

EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE
RFP AWARD SUMMARY

RFP TITLE: Vehicle Fleet Purchase and Service –
ESC Region 19 Allied States Cooperative

RFP NUMBER: 20-7355

RFP OPENING DATE: November 7, 2019

CONTRACT TERM: Date of award until November 30, 2020 with 4 annual extension options.
(Extended by Region 19 (ASC) until November 30, 2021)
(Extended by Region 19 (ASC) until November 30, 2022)

FUNDING SOURCE: Various

RFP's ISSUED: 154

RESPONSES: 7

ADVERTISEMENT DATES: El Paso Times – September 30, 2019 & October 7, 2019

RECOMMENDED FOR AWARD: **Airway Properties Operations, LLC dba Hoy Family Auto**
Caldwell Country Chevrolet
Casa Nissan, Inc.
RJ Border International, LP dba Border International Trucks
Rudolph Chevrolet, LLC

TOTAL (estimated) **\$100,000,000.00/year**

EXPLANATIONS:

Award of this contract will enable ESC Region 19 - Allied States Cooperative (ASC) to establish a contract with vendor(s) for vehicle fleet purchase and service for those procurements that must comply with the new federal EDGAR requirement when federal funds are being utilized. Evaluation and award recommendation were based on 70% pricing and services/qualifications and 30% references. Tractor Works did not qualify for evaluation as they did not bid on any line items. Southwest Sterling, Inc. dba MHC Kenworth could not comply with the Special Conditions listed; therefore, did not qualify for award. The awarded vendors' pricing and information can be found below.

SPECIFICATIONS, PREPARATION AND EVALUATION PROVIDED BY:

Rebecca Hernandez – ESC Region 19

Andrea Amiri – ESC Region 19

Debbie Oropeza - ESC Region 19

Special Conditions

1. This solicitation is to purchase and maintain vehicles. Brands are specific and alternates should not be listed. Additional manufacturers may be proposed under the line item notating other manufacturers.
2. Vendors must be authorized to sell, install and service the manufacturer that is submitted. A manufacturer authorization letter must be uploaded under the vendor attachment section notating the ability to sell as well as the restrictions for selling and servicing by location.
3. Vendors must have a Franchise Motor Vehicle Dealer Certificate from the Texas Department of Motor Vehicles or another state equivalent if proposing to sell vehicles outside of Texas.

4. Vendors MUST be a dealership authorized to sell new vehicles and provide service in order to be considered for award. This solicitation is not for service only.
5. Base price proposed should include all fees except delivery fees (destination fees from manufacturer, inspection fee, etc.). This does NOT include the administrative fee. Base price should NOT include any optional equipment.
6. Optional equipment shall be listed on a separate price list and uploaded under the vendor attachment section of the electronic bidding system. Vendor must bid on the percent discount from optional equipment line for the manufacturer being proposed.
7. The administrative fee for this solicitation will be limited to \$400 per purchase order for all vehicle purchases and 2% per purchase order for all services performed after vehicle purchase.

Contact Information:

Airway Properties Operations, LLC dba Hoy Family Auto

Isaac Heredia
1122 Airway Boulevard
El Paso, Texas 79925
P: (915) 613-1694
iheredia@driveahoy.com
[HTTP://mercedesbenzelpaso.com](http://mercedesbenzelpaso.com)

States Served: All States

Services Provided: Mercedes Benz Automobiles, Cargo and Passenger Transports, Commercial Vehicles, Parts and Service

Caldwell Country Chevrolet

Chris Collins
PO Box 27
Caldwell, Texas 77836
P: (979) 587-6642
chriscollins@me.com
[HTTP://CALDWELLCOUNTRY.COM](http://CALDWELLCOUNTRY.COM)

States Served: Texas

Services Provided: Chevrolet Cars, Trucks and SUV'S

Casa Nissan, Inc.

Joseph Barroso
5855 Montana Avenue
El Paso, Texas 79925
P: (915) 782-1252
joey@casanissan.com
[HTTP://www.casanissan.com](http://www.casanissan.com)

States Served: All States

Services Provided: Automotive Sales, Service and Parts

RJ Border International, LP dba Border International Trucks

Ruben Rosencrans
12283 Rojas Drive
El Paso, Texas 79936
P: (915) 858-4644 x5413
ruben.rosencrans@borderint.com
[HTTP://borderint.com](http://borderint.com)

States Served: New Mexico (Dona Ana, Otero, Sierra, Luna, Grant, Hidalgo) and Texas (El Paso, Hudspeth, Culberson)

Services Provided: Sales, Parts and Service for International Trucks

Rudolph Chevrolet, LLC

Mike Ruffin
5625 S Desert Boulevard
El Paso, Texas 79932
P: (915) 544-4321 x1261
miker@rudolphcars.com
[HTTP://www.rudolphcars.com](http://www.rudolphcars.com)

States Served: All States

Services Provided: Sales and Service of Chevrolet and Honda Vehicles

Approved By: _____
Dr. Armando Aguirre
Dr. Armando Aguirre
Dr. Armando Aguirre

Date: _____
November 20, 2019
August 20, 2020
August 16, 2021