



COMMENT AND REVIEW

To the
 REQUEST FOR PROPOSAL (RFP) #120716
 Entitled

VEHICLES, CARS, VANS, SUVs, AND LIGHT TRUCKS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on October 21, 2016, in South Carolina's *The State* on October 21, 2016, in Utah's *The Salt Lake Tribune* on October 21, 2016, in *USA Today* on October 21, 2016, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, and Biddingo:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #120716 VEHICLES, CARS, VANS, SUVs, AND LIGHT TRUCKS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES. Details of this RFP are available beginning October 21, 2016. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until December 7, 2016 at 4:30 p.m. Central Time at the above address and opened December 8, 2016 at 8:30 a.m. Central Time.

RFPs were requested from and distributed to:

Academy Ford	Lake Chevrolet
Acme Auto Leasing and stuff	Leonard Aluminum Utility Buildings
Addison Chevrolet Buick GMC Ltd.	Mall Chevrolet
Assured Telematics Inc.	Marathon Brake Systems
Avis-Budget	Mega-Tech
Bommarito Automotive Group	MHC Kenworth
Calmont Leasing Ltd.	Onvia, Inc.
Carbone Auto Group	Pine Tree Ford
Carter Chevrolet Agency	Ranger GM
City and County of San Francisco	Reno Buick GMC Cadillac Isuzu Truck
Coast Truck Centers	Shay Enterprise
Cobalt Truck Equipment	SoundOff Signal
Cruise Car, Inc.	Taylor Chevrolet GMC Buick Cadillac Ltd.
England Ford, Inc.	Titan Chemical Transfer Solutions
Ford	Tony Genco
Hunter Truck Sales	Transpart Inc.
Hyundai Motor America	Vantage Vehicle International, Inc.
IMed Mobility	Weston Nissan

J&J Truck Bodies & Trailers	Winner Ford
KarFarm	Zenith Sales of Indiana

Proposals were opened on December 8, 2016 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

72 Hour LLC, dba National Auto Fleet Group
 Plantation Sales Inc. dba Weston Nissan
 Vantage Vehicle International, Inc.
 Zenith Sales of Indiana

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, CPPB, NJPA Senior Contract Procurement Analyst
 Gregg Meierhofer, CPPO, NJPA Senior Contract Products and Price Analyst
 Keith Hanson, CPA, NJPA Accounting Manager
 Jonathan Yahn, JD, NJPA Contracts and Compliance Manager
 Kim Austin, NJPA Contract Procurement Analyst
 Chris Robinson, JD, NJPA Lead Analyst

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

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

72 Hour LLC, dba National Auto Fleet Group, is a national dealer network representing fifteen car and truck manufacturers. They have a demonstrated ability to provide exceptional service to NJPA members across North America. National Auto Fleet Group offers a robust website presence that will allow Members access to vehicle pricing and ordering on a 24 hour a day, 7 day a week basis. Their pricing is solidly within the competitive range and represents a strong value to NJPA members.

Zenith Sales of Indiana, LLC, is the exclusive dealer for Zenith Motors, a manufacturer of electric passenger, cargo and step vans certified as zero emission vehicles. Their vans are equipped with innovative electric propulsion systems, regenerative braking systems, and telematics technology. Service is provided through a network of contracted regional service centers. Zenith Sales' pricing represents a discount off of the commercial price list and includes additional discounts for multi-vehicle orders.

For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #120716 to

72 Hour LLC, dba National Auto Fleet Group	120716-NAF
Zenith Sales of Indiana, LLC	120716-ZEN

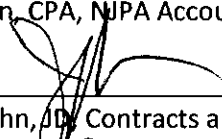
The preceding recommendations were approved on January 16, 2017.



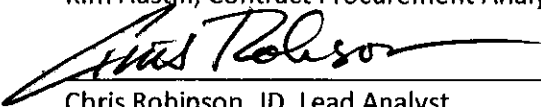
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