



Portfolio Title: Specialized Fleet Vehicles

For Municipal Operations OEM Parts, & Service

Lead Entity: City of Fairfax, Virginia

Agreement Number: CTR046492, CTR046497
CTR046500, CTR046502, CTR046509
CTR046525, CTR046526, CTR046627

End Term: 12/4/2029

PORTFOLIO SNAPSHOT

OVERVIEW:

The City of Fairfax, Virginia has completed the competitive solicitation process for Specialized Fleet Vehicles for Municipal Operations, OEM Parts & Service. The Master Agreements for this portfolio, resulting from the RFP process, competed with The City of Fairfax as the lead entity partner with RFXPremier.

The Master Agreements within this portfolio award allows entities to access Public Works Specialty Vehicles, OEM Parts & Out-of-Warranty Service Work.

KEY BENEFITS:

1. This portfolio will provide a comprehensive, flexible solution for fleet vehicles, OEM Parts, and Out-of-Warranty Service Work.
2. Accessing this portfolio through RFXPremier’s eMarketplace allows purchasing entities to request quotes and negotiate additional terms to satisfy their procurement requirements.



Initial Term: December 04, 2025, through December 04, 2029

SOLICITATION INFORMATION:

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- ❖ **Type:** Request for Proposals (RFP)
- ❖ **RFP #:** 91262
- ❖ **Date Released:** August 8, 2025
- ❖ **Date Closed:** October 7, 2025
- ❖ **Number of Amendments Posted:** 0
- ❖ **Days Publicly Posted:** 60 days

- ❖ **Type:** Request for Proposals (RFP)
- ❖ **RFP #:** 91262
- ❖ **Date Released:** October 7, 2025
- ❖ **Date Closed:** October 29, 2025
- ❖ **Number of Amendments Posted:**
- ❖ **Days Publicly Posted:** 22 days

***This RFP closed prior to what was on the RFP, so a new solicitation was issued to allow suppliers additional time to submit their proposal submissions.**

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AWARD CATEGORY:

- Specialized Fleet Vehicles for Municipal Operations
- OEM Parts
- Out-of-Warranty Services

PRICING:

Master Agreement pricing reflects best value pricing for Specialized Fleet Vehicles for Municipal Operations, Minimum discount off for OEM Parts and best value pricing for Out-of-Warranty Service.

EVALUATION AND SCORING:

Responses were awarded to each supplier that submitted reasonableness and best value pricing for Purchasing Entities.

Stage 1: Initial Responsiveness Evaluation. Proposals were reviewed for completeness and initial responsiveness. Proposals omitting required documents or responses were subject to rejection in accordance with Attachment 1, RFP Terms and Conditions.

Stage 2: Mandatory Minimum Requirements Evaluation. Complete and responsive proposals were reviewed for compliance with the following Mandatory Minimum Requirements:



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Criteria	Evaluation	Result
The Offeror shall be in business for a minimum of five (5) years providing (1) one or more of the following categories: Specialized Fleet Vehicles for Municipal Operations, OEM Parts, or Out-of-Warranty Service Work. In Section [I.A.] of Attachment 08, Offeror Response Worksheet the Offeror will select a category that aligns with their business model.	Pass/fail	
The Offeror shall provide a minimum of three (3) reference letters from a government entity	Pass/fail	
Stage 2 Result:		

Proposals failing to meet or exceed all Mandatory Minimum Requirements were subject rejection in accordance with Attachment 1, RFP Terms and Conditions.

Stage 3: Technical Criteria Evaluation. Proposals meeting or exceeding the Mandatory Minimum Requirements were evaluated against the following Technical Criteria. The Evaluation Team evaluated and scored all Responsive Proposals submitted by Responsible Offerors in accordance with the Technical Criteria.

Category 1 Specialized Fleet Vehicles for Municipal Operations:

Criteria	Technical Points Possible	Offeror's Technical Points Earned
Coverage area identified and provided	100	
Demonstrated Experience providing vehicles to public entities (includes references)	150	
Identified Vehicle Offerings, including additional offerings	200	
Demonstrated ability to meet scope of work	150	
Identified order process proposed and customer service plan (including Warranty)	100	
Stage 3 Total:		700

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Category 2: OEM Parts

Criteria	Technical Points Possible	Offeror's Technical Points Earned
Coverage area identified and provided	100	
Demonstrated Experience providing OEM parts to public entities (includes references)	150	
Demonstrated ability to meet scope of work	200	
Provided catalog of parts offered, including any additional accepted Manufacturers	150	
Identified order process proposed and customer service plan (including Warranty)	100	
Stage 3 Total:	700	

Category 2: Out-of-Warranty Vehicle Service Work

Criteria	Technical Points Possible	Offeror's Technical Points Earned
Coverage area identified and provided	100	
Demonstrated Experience providing Services parts to public entities (includes references)	200	
Demonstrated ability to meet scope of work, including certifications.	200	
Identified Types of Services, including any additional accepted Manufacturers	150	
Identified order process proposed and customer service plan (including Warranty)	100	
Stage 3 Total:	700	

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Offerors earning a minimum of 450 points moved on to the Cost Evaluation. The proposal of any Offeror not earning a minimum of 450 points was subject to rejection.

Stage 4: Cost Evaluation. Cost Proposals for proposals not rejected following evaluation of Technical Criteria were evaluated. The Cost Proposal for each Category (Categories are: Specialized Fleet Vehicles for Municipal Operations, OEM Parts, and Out-of-Warranty Service) were scored independently and combined with the Technical Score to determine Total Points Earned. The formula for calculating total points earned for RFP Proposal is Technical Score (Category 1) + Specialized Fleet Vehicles for Municipal Operations= Total Points Earned; or Technical Score (Category 2) + OEM Parts = Total Points Earned, or Technical Score (Category 3) + Service = Total Points Earned. T. The Offeror was only required to provide a Cost Proposal only for the Category(s) they are submitting a proposal.

The Evaluation Team fully evaluated and scored the Cost Proposal for reasonableness and best value for Purchasing Entities.

AWARD:

In alignment with the solicitation, eight awards have been made for Specialized Fleet Vehicles for Municipal Operations, OEM Parts, & Service. The City of Fairfax awarded contracts to DPF Services, LLC, East Coast Truck and Trailer Sales, Equipment Works, Inc., Intercon Truck of Baltimore, Inc., Joe Johnson Equipment LLC, Johnson Truck Center, LLC, Kracher North America Inc., and Mid-Atlantic Waste Systems.