX-NT-P-101619-GGC	
G2 General Contractors	TX-NT-W-101619-GGC	
Centennial Contractors Enterprises, Inc.	TX-NT-GC-101619-CCE	
Gomez Floor Covering, Inc. dba GFC Contracting	TX-NT-F-101619-GFC	
CORE Construction Services of Texas, Inc.	TX-NT-APC-101619-CCT	
CORE Construction Services of Texas, Inc.	TX-NT-P-101619-CCT	
Lee Construction and Maintenance Company	TX-NT-P-101619-LCM	
Gomez Floor Covering, Inc. dba GFC Contracting	TX-NT-P-101619-GFC	
Lee Construction and Maintenance Company	TX-NT-GC-101619-LCM	
WR Construction Inc.	TX-PH-GC-101619-WRC	
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-P-101619-CCT	
Tri-State General Contracting Group, Inc.	TX-PH-GC-101619-JRT	
G2 General Contractors	TX-NT-GC-101619-GGC	
G2 General Contractors	TX-NT-RC-101619-GGC	
Freedom Construction-a series of tFg Companies, LLC	TX-NT-GC-101619-FRC	
Teinert Construction	TX-PH-GC-101619-TCB	
SDB, Inc.	TX-PH-GC-101619-SDB	
Lee Construction and Maintenance Company	TX-NT-F-101619-LCM	
Teinert Construction	TX-NT-GC-101619-TCB	
CORE Construction Services of Texas, Inc.	TX-NT-GC-101619-CCT	
Henthorn Commercial Construction, LLC	TX-NT-GC-101619-HCL	
CORE Construction Services of Texas, Inc.	TX-PH-F-101619-CCT	
F.H. Paschen, S.N. Nielsen & Associates, LLC	TX-NT-GC-101619-FHP	
SDB, Inc.	TX-NT-GC-101619-SDB	
CORE Construction Services of Texas, Inc.	TX-NT-F-101619-CCT	
F.H. Paschen, S.N. Nielsen & Associates, LLC	TX-PH-GC-101619-FHP	
Nouveau Construction and Technology Services, LP	TX-NT-GC-101619-NCT	
Henthorn Commercial Construction, LLC	TX-PH-GC-101619-HCL	
David Mancini & Sons, Inc.	FL-R1-CC01-111821-DMS	
Astra Group, LLC	FL-R1-CC02-111821-ACS	
Amici Engineering Contractors	FL-R1-CC03-111821-AME	
Nichols Contracting, Inc.	FL-R1-E01-111821-NIC	
Advanced Roofing, Inc.	FL-R1-E02-111821-ADR	
Jewel of the South	FL-R1-GC01-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R1-GC02-111821-FHP	
Place Services, Inc.	FL-R1-GC03-111821-PLA	
JOC Construction	FL-R1-GC04-111821-LRI	
Nichols Contracting, Inc.	FL-R1-GC05-111821-NIC	
Johnson-Laue Construction, LLC	FL-R1-GC06-111821-JLC	
Advanced Roofing, Inc.	FL-R1-GC07-111821-ADR	
RAM Construction & Development	FL-R1-GC08-111821-RAM	
Millers Plumbing & Mechanical, Inc.	FL-R1-HVAC01-111821-MPM	
Advanced Roofing, Inc.	FL-R1-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R1-HVAC03-111821-MSF	
Astra Group, LLC	FL-R1-PAC01-111821-ACS	
David Mancini & Sons, Inc.	FL-R1-PAC02-111821-DMS	
Advanced Roofing, Inc.	FL-R1-RW01-111821-ADR	
David Mancini & Sons, Inc.	FL-R2-CC01-111821-DMS	
Astra Group, LLC	FL-R2-CC02-111821-ACS	
Amici Engineering Contractors	FL-R2-CC03-111821-AME	
Advanced Roofing, Inc.	FL-R2-E01-111821-ADR	
Integrated Fire & Security Solutions Inc	FL-R2-E02-111821-IFS	
Jewel of the South	FL-R2-GC01-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R2-GC02-111821-FHP	
Place Services, Inc.	FL-R2-GC03-111821-PLA	
JOC Construction	FL-R2-GC04-111821-LRI	
Advanced Roofing, Inc.	FL-R2-GC05-111821-ADR	
Johnson-Laue Construction, LLC	FL-R2-GC06-111821-JLC	
RAM Construction & Development	FL-R2-GC07-111821-RAM	

