

LEAGUE OF OREGON CITIES
FLEET ELECTRIFICATION CHARGING, SUPPLIES & SERVICES
Solicitation No. 2435

Intent

The League of Oregon Cities (LOC) served as the Lead Agency to solicit proposals for Fleet Electrification Charging, Supplies & Services. LOC works in cooperation with National Purchasing Partners “NPP” and its Government Division dba NPPGov, dba Public Safety GPO and dba Law Enforcement GPO (collectively hereinafter “NPPGov”), to service the LOC and NPPGov membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to “piggy-back” off the resulting Master Price Agreement.

Determination for issuing RFP vs. Sealed Bid

LOC has determined that it is advantageous for LOC to procure Fleet Electrification Charging, Supplies & Services using a secure competitive RFP process evaluated based on “best value” rather than sealed bidding. Sealed bidding limits evaluation of offers solely to compliance with the requirements, provides no opportunity to compare the product and service offerings among the vendors, and uses price as the predominate deciding factor. Such limitations prevent LOC from awarding the most advantageous contract(s) to LOC and its members.

Procedure

LOC issued RFP 2435 on May 27, 2024

The RFP was published in the Daily Journal of Commerce on May 27, 2024

The RFP was published in USA Today on May 27, 2024

The first RFP Close Date extension occurred on July 3, 2024

The second RFP Close Date extension occurred on July 24, 2024

The RFP closed on August 5, 2024

The RFP was awarded on August 21, 2024

The RFP was posted to the following websites: orcities.org and nppgov.com.

The text of the published notice of solicitation is as follows:

League of Oregon Cities (LOC)
NOTICE OF SOLICITATION

LOC intends to enter into a master price agreement for the procurement of the following products and services to LOC members and make them available to all members of the national cooperative purchasing program National Purchasing Partners, LLC (“NPPGov”).

Fleet Electrification Charging, Supplies & Services #2435
Aftermarket Vehicle Parts, Tools, and Accessories #2445
Wayfinding & Signage #2450
Electronic Road and Parking Management Systems #2455
Facility HVAC Systems #2460
Responses Due July 12, 2024

For information or a copy of the Request for Proposal contact LOC, Procurement Specialist at rfp@orcities.org or download at orcities.org.

LOC received a proposal(s) from the following vendor(s):

1. AssetWorks Inc.
2. Capstone Engineered
3. Epic Charging Inc.
4. EverCharge Inc.
5. EvGateway
6. ForeFront Power
7. Polara USA Inc.
8. PowerFlex Systems, LLC
9. PowerPump
10. Real City Charging Solutions
11. SWTCH Energy Inc.

Proposals were evaluated by LOC based on the criteria contained in the RFP and selected the following successful proposer(s):

1. AssetWorks Inc.
2. Capstone Engineered
3. Epic Charging Inc.
4. EvGateway
5. ForeFront Power
6. PowerFlex Systems, LLC
7. SWTCH Energy Inc.

Evaluation

The evaluation was based on the following criteria as described in the RFP (weighted):

| Component Evaluated | Weight |
|--|---------------|
| <u>Pricing:</u> Product price and discounts proposed included favorable pricing for cooperative purchasing. Shipping conditions. <i><u>PPW Section 7.0 and Attachment D.</u></i> | 25 |
| <u>Product Line (Score only categories proposed):</u> Breadth, variety, quality of product line and innovation of products. Warranty availability. <i><u>PPW Section 9.0 and Attachment C.</u></i> | 15 |
| <u>Marketing:</u> Marketing plan to promote the resulting contractual agreement and ability to incorporate use of agreement in their sales system throughout indicated coverage region. Willingness to allow training of salesforce. <i><u>PPW Section 4.0.</u></i> | 15 |
| <u>Customer Service:</u> Support dedicated to Participating Agencies. Ability to meet promised delivery timelines. Additional services offered. Conduct e-commerce. <i><u>PPW Sub-Sections 2.3 & 2.4 and Section 6.0.</u></i> | 15 |
| <u>Proven Experience:</u> Success in providing products and services in a timely manner. Years in business, references, and reputation. Experience with cooperative purchasing. <i><u>PPW Sub-Section 1.2.</u></i> | 15 |
| <u>Coverage:</u> Ability to provide products and services for indicated coverage region including distribution, retail & service facilities, coordination of manufacturer and distribution, and staff availability. Clearly states distribution model and provides dealer list if applicable. <i><u>PPW Section 3.0 and Exhibit 1.</u></i> | 10 |
| <u>Conformance:</u> Completeness of proposal and the degree to which the Proposer responded to the terms and all requirements and specifications of the RFP. Followed the response format and content, was clear and easily understood. Provided Term's and Condition's, if applicable. <i><u>PPW Section 8.0 and 4.5 of RFP.</u></i> | 5 |
| <u>TOTAL</u> | 100 |

Pricing Structure

AssetWorks Inc.: Proposer provided a fixed pricing structure. See Price List Attachment in the resulting Master Price Agreement.

Capstone Engineered: Proposer provided a fixed pricing structure. See Price List Attachment in the resulting Master Price Agreement.

Epic Charging Inc.: Proposer provided a fixed pricing structure. See Price List Attachment in the resulting Master Price Agreement.

EvGateway: Proposer provided a fixed pricing structure. See Price List Attachment in the resulting Master Price Agreement.

ForeFront Power: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

PowerFlex Systems, LLC: Proposer provided a fixed pricing structure. See Price List Attachment in the resulting Master Price Agreement.

SWTCH Energy Inc.: Proposer provided both a fixed pricing structure and a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Additional Information

National Purchasing Partners
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