

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #022217
Entitled
FLEET MANAGEMENT AND RELATED TECHNOLOGY SOLUTIONS

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on January 6, 2017, in South Carolina's *The State* on January 5, 2017, in Utah's *The Salt Lake Tribune* on January 5, 2017, in *USA Today* on January 6, 2017, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, and Biddingo:

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #022217 FLEET MANAGEMENT AND RELATED TECHNOLOGY SOLUTIONS. Details of this RFP are available beginning January 5, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until February 22, 2017 at 4:30 p.m. Central Time at the above address and opened February 23, 2017 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

777 Equipment Sales	Fuel Management Systems	PreCise MRM
Acro Service Corporation	Geotab	Prime Vendor Inc.
Agile Access Control, Inc.	Gilbarco, Inc.	Productivity Apex, Inc.
AgileAssets Inc.	Go Energies	Pureforge
AGiRepair	Go GPS	PWI, Inc.
ARI	GoFleet	Redding Construction
Arizona State Procurement	Government Leasing LLC	Redflex
AssetWorks	Government Solutions Team, LLC	REI
Atlantic Technology Group	GPS Insight	Reltronics Technologies
Auto Integrate	GPS Mobile Solutions	RMJ Tech
Bartley Solutions Group	IDA	Ron Turley Associates, Inc.
BSM Technologies	Infor	Routeware, Inc.
Cadre Scheduling LLC	Innovative Enterprise Consulting	RVA, LLC
CalAmp Corp.	InTouch GPS	Schaefer Systems International, Inc.
CALAMP Wireless Networks	INVERS Mobility Solutions	Schemtosh Consulting, LLC
Car Toys, Inc.	ITURAN USA INC	SES
Carlisle Brake and Friction	J.J. Keller & Associates, Inc.	SevenOutsource.com
Cascade Engineering, Inc.	Kubat Equipment and Service Co.	Shay Enterprise

CFA Software, Inc.	Lexmark Channel Partners	Shipcom Wireless
Chevin Fleet Solutions	Logisticus Group	SkyBitz Local Fleets
City of New York City - City Administration	Lytix	Skyhawk Telematics
Cobalt Truck Equipment	Marshall & Associates	SmartDrive Systems
Collective Data	MarshallGIS	Southwestern Petroleum Corporation
Comdata	Masters Transportation	Spradley Barr Ford
Connection	Matrix Consulting Group	Starboard Consulting
Custom Truck and Body Works	McCandless Truck Center, LLC	State of Colorado - Procurement Office
D Mullis	Merchants Fleet Management	Strategic Sourcing Services
Dakota Diesel Service	Merchants FleetShare	Synovia Solutions, LLC
DatcoMedia, LLC	Mercury Associates, Inc.	Syntech Systems
Deltek	MN Dept. of Admin.	Tessco Technologies
Derive Efficiency	Networkfleet	ThingTech
Derive Systems	Noregon Systems, Inc.	Towmaster Trailers and Truck Equipment
Dossier Systems, Inc.	North American Procurement Council	Trak Engineering, Inc.
E.J. Ward, Inc.	Ohio Dept of Administrative Services	TransLoc
Energetics	Omntec Mfg. Inc.	U.S. Bank National Association
Enterprise Fleet Management	Onvia, Inc.	USA Fleet Solutions
Envision Solar International	Operational Services Division	USFleet Tracking
Explore Information Services	Orbit Software, Inc.	Utilimarc
Faster Asset Solutions	Orpak USA	VariTech Industries Inc.
Fleet Data Systems, LLC	PA Department of General Services	Veracity Wireless, Inc.
Fleet Group, Inc.	PCMG, Inc.	WEX
Fleet Response	Pedigree Technologies	Xerox Corp.
FleetCarma	Piper Networks	Zonar Systems, Inc.
FleetMind Solutions	Planon Corporation	Zozo Group
Foribus	Polarix	

Proposals were opened on February 23, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Agile Access Control, Inc.
AssetWorks LLC
CalAmp Corp
CFA Software, Inc.
Chevin Fleet Solutions LLC
Comdata Inc.
Derive Efficiency
E.J. Ward, Inc.
Fleet Solutions LLC dba USA Fleet Solutions
Geotab Inc.
Gilbarco Veeder-Root
GPS Insight
INVERS Mobility Solutions Inc.