APPENDIX A Continued

HCR Construction, Inc.	FL-R2-GC08-111821-HCR	
Millers Plumbing & Mechanical, Inc.	FL-R2-HVAC01-111821-MPM	
Advanced Roofing, Inc.	FL-R2-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R2-HVAC03-111821-MSF	
Astra Group, LLC	FL-R2-PAC02-111821-ACS	
Amici Engineering Contractors	FL-R2-PAC03-111821-AME	
David Mancini & Sons, Inc.	FL-R2-PAC03-111821-DMS	
Advanced Roofing, Inc.	FL-R2-RW01-111821-ADR	
David Mancini & Sons, Inc.	FL-R3-CC01-111821-DMS	
Astra Group, LLC	FL-R3-CC02-111821-ACS	
Amici Engineering Contractors	FL-R3-CC03-111821-AME	
Advanced Roofing, Inc.	FL-R3-E01-111821-ADR	
Jewel of the South	FL-R3-GC01-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R3-GC02-111821-FHP	
Place Services, Inc.	FL-R3-GC03-111821-PLA	
JOC Construction	FL-R3-GC04-111821-LRI	
Advanced Roofing, Inc.	FL-R3-GC05-111821-ADR	
Johnson-Laux Construction, LLC	FL-R3-GC06-111821-JLC	
RAM Construction & Development	FL-R3-GC07-111821-RAM	
HCR Construction, Inc.	FL-R3-GC08-111821-HCR	
Millers Plumbing & Mechanical, Inc.	FL-R3-HVAC01-111821-MPM	
Advanced Roofing, Inc.	FL-R3-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R3-HVAC03-111821-MSF	
Astra Group, LLC	FL-R3-PAC01-111821-ACS	
David Mancini & Sons, Inc.	FL-R3-PAC02-111821-DMS	
Amici Engineering Contractors	FL-R3-PAC03-111821-AME	
Advanced Roofing, Inc.	FL-R3-RW01-111821-ADR	
Amici Engineering Contractors	FL-R4-CC01-111821-AME	
David Mancini & Sons, Inc.	FL-R4-CC02-111821-DMS	
Astra Group, LLC	FL-R4-CC03-111821-ACS	
Advanced Roofing, Inc.	FL-R4-E01-111821-ADR	
Nichols Contracting, Inc.	FL-R4-E02-111821-NIC	
Jewel of the South	FL-R4-GC01-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R4-GC02-111821-FHP	
Place Services, Inc.	FL-R4-GC03-111821-PLA	
JOC Construction	FL-R4-GC04-111821-LRI	
Advanced Roofing, Inc.	FL-R4-GC05-111821-ADR	
Nichols Contracting, Inc.	FL-R4-GC06-111821-NIC	
Johnson-Laux Construction, LLC	FL-R4-GC07-111821-JLC	
David Mancini & Sons, Inc.	FL-R4-GC08-111821-DMS	
HCR Construction, Inc.	FL-R4-GC09-111821-HCR	
Astra Group, LLC	FL-R4-GC10-111821-ACS	
Millers Plumbing & Mechanical, Inc.	FL-R4-HVAC01-111821-MPM	
Advanced Roofing, Inc.	FL-R4-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R4-HVAC03-111821-MSF	
Amici Engineering Contractors	FL-R4-PAC01-111821-AME	
Astra Group, LLC	FL-R4-PAC02-111821-ACS	
David Mancini & Sons, Inc.	FL-R4-PAC03-111821-DMS	
Advanced Roofing, Inc.	FL-R4-RW01-111821-ADR	
David Mancini & Sons, Inc.	FL-R5-CC01-111821-DMS	
Astra Group, LLC	FL-R5-CC02-111821-ACS	
Amici Engineering Contractors	FL-R5-CC03-111821-AME	
Advanced Roofing, Inc.	FL-R5-E01-111821-ADR	
Nichols Contracting, Inc.	FL-R5-E02-111821-NIC	
Jewel of the South	FL-R5-GC01-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R5-GC02-111821-FHP	
Place Services, Inc.	FL-R5-GC03-111821-PLA	
JOC Construction	FL-R5-GC04-111821-LRI	
Advanced Roofing, Inc.	FL-R5-GC05-111821-ADR	
Nichols Contracting, Inc.	FL-R5-GC06-111821-NIC	
Johnson-Laux Construction, LLC	FL-R5-GC07-111821-JLC	
David Mancini & Sons, Inc.	FL-R5-GC08-111821-DMS	
Millers Plumbing & Mechanical, Inc.	FL-R5-HVAC01-111821-MPM	
Advanced Roofing, Inc.	FL-R5-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R5-HVAC03-111821-MSF	
David Mancini & Sons, Inc.	FL-R5-PAC01-111821-DMS	

