

PORTFOLIO TITLE: VEHICLE LIFTS AND GARAGE ASSOCIATED EQUIPMENT
LEAD STATE: LOUISIANA

OVERVIEW:

Master Agreements have been established with a qualified awarded Supplier to provide Vehicle Lifts and Garage Associated Equipment to eligible entities.

INITIAL TERM: 5 Years

RENEWALS: N/A

TOTAL TERM POSSIBLE: 5 Years

PRODUCT AND SERVICE CATEGORIES:

1. Vehicle Lifts
2. Garage Associated Equipment

SUPPLIER AVAILABLE:

1. ARI Phoenix, Inc.
2. Vehicle Service Group LLC
3. Liftnow Automotive Equipment Corporation
4. Mohawk Lifts LLC
5. Steril-Koni USA

KEY BENEFITS:

1. Nationwide Coverage
2. Awards Made to Multiple Suppliers
3. New Master Agreements Awarded to Three Incumbents, Minimizing Transition to New Suppliers

PRICING:

The new solicitation has produced discount rates of 12 to 41%.

PROCUREMENT BACKGROUND:

The State of Louisiana released the RFP for Vehicle Lifts and Garage Associated Equipment on December 16, 2022. The Sourcing Team conducted individual evaluations from February 2, 2023, through March 3, 2023. The Team held in-person meetings on March 7 and 8, 2023, to discuss and finalize the evaluations and award recommendations.

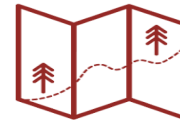
STATES ON SOURCING TEAM:

1. Louisiana (lead state and two additional Team members))
2. Mississippi
3. Montana
4. South Carolina

SOLICITATION INFORMATION:

Type: Request for Proposal (RFP)
 Solicitation Number: Doc554414018
 Date Released: 12/16/2022.
 Date Closed: 01/31/2023

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.



PUBLIC POSTING OF SOLICITATION:

Solicitation was Publicly Advertised from 12/16/2022 to 01/31/2023.

- Website Posted On: Louisiana Procurement and Contract Network
- Posting Link: LaPAC
- Number of Days Solicitation was Publicly Posted: 46
- Number of Amendments Posted: 3

PUBLIC OPENING

Sealed responses were publicly opened on January 31, 2023, at 10:00 am CT, in Baton Rouge, Louisiana.



VENDOR RESPONSES:

- Number of Vendor Responses Received: 7
- Number of Non-Responsive Vendor Responses: 0
- Number of Vendor Responses Evaluated: 7

EVALUATIONS:

The due date to submit Responses was January 31, 2023. The Responses were provided to the evaluators on February 2, 2023, and they began their reviews in their respective home states. The members of the Sourcing Team met in Baton Rouge on March 7 and 8, 2023, to discuss and finalize scores and award recommendations.

EVALUATION CRITERIA:

Responses were evaluated based on the following Evaluation Criteria:

Technical Criteria (70 points) (Vehicle Lifts and Garage Associated Equipment

- Proposer Experience, Skills, and Qualifications (15 points)
- Response to Scope of Work (22 points)
- Approach and Methodology (28 points)
- Implementation and Promotion of the NASPO ValuePoint Master Agreement (5 points)



evaluated separately)

Cost Evaluation (30 points)(Vehicle Lifts and Garage Associated Equipment evaluated separately)

- Average net price per lift capacity (from Market Basket) (30 points) Calculation: $\text{Lowest Average Net Price Per Lift Capacity} / \text{Proposed Price Per Lift Capacity} \times \text{Cost Points Possible}$
- Average discount percentage for garage-associated equipment (from submitted catalog/pricelist) (30 points) Calculation: $\text{Proposer's Average Discount} / \text{Highest Average Discount} \times \text{Cost Points Possible}$.

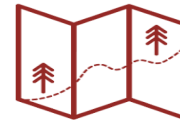
SCORING AND AWARD:

It was anticipated that this RFP would result in multiple Master Agreement awards. Awards were determined by category:

Category A: Vehicle Lifts

Category B: Garage Associated Equipment

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.



All proposals were required to include Category A: Vehicle Lifts, and Category B: Garage Associated Equipment was optional. Proposers would be awarded a Master Agreement for Category A only, or both Categories A and B. Category B would not be awarded as a standalone category.

The Proposals were evaluated by the following stages:

Stage 1: Initial Responsiveness Evaluation. Seven Proposals were received and reviewed for completeness and initial responsiveness. All Proposals met initial responsiveness and were moved to Stage 2.

Stage 2: Mandatory Minimum Requirements Evaluation. The seven Proposals were then reviewed for compliance with the following Mandatory Minimum Requirements: Minimum Proposer Qualifications and Minimum Specifications. All Proposals met or exceeded all Mandatory Minimum Requirements and were moved to Stage 3.

Stage 3: Technical Criteria Evaluation. The Multistate Sourcing Team then evaluated the Technical Proposals for the seven Proposers. A maximum of 70 total points were available for the Technical Evaluation.

One Proposer (Parts Authority) failed to score a minimum of fifty percent (50%) of the Technical Points Possible and did not proceed to Stage 4: Cost Evaluation.