Ituran USA, Inc.
Lytix, Inc.
MarshallGIS
Merchants Fleet Management
Mercury Associates, Inc.
Networkfleet, Inc.
Omntec Mfg., Inc.
Pedigree Technologies
PreCise MRM
Ron Turley Associates, Inc.
Routeware, Inc.
Seon Systems Sales Inc. dba Fleetmind Solutions
SkyHawk Telematics

SmartDrive Systems, Inc.
Synovia Solutions, LLC
Syn-tech Systems, Inc.
Trak Engineering, Inc.
US Fleet Tracking

Utilimarc Inc.
Veracity Wireless Inc. dba FieldLogix
WEX Inc.
Zonar Systems, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager
Ginger Line, CPPB, NJPA Senior Contract Procurement Analyst
Keith Hanson, CPA, NJPA Accounting Manager
Kim Austin, NJPA Contract Procurement Analyst
Gregg Meierhofer, CPPO, NJPA Contract Procurement Analyst
Tim Spitzley, NJPA Evaluation Committee Member

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the established NJPA RFP evaluation criteria and determined that all proposal responses, with the exception of US Fleet Tracking, were Level-One responsive. US Fleet Tracking was determined to be Level One non-responsive based on a failure to submit a response to Form A, a response to Form P, and other required documentation. All other proposal responses were determined to have met Level-Two responsiveness and were evaluated.

Agile Access Control, Inc., provides a comprehensive fleet management system through its web-based FleetCommander tool. Their technology supports options for fleet-sharing, fuel management, vehicle maintenance, and motor pool utilization solutions. Agile Access Control offers a significant discount from MSRP pricing and the pricing schedule is clear and easy to use.

AssetWorks LLC offers a broad range of software and related technology for fleet management. Their base application can be expanded through additional value-added applications to meet a Member's unique needs. The AssetWorks sales and service teams are directly employed and can serve Members across the US and Canada. They offer Members a range of discounts from list price and significant additional volume discounts.

CalAmp Corp. is the manufacturer and service provider of turnkey SaaS automatic vehicle location (AVL) and telematics products. Their products integrate with numerous third party applications on a variety of levels to suit Members' needs and requirements. CalAmp has both purchase and lease options for hardware with significant price discounts reflecting solid value to Members.

Chevin Fleet Solutions LLC, is a Small Business Enterprise providing web-based fleet management solutions that are comprehensive, scalable and customizable. They have a direct to market approach that allows for the sales and service teams to work with Members from acquisition to implementation. Chevin offers perpetual software licenses, with unlimited user access, to deliver affordable solutions at significant discounts off of commercial pricing.

E.J. Ward, Inc., manufactures and services a variety of fuel management technologies for permanent terminal installations, mobile truck terminals, gas cans and small equipment needs. They offer a combined direct sales and service force leveraged with a network of certified installation contractors across the US and Canada. Ward's pricing reflects a solid discount from list price that is clear and easy to use.

Geotab Inc., is a device manufacturer, and also a firmware and software developer, for vehicle telematics solutions on an open platform that allows for ease of integration with other data systems. Their products are offered by more than 120 resellers located across the US and Canada. Geotab offers a considerable discount from MSRP representing a strong value to Members.

Gilbarco Veeder-Root is the provider of solutions for fuel, fuel tank, and fleet management equipment and technologies in the US and Canada. They utilize multiple channels for sales and service, including 25 direct sales employees, 193 distributor partners, and a network of 5,000+ certified service technicians through distributors and authorize service contractors. Gilbarco Veeder-Root provides a variety of discounts from MSRP on equipment, hardware, and software offerings in an easy to use format.