APPENDIX A Continued

Astra Group, LLC	FL-R5-PAC02-111821-ACS	
Amici Engineering Contractors	FL-R5-PAC03-111821-AME	
Advanced Roofing, Inc.	FL-R5-RW01-111821-ADR	
David Mancini & Sons, Inc.	FL-R6-CC01-111821-DMS	
Astra Group, LLC	FL-R6-CC02-111821-ACS	
Amici Engineering Contractors	FL-R6-CC03-111821-AME	
Advanced Roofing, Inc.	FL-R6-E01-111821-ADR	
Nichols Contracting, Inc.	FL-R6-E02-111821-NIC	
Integrated Fire & Security Solutions Inc	FL-R6-E03-111821-IFS	
Jewel of the South	FL-R6-GC01-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R6-GC02-111821-FHP	
Shiff Construction & Development, Inc.	FL-R6-GC03-111821-SCD	
Advanced Roofing, Inc.	FL-R6-GC04-111821-ADR	
JOC Construction	FL-R6-GC05-111821-LRI	
Place Services, Inc.	FL-R6-GC06-111821-PLA	
Centennial Contractors Enterprises, Inc.	FL-R6-GC07-111821-CCE	
Ovation Construction Company	FL-R6-GC08-111821-OCC	
Hall Mechanical and Air Conditioning LLC	FL-R6-HVAC01-111821-HMA	
Advanced Roofing, Inc.	FL-R6-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R6-HVAC03-111821-MSF	
David Mancini & Sons, Inc.	FL-R6-PAC01-111821-DMS	
Astra Group, LLC	FL-R6-PAC02-111821-ACS	
Amici Engineering Contractors	FL-R6-PAC03-111821-AME	
Advanced Roofing, Inc.	FL-R6-RW01-111821-ADR	
David Mancini & Sons, Inc.	FL-R7-CC01-111821-DMS	
Astra Group, LLC	FL-R7-CC02-111821-ACS	
Amici Engineering Contractors	FL-R7-CC03-111821-AME	
Advanced Roofing, Inc.	FL-R7-E01-111821-ADR	
Nichols Contracting, Inc.	FL-R7-E02-111821-NIC	
Integrated Fire & Security Solutions Inc	FL-R7-E03-111821-IFS	
Jewel of the South	FL-R7-GC01-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R7-GC02-111821-FHP	
Shiff Construction & Development, Inc.	FL-R7-GC03-111821-SCD	
Advanced Roofing, Inc.	FL-R7-GC04-111821-ADR	
JOC Construction	FL-R7-GC05-111821-LRI	
Place Services, Inc.	FL-R7-GC06-111821-PLA	
Nichols Contracting, Inc.	FL-R7-GC07-111821-NIC	
Amici Engineering Contractors	FL-R7-GC08-111821-AME	
Hall Mechanical and Air Conditioning LLC	FL-R7-HVAC01-111821-HMA	
Advanced Roofing, Inc.	FL-R7-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R7-HVAC03-111821-MSF	
David Mancini & Sons, Inc.	FL-R7-PAC01-111821-DMS	
Astra Group, LLC	FL-R7-PAC02-111821-ACS	
Amici Engineering Contractors	FL-R7-PAC03-111821-AME	
Advanced Roofing, Inc.	FL-R7-RW01-111821-ADR	
David Mancini & Sons, Inc.	FL-R8-CC01-111821-DMS	
Astra Group, LLC	FL-R8-CC02-111821-ACS	
Amici Engineering Contractors	FL-R8-CC04-111821-AME	
Advanced Roofing, Inc.	FL-R8-E01-111821-ADR	
Nichols Contracting, Inc.	FL-R8-E02-111821-NIC	
Integrated Fire & Security Solutions Inc	FL-R8-E03-111821-IFS	
Harbour Construction, Inc.	FL-R8-GC01-111821-HBC	
Jewel of the South	FL-R8-GC02-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R8-GC03-111821-FHP	
Shiff Construction & Development, Inc.	FL-R8-GC04-111821-SCD	
David Mancini & Sons, Inc.	FL-R8-GC05-111821-DMS	
Advanced Roofing, Inc.	FL-R8-GC06-111821-ADR	
Centennial Contractors Enterprises, Inc.	FL-R8-GC07-111821-CCE	
JOC Construction	FL-R8-GC08-111821-LRI	
Place Services, Inc.	FL-R8-GC09-111821-PLA	
Nichols Contracting, Inc.	FL-R8-GC10-111821-NIC	
Hall Mechanical and Air Conditioning LLC	FL-R8-HVAC01-111821-HMA	
Advanced Roofing, Inc.	FL-R8-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R8-HVAC03-111821-MSF	
David Mancini & Sons, Inc.	FL-R8-PAC01-111821-DMS	
Astra Group, LLC	FL-R8-PAC02-111821-ACS	

