

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 single re-solicitation for the combined previous Automotive Parts portfolios: Aftermarket and Immediate Need Aftermarket.

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

Initial Term: Three (3) years
October 20, 2021 through October 19, 2024

Renewals: One (1) two-year period

Total Term Possible: Five (5) Years

KEY BENEFITS:

1. Expanded Category Offerings
2. Better Pricing - Received higher discounts from previous portfolio suppliers
3. Coverage - Retained two of the four incumbents and added one new supplier to provide coverage for participating entities
4. 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, Struts and Steering
17. Wipers/Washers
18. Winter Accessories
19. General Automotive Parts
20. Automotive Repair Shop Supplies, Equipment and Tools

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: 7219941
- Released: 07/19/2021
- Closed: 08/27/2021
- Total Days Publicly Posted: 40 days
- Number of Addendums Posted: 1
- Pre-Proposal Conference 08/03/2021
- Supplier Attendance: 21 attendees

STATES ON SOURCING TEAM:

- California (Lead)
- Alaska
- Connecticut
- Oklahoma

VENDOR RESPONSES:

A total of 9 proposals were received. A total of 3 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 09/16/2021.

Responses were evaluated based on the following Evaluation Criteria:

• Customer References:

- Timeliness
- Contract/Order Management
- Quality
- Ordering
- Reporting
- Customer Satisfaction

• Narrative Responses:

- Electronic Catalog Capabilities
- Pricing Accuracy
- Retail Sales Locations

• Cost:

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

• Award Recommendation:

In accordance with the RFP, "award will be made to the responsive and responsible Bidder with the highest Total Score, including all applicable preference points." The Total Score included two (2) scoring categories: Non-Cost Score (400 points) and Cost Score (600 points). No preference points were applied.

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

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**
- **Parts Authority, LLC**