GPS Insight is a full service telematics provider offering scalable and configurable systems for all fleet types from light duty to heavy duty. They will deliver their solutions to Members with 45 direct sales employees and 30 operations and service employees, in addition to a network of certified contract installers across the US and Canada. GPS Insight's pricing proposal includes a significant discount from list price on software products with "at cost" pricing on accessories and additional discounts for volume purchases. They also provide set pricing for installation costs that reflect a value to Members.

Lytix, Inc.'s DriveCam safety program integrates in-cab video recorders, fleet tracking technology, and fuel management solutions. The focus of their system is on driver behavior changes and driver coaching with the use of video and audio recording reviews. Lytix offers discounted line item pricing with stated installation pricing and no charge for shipping to government clients.

Networkfleet, Inc., offers a comprehensive and integrated location and performance monitoring system for fleet management. Their products and services are scalable to serve Member needs. The NetworkFleet sales and service force includes more than 2,000 employees. Their pricing is clear, user-friendly and offers a significant discount from standard prices.

PreCise MRM provides a full-featured AVL/GPS fleet solution complete with detailed reporting functions, mapping, and third-party integration features. They have a solid inside and outside sales force, supported by a sub-contractor installer network to serve Members across the US and Canada. The PreCise MRM pricing reflects a strong value to Members with a range of discounts from list prices on products and services.

Synovia Solutions, LLC is the provider of fleet and asset tracking solutions with a number of features, including GPS/AVL technology, engine diagnostic tools, mobile data terminals, and time, attendance, hours of service, vehicle inspection, and electronic logging device capabilities. They offer an insurance coverage that protects Members with a lifetime warranty, replacement hardware, and service guarantees for a monthly service fee. Synovia offers a significant discount off of list prices, free shipping, and unlimited no cost training via the internet.

Syn-tech Systems, Inc. offers fuel management and fleet management products and technologies under the brand names FuelMaster and FleetMaster, with extensive experience in commercial, military, and transportation applications. Their equipment is designed to be rugged and easy to maintain or repair. Syn-tech Systems delivers its products and services through a network of over 300 certified distributors supported by direct sales and service staff. Their pricing is clear, concise, and offers a solid discount from list price.

Trak Engineering, Inc. provides fuel management technology that is highly secure, customizable, and delivers accurate data for vehicle and fluid monitoring. Their options include fully automated and manual entry systems. Additional

product offerings include gate and car wash controls. Trak Engineering provides turn-key services, no cost 24/7 help desk service and their pricing includes hardware, software, and installation, with a discount from list price that is within the competitive range.

WEX Inc., offers a comprehensive suite of telematics solutions on two separate hardware platforms. Their location and performance dashboards and reporting options are easy to use, scalable and customizable. The data collected can be fully integrated with the WEX fleet payment card solution. WEX offers significant discounts from list pricing on hardware, software, and monthly service charges, to deliver a strong value to Members.

For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #022217 to:

Agile Access Controls, Inc.	022217-AAC
AssetWorks LLC	022217-AWI
CalAmp Corp.	022217-CAW
Chevin Fleet Solutions	022217-CVS
E.J. Ward, Inc.	022217-EJW
Geotab Inc.	022217-GEO
Gilbarco Veeder-Root	022217-GVR
GPS Insight, LLC	022217-GPI
Lytx, Inc.	022217-DCI
Networkfleet, Inc.	022217-NWF
PreCise MRM	022217-PRE
Synovia Solutions, LLC	022217-SSL
Syn-tech Systems, Inc.	022217-SYS
Trak Engineering, Inc.	022217-TRK
WEX Inc.	022217-WEX

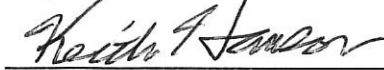
The preceding recommendations were approved on June 1, 2017.



Chris Robinson, JD, Procurement Manager



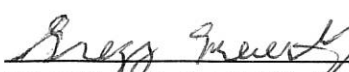
Ginger Line, CPPB, Senior Contract Procurement Analyst



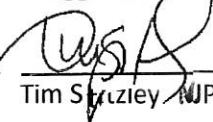
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