APPENDIX A Continued

Amici Engineering Contractors	FL-R8-PAC04-111821-AME	
Advanced Roofing, Inc.	FL-R8-RW01-111821-ADR	
David Mancini & Sons, Inc.	FL-R9-CC01-111821-DMS	
Astra Group, LLC	FL-R9-CC02-111821-ACS	
Amici Engineering Contractors	FL-R9-CC03-111821-AME	
Advanced Roofing, Inc.	FL-R9-E01-111821-ADR	
Nichols Contracting, Inc.	FL-R9-E02-111821-NIC	
Integrated Fire & Security Solutions Inc	FL-R9-E03-111821-IFS	
Shiff Construction & Development, Inc.	FL-R9-GC01-111821-SCD	
Jewel of the South	FL-R9-GC02-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R9-GC03-111821-FHP	
David Mancini & Sons, Inc.	FL-R9-GC04-111821-DMS	
Advanced Roofing, Inc.	FL-R9-GC05-111821-ADR	
Place Services, Inc.	FL-R9-GC06-111821-PLA	
JOC Construction	FL-R9-GC07-111821-LRI	
Centennial Contractors Enterprises, Inc.	FL-R9-GC08-111821-CCE	
Hall Mechanical and Air Conditioning LLC	FL-R9-HVAC01-111821-HMA	
Advanced Roofing, Inc.	FL-R9-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R9-HVAC03-111821-MSF	
David Mancini & Sons, Inc.	FL-R9-PAC01-111821-DMS	
Astra Group, LLC	FL-R9-PAC02-111821-ACS	
Amici Engineering Contractors	FL-R9-PAC03-111821-AME	
Advanced Roofing, Inc.	FL-R9-RW01-111821-ADR	
Salomon Construction & Roofing	FL-R9-RW02-111821-SCR	
David Mancini & Sons, Inc.	FL-R10-CC01-111821-DMS	
Lanzo Construction Co., Florida	FL-R10-CC02-111821-LCC	
Astra Group, LLC	FL-R10-CC03-111821-ACS	
Amici Engineering Contractors	FL-R10-CC04-111821-AME	
Advanced Roofing, Inc.	FL-R10-E01-111821-ADR	
Nichols Contracting, Inc.	FL-R10-E02-111821-NIC	
Harbour Construction, Inc.	FL-R10-GC01-111821-HBC	
Shiff Construction & Development, Inc.	FL-R10-GC02-111821-SCD	
Team Contracting, Inc.	FL-R10-GC03-111821-TCI	
David Mancini & Sons, Inc.	FL-R10-GC04-111821-DMS	
Advanced Roofing, Inc.	FL-R10-GC05-111821-ADR	
Jewel of the South	FL-R10-GC06-111821-JOS	
F.H. Paschen, S.N. Nielsen & Associates, LLC	FL-R10-GC07-111821-FHP	
Place Services, Inc.	FL-R10-GC08-111821-PLA	
Nichols Contracting, Inc.	FL-R10-GC09-111821-NIC	
Amici Engineering Contractors	FL-R10-GC10-111821-AME	
Johnson-Laue Construction, LLC	FL-R10-GC11-111821-JLC	
Centennial Contractors Enterprises, Inc.	FL-R10-GC12-111821-CCE	
Hall Mechanical and Air Conditioning LLC	FL-R10-HVAC01-111821-HMA	
Advanced Roofing, Inc.	FL-R10-HVAC02-111821-ADR	
Mechanical Services of Central Florida, Inc.	FL-R10-HVAC03-111821-MSF	
David Mancini & Sons, Inc.	FL-R10-PAC01-111821-DMS	
Lanzo Construction Co., Florida	FL-R10-PAC02-111821-LCC	
Astra Group, LLC	FL-R10-PAC03-111821-ACS	
Amici Engineering Contractors	FL-R10-PAC04-111821-AME	
Advanced Roofing, Inc.	FL-R10-RW01-111821-ADR	
Salomon Construction & Roofing	FL-R10-RW02-111821-SCR	

**SOURCEWELL
STATE OF MINNESOTA**



Member Kicker moved the adoption of the following Resolution:

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

7/16/2024

Resolution No. 2024_23

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 Thiel and the following voted in favor: (list names here)

Zylka, Thiel, Barrows, Arts, Kicker, Dahlberg

and the following voted against: (list names here or "NONE")

NONE

whereupon said resolution was declared duly passed and adopted.

ATTEST:

DocuSigned by:

Linda Arts

0EF5785E1EAD4CF...
Clerk to the Board of Directors

APPENDIX A

SOURCEWELL PROCUREMENT DEPARTMENT
BOARD ITEMS - July 2024

CONSENT AGENDA ITEMS	Requesting Board permission to Solicit the following categories:		
	Risk Management, Employee Benefits, and Insurance Consulting Services		
	Requesting Board permission to Re-Solicit the following categories:		
	After Market Parts and Supplies		
	Body Armor with Related Accessories, Equipment, and Services		
	Tax Exempt Municipal Leasing with Related Services		
	Indefinite Delivery Indefinite Quantity - Florida		
	Contract Extensions		
CONSENT AGENDA ITEMS	Supplier Name	Contract Number	Solicitation Title
	Multiforce Systems	092920-MTF	"Aboveground Fuel and Fluid Storage with Related Hardware, Software and Services"
	Gilbarco	092920-GVR	"Aboveground Fuel and Fluid Storage with Related Hardware, Software and Services"
	Syn-tech Systems	092920-SYS	"Aboveground Fuel and Fluid Storage with Related Hardware, Software and Services"
	E.J. Ward	092920-EJW	"Aboveground Fuel and Fluid Storage with Related Hardware, Software and Services"
	JF Petroleum Group	092920-JFA	"Aboveground Fuel and Fluid Storage with Related Hardware, Software and Services"
	Western Global	092920-WST	"Aboveground Fuel and Fluid Storage with Related Hardware, Software and Services"
	Graco	092920-GRC	"Aboveground Fuel and Fluid Storage with Related Hardware, Software and Services"
	NAPA	032521-GPC	"Aftermarket Vehicle Parts and Supplies"
	Peterbilt	060920-PMC	"Class 4-8 Chassis with Related Equipment, Accessories and Services"
	Shaw Integrated and Turf Solutions	080819-SII	"Flooring Materials with Related Supplies and Services"
	New Contracts		
	Supplier Name	Contract Number	Solicitation Title
	TK Elevator Corporation	050224-TKE	"Elevators, Escalators, and Moving Walks with Related Equipment, Services and Supplies"
	Schindler Elevator Corporation	050224-SCH	"Elevators, Escalators, and Moving Walks with Related Equipment, Services and Supplies"
	Transel Elevator & Electric, Inc.	050224-TRL	"Elevators, Escalators, and Moving Walks with Related Equipment, Services and Supplies"
	National Auto Fleet Group	032824-NAF	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Truckcorp, LLC	032824-TRK	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Olathe Ford Sales	032824-OLA	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Navistar	032824-NVS	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Nikola Corporation	032824-NKA	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Peterbilt Motors Company	032824-PMC	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Kenworth Truck Company	032824-KTC	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	The Lion Electric Company/Lion Buses, Inc.	032824-LON	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Electric Vehicle Conversions	032824-ELV	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Roundtrip EV Solutions	032824-RDT	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Certified Stainless Service dba West-Mark	032824-CER	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Rush Truck Centers of Texas/Rush Enterprises	032824-RTG	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
	Workhorse Technologies	032824-WKH	"Class 4-8 Chassis and Cabs with Related Equipment and Services"

