

PORTFOLIO SNAPSHOT

PORTFOLIO TITLE: Automotive Parts

LEAD STATE: California

OVERVIEW:

The State of California, in partnership with NASPO ValuePoint, has awarded Automotive Parts after conducting a re-solicitation for the previous Automotive Parts portfolio.

The Master Agreements within this portfolio offer state and local government end users access to twenty (20) automotive parts categories.

Initial Term: Five (5) years
October 20, 2026 through October 19, 2031

Renewals: Totaling up to an additional two (2) years following the initial term

Total Term Possible: Seven (7) Years

KEY BENEFITS:

1. **Better Pricing** - In 19 of the 20 categories, the overall average discount is greater than or equal to the previous portfolio's overall average. Additionally, the total average discount increased by 2% compared to the previous portfolio.
2. **Coverage** - Retained all three incumbents and added one new supplier to provide coverage for participating entities
3. **Flexibility** - Agencies can order products online through an electronic catalog or at retail sales establishments

CATEGORY OFFERINGS:

1. Air Conditioning
2. Alternators and Starters
3. Batteries
4. Bearings (Ball and Roller)
5. Belts and Hoses
6. Brakes
7. Electrical and Ignition
8. Emissions, Sensors, and Exhaust
9. Engine and Drive Train
10. Filters (Oil, Gas, Air, and Transmission)
11. Gaskets and Seals
12. Heating and Cooling (Engine)
13. Lamps, Lighting, and Mirrors
14. Oils, Chemicals, Fluids, and Lubricants
15. Pumps (Fuel and Water)
16. Suspension (Shocks and Struts) and Steering
17. Wipers
18. Winter Accessories
19. General Automotive Parts (Aftermarket Automotive Parts not included in Categories 1-18)
20. Automotive Repair Shop Supplies, Equipment, and Tools (e.g., windshield repair kits, wrenches, etc.)

PRICING:

Master Agreement pricing is based on category discounts for each of the twenty (20) categories as submitted to the Lead State in each Bidder's proposal.

RFP INFORMATION:

- Solicitation Number: 0000037049
- Released: 01/08/2026
- Closed: 02/17/2026
- Total Days Publicly Posted: 40 days
- Number of Addenda Posted: 1
- Pre-Proposal Conference 01/22/2026
- Supplier Attendance: 15 attendees

STATES ON SOURCING TEAM:

- California (Lead)
- Alaska
- Indiana (until mid-February 2026)
- Vermont

VENDOR RESPONSES:

A total of five (5) proposals were received. A total of four (4) awards were recommended based on responsiveness and final rankings against the pre-established evaluation criteria.

EVALUATION INFO:

Virtual evaluations were led by the Lead State of California. The evaluation was completed by the Sourcing Team on 06/23/2026.

Responses were evaluated based on the following Evaluation Criteria:

➤ Initial Responsiveness and Mandatory Requirements (Pass/Fail)

➤ Non-Cost Score Evaluation (800 Points)

- Customer References
- Narrative Responses:
 - Scope of Work
 - Electronic Catalog Capabilities
 - Pricing Accuracy
 - Retail Sales Locations
 - Implementation and Promotion of the NASPO ValuePoint Master Agreement

➤ Cost Score Evaluation (1200 Points)

- Category Discounts
- Bidders had to bid on all twenty (20) categories to be evaluated for award

➤ Award Recommendation

In accordance with the RFP, the award was made on an "All or None" basis to the responsive and responsible Offeror with the highest Total Score, including all applicable preference points. No preference points were applied.

The RFP allowed for additional awards to responsive and responsible Offerors if the Offeror's proposal was within twenty- five percent (25%) of the proposal with the highest Total Score, including all applicable preference points.

DISCLAIMER: This document is provided by NASPO ValuePoint and is for informational purposes only. While NASPO ValuePoint has worked to ensure the validity of the information provided, the user should not rely solely on the information contained in this document. Official records are maintained by the procurement office of the state that led the solicitation and should be reviewed prior to making any decision.

AWARD:

Based on the RFP award methodology, the following Suppliers were awarded Master Agreements:

- Elliott Auto Supply Co, Inc. dba Factory Motor Parts
- Genuine Parts Company dba NAPA Auto Parts
- Jasper Holdings, Inc.
- Parts Authority, LLC

DISCLAIMER: This document is provided by NASPO ValuePoint and is for informational purposes only. While NASPO ValuePoint has worked to ensure the validity of the information provided, the user should not rely solely on the information contained in this document. Official records are maintained by the procurement office of the state that led the solicitation and should be reviewed prior to making any decision.

(v.2026-08-17)