Stage 4: Cost Evaluation. For Vehicle Lifts, the Financial Proposals for ARI Phoenix; Vehicle Service Group; Liftnow Automotive Equipment; Mohawk Lifts; Snap-On Industrial; and Stertil-Koni USA were evaluated based on average net price per lift capacity (from Market Basket). A maximum of 30 total points were available for the Cost Evaluation.

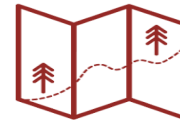
Award

The Lead State and Multistate Sourcing Team then determined which proposals were most advantageous to the Lead State and potential Participating Entities and Purchasing Entities. Methods used to make this determination included, but were not limited to, one or more of the following:

- Identification of a natural break in total scores
- Identification of a minimum scoring threshold above which Proposers are deemed to be adequately qualified
- Consideration of the optimal number of Contractors required to successfully supply Deliverables to Participating Entities and Purchasing Entities

The chart below provides a snapshot of the total scoring for Vehicle Lifts, including Technical and Financial Proposal scores.

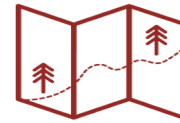
DISCLAIMER: This document is provided by NASPO ValuePoint and is for informational purposes only. While NASPO ValuePoint has worked to ensure the validity of the information provided, the user should not rely solely on the information contained in this document. Official records are maintained by the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



EVALUATION SUMMARY								
RFP for Vehicle Lifts and Garage Associated Equipment								
Vehicle Lifts								
Doc554414018								
TECHNICAL EVALUATION	Assigned Points	Proposer 1	Proposer 2	Proposer 3	Proposer 4	Proposer 5	Proposer 6	Proposer 7
		ARI Phoenix, Inc.	Vehicle Service Group, LLC	Liftnow Automotive Equipment Corp.	Mohawk Lifts LLC	Parts Authority, LLC	Snap-on Industrial, a division of IDSC Holdings	Stertil-Koni USA, Inc.
Proposer Experience, Skills, and Qualifications	15	13.00	14.00	13.00	14.00	4.00	12.00	14.00
Response to Scope of Work	22	11.00	20.00	19.00	21.00	0.00	16.00	18.00
Approach and Methodology	28	17.00	25.00	23.00	26.00	11.00	19.00	26.00
Implementation and Promotion of the NASPO ValuePoint Master Agreement	5	3.00	4.00	4.00	5.00	1.00	3.00	5.00
Technical Evaluation Total Score	70	44.00	63.00	59.00	66.00	16.00	50.00	63.00
FINANCIAL PROPOSAL EVALUATION	Assigned Points	ARI Phoenix, Inc.	Vehicle Service	Liftnow Automotive	Mohawk Lifts LLC	Parts Authority, LLC	Snap-on Industrial, a	Stertil-Koni USA, Inc.
Financial Proposal Evaluation Total Score	30	30.00	13.70	18.11	9.99	Did not meet minimum technical score	10.84	10.21
TOTAL POINTS	100	74.00	76.70	77.11	75.99	Did not meet minimum technical score	60.84	73.21
RANK		4	2	1	3		6	5

ARI Phoenix; Vehicle Service Group; Liftnow Automotive Equipment; and Mohawk Lifts also submitted Proposals for consideration for award of Garage Associated Equipment. Their scores for Technical Proposal and Financial Proposal were then calculated. The chart below provides a snapshot of the total scoring for Garage Associated Equipment, including Technical and Financial Proposal scores.

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.



EVALUATION SUMMARY					
RFP for Vehicle Lifts and Garage Associated Equipment					
Garage Associated Equipment					
Doc554414018					
TECHNICAL EVALUATION	Assigned Points	Proposer 1	Proposer 2	Proposer 3	Proposer 4
		ARI Phoenix, Inc.	Vehicle Service Group, LLC	Liftnow Automotive Equipment Corp.	Mohawk Lifts LLC
Proposer Experience, Skills, and Qualifications	15	11.00	13.00	13.00	14.00
Response to Scope of Work	22	16.00	20.00	19.00	17.00
Approach and Methodology	28	17.00	25.00	23.00	19.00
Implementation and Promotion of the NASPO ValuePoint Master Agreement	5	3.00	4.00	4.00	5.00
Technical Evaluation Total Score	70	47.00	62.00	59.00	55.00
FINANCIAL PROPOSAL EVALUATION	Assigned Points	ARI Phoenix, Inc.	Vehicle Service Group, LLC	Liftnow Automotive Equipment Corp.	Mohawk Lifts LLC
Financial Proposal Evaluation Total Score	30	16.45	30.00	20.34	17.20
TOTAL POINTS	100	63.45	92.00	79.34	72.20
RANK		4	1	2	3

Based on the total scores and considering the optimal number of Contractors required to successfully supply Deliverables to Participating Entities and Purchasing Entities, the Lead State and Multistate Sourcing Team determined that each of the Proposers should be provided an award.

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

Vehicle Lifts and Garage Associated Equipment:

ARI Phoenix, Inc.

Vehicle Service Group LLC

Liftnow Automotive Equipment Corp.

Mohawk Lifts LLC

Vehicle Lifts only:

Stertil-Koni USA

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.