APPENDIX A Continued

Daimler Trucks North America	032824-DAI	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
Battle Motors	032824-CRN	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
Autocar Truck/Autocar Industries	032824-ATC	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
Mack Trucks	032824-MAK	"Class 4-8 Chassis and Cabs with Related Equipment and Services"
NEW IDIQ CONTRACTS		
Company Name	Contract Number	Region - Type of Work
none		
Company Name	Contract Number	
IDIQ CONTRACT EXTENSIONS		
Adrian L. Merton, Inc.	MD-R5-HVAC02-052621-ALM	
Skyline Roofing, Inc.	MD-R1-RW01-052621-SKY	
Skyline Roofing, Inc.	MD-R2-RW01-052621-SKY	
Skyline Roofing, Inc.	MD-R3-RW01-052621-SKY	
Vigil Contracting, Inc.	MD-R2-GC01-052621-VGL	
Centennial Contractors Enterprises, Inc.	MD-R6-GC04-052621-CCE	
Centennial Contractors Enterprises, Inc.	MD-R5-GC04-052621-CCE	
S-Works Construction Corporation	MD-R4-GC04-052621-SWC	
Paige Industrial Services, Inc.	MD-R6-GC03-052621-PAI	
Paige Industrial Services, Inc.	MD-R3-GC03-052621-PAI	
Paige Industrial Services, Inc.	MD-R3-E02-052621-PAI	
Paige Industrial Services, Inc.	MD-R3-RW02-052621-PAI	
Paige Industrial Services, Inc.	MD-R6-HVAC02-052621-PAI	
Paige Industrial Services, Inc.	MD-R5-RW02-052621-PAI	
Paige Industrial Services, Inc.	MD-R6-RW02-052621-PAI	
Adrian L. Merton, Inc.	MD-R4-HVAC02-052621-ALM	
Paige Industrial Services, Inc.	MD-R6-PAC02-052621-PAI	
F.H. Paschen, S.N. Nielsen & Associates, LLC	MD-R1-GC02-052621-FHP	
Skyline Roofing, Inc.	MD-R5-RW01-052621-SKY	
Vigil Contracting, Inc.	MD-R4-E02-052621-VGL	
S-Works Construction Corporation	MD-R2-GC03-052621-SWC	
Vigil Contracting, Inc.	MD-R4-GC01-052621-VGL	
Vigil Contracting, Inc.	MD-R2-HVAC01-052621-VGL	
Vigil Contracting, Inc.	MD-R6-E02-052621-VGL	
Nichols Contracting, Inc.	MD-R5-GC01-052621-NIC	
Adrian L. Merton, Inc.	MD-R3-HVAC02-052621-ALM	
Vigil Contracting, Inc.	MD-R5-E02-052621-VGL	
Centennial Contractors Enterprises, Inc.	MD-R3-GC02-052621-CCE	
Paige Industrial Services, Inc.	MD-R3-PAC01-052621-PAI	
Paige Industrial Services, Inc.	MD-R5-PAC02-052621-PAI	
Adrian L. Merton, Inc.	MD-R2-HVAC02-052621-ALM	
Centennial Contractors Enterprises, Inc.	MD-R4-GC02-052621-CCE	
Johnson-Laux Construction, LLC	MD-R1-GC04-052621-JLC	
Centennial Contractors Enterprises, Inc.	MD-R1-GC03-052621-CCE	
Step 1 Enterprises, LLC	MD-R1-GC01-052621-S1E	
Vigil Contracting, Inc.	MD-R5-GC02-052621-VGL	
The Matthews Group	MD-R2-GC04-052621-TMG	
Vigil Contracting, Inc.	MD-R3-GC04-052621-VGL	
Vigil Contracting, Inc.	MD-R3-HVAC01-052621-VGL	
Nichols Contracting, Inc.	MD-R3-GC01-052621-NIC	
Vigil Contracting, Inc.	MD-R5-HVAC01-052621-VGL	
Vigil Contracting, Inc.	MD-R2-E02-052621-VGL	
Paige Industrial Services, Inc.	MD-R5-GC03-052621-PAI	
Vigil Contracting, Inc.	MD-R6-GC01-052621-VGL	
Vigil Contracting, Inc.	MD-R6-HVAC01-052621-VGL	
Vigil Contracting, Inc.	MD-R4-HVAC01-052621-VGL	
Mans Construction Company	NM-R1-E-060222-MCO	
National Roofing Company, Inc.	NM-R1-R-060222-NRC	
National Roofing Company, Inc.	NM-R2-R-060222-NRC	
National Roofing Company, Inc.	NM-R5-R-060222-NRC	

