

**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.

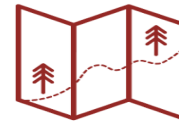
**STATES ON SOURCING TEAM:**

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

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**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



evaluated separately)

- 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)

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

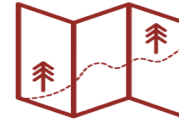
- Average net price per lift capacity (from Market Basket) (30 points) Calculation:  $\text{Lowest Average Net Price Per Lift Capacity} / \text{Proposed Price Per Lift Capacity} \times \text{Cost Points Possible}$
- Average discount percentage for garage-associated equipment (from submitted catalog/pricelist)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



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.

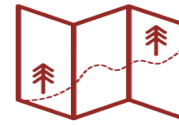
### Award

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.

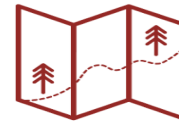
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EVALUATION SUMMARY		Proposer 1	Proposer 2	Proposer 3	Proposer 4	Proposer 5	Proposer 6	Proposer 7
RFP for Vehicle Lifts and Garage Associated Equipment Vehicle Lifts Doc554414018								
TECHNICAL EVALUATION	Assigned Points	ARI Phoenix, Inc.	Vehicle 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
<b>Technical Evaluation Total Score</b>	<b>70</b>	<b>44.00</b>	<b>63.00</b>	<b>59.00</b>	<b>66.00</b>	<b>16.00</b>	<b>50.00</b>	<b>63.00</b>
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.
<b>Financial Proposal Evaluation Total Score</b>	<b>30</b>	<b>30.00</b>	<b>13.70</b>	<b>18.11</b>	<b>9.99</b>	<b>Did not meet minimum technical score</b>	<b>10.84</b>	<b>10.21</b>
<b>TOTAL POINTS</b>	<b>100</b>	<b>74.00</b>	<b>76.70</b>	<b>77.11</b>	<b>75.99</b>	<b>Did not meet minimum technical score</b>	<b>60.84</b>	<b>73.21</b>
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.

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<b>EVALUATION SUMMARY</b>						
RFP for Vehicle Lifts and Garage Associated Equipment						
Garage Associated Equipment						
Doc554414018						
<b>TECHNICAL EVALUATION</b>		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	
<b>Technical Evaluation Total Score</b>	<b>70</b>	<b>47.00</b>	<b>62.00</b>	<b>59.00</b>	<b>55.00</b>	
<b>FINANCIAL PROPOSAL EVALUATION</b>		Assigned Points	ARI Phoenix, Inc.	Vehicle Service Group, LLC	Liftnow Automotive Equipment Corp.	Mohawk Lifts LLC
<b>Financial Proposal Evaluation Total Score</b>	<b>30</b>	<b>16.45</b>	<b>30.00</b>	<b>20.34</b>	<b>17.20</b>	
<b>TOTAL POINTS</b>	<b>100</b>	<b>63.45</b>	<b>92.00</b>	<b>79.34</b>	<b>72.20</b>	
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

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