APPENDIX A Continued

Mans Construction Company	NM-R4-R-060222-MCO	
Ross Wes Electrical Services	NM-R5-E-060222-RWE	
Junior Builders	NM-R4-GC-060222-JUB	
Junior Builders	NM-R4-P-060222-JUB	
Junior Builders	NM-R3-GC-060222-JUB	
Junior Builders	NM-R3-P-060222-JUB	
HB Construction, Inc.	NM-R5-GC-060222-HCO	
GM Builders, Inc.	NM-R5-GC-060222-GMB	
GM Builders, Inc.	NM-R2-GC-060222-GMB	
Mans Construction Company	NM-R4-E-060222-MCO	
Mans Construction Company	NM-R5-R-060222-MCO	
White Sands Construction Inc.	NM-R5-GC-060222-WSC	
GM Builders, Inc.	NM-R5-R-060222-GMB	
National Construction, Inc.	NM-R4-GC-060222-NCI	
Jim Sena Construction Co., Inc.	NM-R3-GC-060222-JSC	
GM Builders, Inc.	NM-R2-R-060222-GMB	
GM Builders, Inc.	NM-R3-R-060222-GMB	
WWRC, Inc.	NM-R3-P-060222-WRI	
Jim Sena Construction Co., Inc.	NM-R3-R-060222-JSC	
WWRC, Inc.	NM-R2-HVAC-060222-WRI	
GM Builders, Inc.	NM-R1-R-060222-GMB	
HB Construction, Inc.	NM-R1-GC-060222-HCO	
WWRC, Inc.	NM-R3-R-060222-WRI	
WWRC, Inc.	NM-R4-GC-060222-WRI	
WWRC, Inc.	NM-R4-P-060222-WRI	
WWRC, Inc.	NM-R4-R-060222-WRI	
Jim Sena Construction Co., Inc.	NM-R4-R-060222-JSC	
GM Builders, Inc.	NM-R4-R-060222-GMB	
HB Construction, Inc.	NM-R2-GC-060222-HCO	
Ross Wes Electrical Services	NM-R1-E-060222-RWE	
WWRC, Inc.	NM-R3-HVAC-060222-WRI	
Jim Sena Construction Co., Inc.	NM-R4-GC-060222-JSC	
Mans Construction Company	NM-R5-E-060222-MCO	
Consolidated Builders of NM	NM-R3-GC-060222-COB	
Consolidated Builders of NM	NM-R4-GC-060222-COB	
CORE Construction Services of Texas, Inc.	NM-R5-GC-060222-CCT	
DKG & Associates, Inc.	NM-R2-R-060222-DKG	
Ross Wes Electrical Services	NM-R2-E-060222-RWE	
GM Builders, Inc.	NM-R1-GC-060222-GMB	
Dallago Corporation	NM-R1-P-060222-DCO	
CORE Construction Services of Texas, Inc.	NM-R1-GC-060222-CCT	
Dallago Corporation	NM-R1-HVAC-060222-DCO	
DKG & Associates, Inc.	NM-R4-R-060222-DKG	
DKG & Associates, Inc.	NM-R5-R-060222-DKG	
Consolidated Builders of NM	NM-R1-GC-060222-COB	
Consolidated Builders of NM	NM-R2-GC-060222-COB	
CORE Construction Services of Texas, Inc.	NM-R2-GC-060222-CCT	
Mans Construction Company	NM-R3-E-060222-MCO	
WWRC, Inc.	NM-R4-HVAC-060222-WRI	
Mans Construction Company	NM-R1-GC-060222-MCO	
Mans Construction Company	NM-R2-E-060222-MCO	
Consolidated Builders of NM	NM-R5-GC-060222-COB	
DKG & Associates, Inc.	NM-R1-R-060222-DKG	
Smith Roofing, Inc.	NM-R5-R-060222-SMR	
WWRC, Inc.	NM-R2-GC-060222-WRI	
WWRC, Inc.	NM-R2-P-060222-WRI	
WWRC, Inc.	NM-R2-R-060222-WRI	
Triton Services, Inc.	KY-NC-HVAC01-062420-TRS	
The Lusk Group	KY-NC-GC05-062420-LMC	
The Lusk Group	KY-E-GC03-062420-LMC	
Place Services, Inc.	KY-W-GC01-062420-PLS	
Place Services, Inc.	KY-E-E01-062420-PLS	
The Lusk Group	KY-W-HVAC01-062420-LMC	
The Lusk Group	KY-NC-HVAC02-062420-LMC	
The Lusk Group	KY-NC-E02-062420-LMC	
The Lusk Group	KY-W-RW01-062420-LMC	
F.H. Paschen, S.N. Nielsen & Associates, LLC	KY-NC-GC04-062420-FHP	

APPENDIX A Continued

F.H. Paschen, S.N. Nielsen & Associates, LLC	KY-W-GC02-062420-FHP	
F.H. Paschen, S.N. Nielsen & Associates, LLC	KY-E-GC02-062420-FHP	
The Lusk Group	KY-W-E02-062420-LMC	
Tecta America Corp	KY-W-RW02-062420-TEA	
Place Services, Inc.	KY-NC-GC03-062420-PLS	
Place Services, Inc.	KY-NC-E01-062420-PLS	
Tecta America Corp	KY-NC-RW02-062420-TEA	
Tecta America Corp	KY-E-RW02-062420-TEA	
The Lusk Group	KY-NC-RW01-062420-LMC	
The Lusk Group	KY-W-GC03-062420-LMC	
The Lusk Group	KY-E-HVAC01-062420-LMC	
The Lusk Group	KY-E-E02-062420-LMC	
Place Services, Inc.	KY-E-GC01-062420-PLS	
Calhoun Construction Services	KY-NC-GC02-062420-CAC	
Place Services, Inc.	KY-W-E01-062420-PLS	
The Lusk Group	KY-E-RW01-062420-LMC	
Triton Services, Inc.	KY-NC-GC01-062420-TRS	



Proposal Opening Record

Date of opening: March 28, 2024

Sourcewell posted Request for Proposal #032824, for the procurement Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services, on the Sourcewell Procurement Portal [\[portal.sourcewell-mn.gov\]](https://portal.sourcewell-mn.gov) on Thursday, February 8, 2024, and the solicitation remained in an open status within the portal until March 28, 2024, 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 March 28, 2024, the date and time specified in the Solicitation Schedule.

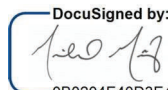
The undersigned certify that all responses received on Request for Proposal #032824 were submitted through the Sourcewell Procurement Portal, and that each Proposer's response material was digitally sealed upon submission and remained inaccessible until the due date and time specified in the Solicitation Schedule.

Responses were received from the following:

72 HOUR, LLC dba National Auto Fleet Group - Submitted Wed Mar 27, 2024 at 6:09:27 PM
Amthor International - Submitted Wed Mar 27, 2024 at 4:11:06 PM
Autocar Truck, LLC - Submitted Thu Mar 28, 2024 at 1:09:03 PM
Battle Motors, Inc. – Submitted Thu Mar 28, 2024 at 2:58:24 PM
Bollinger Motors, Inc. - Submitted Thu Mar 28, 2024 at 4:01:43 PM
Buyers Products Company, Inc. - Submitted Thu Mar 28, 2024 at 3:02:24 PM
BYD Motors, LLC - Submitted Thu Mar 28, 2024 at 9:01:48 AM
Certified Stainless Service, Inc. dba West-Mark - Submitted Thu Mar 28, 2024 at 11:17:01 AM
Daimler Trucks North America, LLC - Submitted Thu Mar 28, 2024 at 9:56:59 AM
Dennis Eagle, Inc. - Submitted Mon Mar 25, 2024 at 7:03:25 AM
Ed Murdock Superstores, Inc. dba Lavonia Ford - Submitted Thu Mar 28, 2024 at 3:58:22 PM
Electric Vehicle Conversions, LLC dba Electric Vehicle Choice (EVC) - Submitted Thu Mar 28, 2024 at 1:55:38 PM
Emerald Transportation Solutions, LLC - Submitted Thu Mar 28, 2024 at 4:11:31 PM
Expertec Van Systems, Inc. - Submitted Thu Mar 28, 2024 at 12:42:35 PM
GreenPower Motor Company, Inc. - Submitted Thu Mar 28, 2024 at 2:44:58 PM
Hino Motors Sales U.S.A., Inc. - Submitted Thu Mar 28, 2024 at 11:14:41 AM
Kenworth Truck Company, Division of PACCAR, Inc. - Submitted Wed Mar 27, 2024 at 7:02:51 PM

Lion Buses, Inc. (The Lion Electric Company) - Submitted Wed Mar 27, 2024 at 12:29:01 PM
LOS ANGELES TRUCK CENTERS (VVG Holdings, LLC) - Submitted Thu Mar 28, 2024 at 2:11:33 PM
Mack Trucks, Inc. - Submitted Wed Mar 27, 2024 at 4:13:41 PM
Navistar, Inc. (International Truck) - Submitted Thu Mar 28, 2024 at 11:14:55 AM
Nikola Corporation - Submitted Thu Mar 28, 2024 at 2:29:39 PM
North Central International dba Hoglund Bus Co. - Submitted Tue Mar 26, 2024 at 3:14:05 PM
Olathe Ford Sales, Inc. - Submitted Thu Mar 28, 2024 at 2:17:18 PM
Par-Kan Company, LLC - Submitted Thu Mar 28, 2024 at 3:49:46 PM
Peterbilt Motors - MD Sales - Submitted Thu Mar 28, 2024 at 9:59:08 AM
REE Automotive USA, Inc. - Submitted Thu Mar 28, 2024 at 11:44:11 AM
Roundtrip EV Solutions, Inc. - Submitted Thu Mar 28, 2024 at 2:52:53 PM
Rush Enterprises (Rush Truck Centers of Texas, L.P.) - Submitted Thu Mar 28, 2024 at 2:25:34 PM
Stellar Industries, Inc. - Submitted Thu Mar 28, 2024 at 1:24:38 PM
Stykemain Chevrolet, LLC - Submitted Wed Mar 27, 2024 at 12:56:32 PM
Truck Country of Wisconsin - Submitted Thu Mar 28, 2024 at 2:57:07 PM
Truckcorp, LLC - Submitted Thu Mar 28, 2024 at 1:29:54 PM
VALLEY FORD OF HURON, INC. (Valley Truck Centers)- Submitted Wed Mar 27, 2024 at 4:16:38 PM
Workhorse Technologies, Inc. - Submitted Thu Mar 28, 2024 at 9:29:32 AM

The Proposals were opened electronically, and a list of all Proposers was made publicly available in the Sourcwell Procurement Portal, on March 28, 2024, at 4:30 pm CT. All responsive proposals were then submitted for review by the Sourcwell Evaluation Committee.

DocuSigned by:

0B0204E40D3E445...

Michael Muñoz, CPPB, Senior Procurement Analyst

DocuSigned by:

6EE63AEDED5F46E...

Carol Jackson, Procurement Analyst

Certificate Of Completion

Envelope Id: B4BD1133-4103-43D3-8888-735F04C213E7

Status: Sent

Subject: Council Legislation - Navistar

Source Envelope:

Document Pages: 111

Signatures: 5

Envelope Originator:

Certificate Pages: 16

Initials: 0

Procurement Resource Group

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Envelopeld Stamping: Enabled

Nashville, TN 37219

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prg@nashville.gov

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Location: DocuSign

4/8/2025 8:18:32 AM

prg@nashville.gov

Security Appliance Status: Connected

Pool: StateLocal

Storage Appliance Status: Connected

Pool: Metropolitan Government of Nashville and
Davidson County

Location: Docusign

Signer Events

Signature

Timestamp

Elizabeth Jefferson

elizabeth.jefferson@nashville.gov

Security Level: Email, Account Authentication
(None)

Elizabeth Jefferson

Sent: 4/8/2025 8:21:33 AM

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Signed: 4/9/2025 2:37:22 PM

Signature Adoption: Pre-selected Style

Using IP Address: 170.190.198.185

Electronic Record and Signature Disclosure:

Not Offered via Docusign

Dennis Rowland

dennis.rowland@nashville.gov

Purchasing Agent & Chief Procurement Officer

Security Level: Email, Account Authentication
(None)

Dennis Rowland

Sent: 4/9/2025 2:37:30 PM

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Signed: 4/9/2025 4:10:56 PM

Signature Adoption: Pre-selected Style

Using IP Address: 170.190.198.185

Electronic Record and Signature Disclosure:

Not Offered via Docusign

Jenneen Reed/mjw

MaryJo.Wiggins@nashville.gov

Security Level: Email, Account Authentication
(None)

Jenneen Reed/mjw

Sent: 4/9/2025 4:11:03 PM

Viewed: 4/9/2025 4:51:16 PM

Signed: 4/9/2025 4:51:49 PM

Signature Adoption: Pre-selected Style

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Electronic Record and Signature Disclosure:

Accepted: 4/9/2025 4:51:16 PM

ID: db335bf7-ba67-4600-a6df-5c6fab619d33

Tessa V. Ortiz-Marsh

tessa.ortiz-marsh@nashville.gov

Security Level: Email, Account Authentication
(None)

Tessa V. Ortiz-Marsh

Sent: 4/9/2025 4:51:57 PM

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Signed: 4/11/2025 1:01:20 AM

Signature Adoption: Pre-selected Style

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Signed using mobile

Electronic Record and Signature Disclosure:

Accepted: 4/11/2025 1:01:13 AM

ID: e2f7b2b6-d02a-408b-b3d4-b326ad781699

Signer Events	Signature	Timestamp
Procurement Resource Group prg@nashville.gov Metropolitan Government of Nashville and Davidson County Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Not Offered via Docusign		Sent: 4/11/2025 1:01:29 AM
In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Sally Palmer sally.palmer@nashville.gov Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Accepted: 4/6/2025 7:34:54 AM ID: 7f3daaa1-ac6b-4c93-9051-a79b92d6b843		
Tessa V. Ortiz-Marsh tessa.ortiz-marsh@nashville.gov Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Accepted: 4/11/2025 1:01:13 AM ID: e2f7b2b6-d02a-408b-b3d4-b326ad781699		
Amber Gardner Amber.Gardner@nashville.gov Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Not Offered via Docusign		
Austin Kyle publicrecords@nashville.gov Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Accepted: 4/7/2025 8:16:57 AM ID: 5f6f2f76-6670-47ac-9dbb-8d0381c01479		
Terri Ray terri.ray@nashville.gov Security Level: Email, Account Authentication (None) Electronic Record and Signature Disclosure: Not Offered via Docusign		
Witness Events	Signature	Timestamp

Notary Events	Signature	Timestamp
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Envelope Summary Events	Status	Timestamps
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Payment Events	Status	Timestamps
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Electronic Record and Signature Disclosure		
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