



September 21, 2021

To: Kimberly Gasaway, Interim Director, General Services Agency
From: Bee Srey, Procurement & Contracts Specialist
Via: Detra Dillon, Procurement Administrator, General Services Agency
Subject: AWARD VEHICLE PURCHASE; REQUEST FOR QUOTATION NO. 901979;
AMOUNT: \$9,000,000

RECOMMENDATION:

Award and execute Master Contract No. 901979 to provide vehicle purchase to the General Services Agency-Motor Vehicle Division, Public Works Agency, and Zone 7 Water Agency for the term of 10/1/2021 – 09/30/2024, in the pooled amount of \$9,000,000, with the following vendors:

- A. California Automotive Retailing Group, Inc. DBA Dublin Chevrolet (Principal: Richard Slade; Location: Dublin); Procurement Contract No. 22889; and
- B. The Ford Store San Leandro (Principal: Ming Yeung; Location: San Leandro); Procurement Contract No. 22888.

DISCUSSION/SUMMARY:

Alameda County intends to establish a contract for the purchase and delivery of various current model year automobiles to replace or supplement its existing fleet of vehicles. These vehicles will be used on a daily basis by various Alameda County Agencies and Departments to conduct routine business throughout the County. All vehicles shall be new, unused and delivered with the manufacturer's standard warranty.

Contractors' pricing are the dollar amount over triple-net dealer invoice. The triple-net pricing reveals a truer dealer cost by deducting hidden markups from the dealer invoice sent by the manufacturer. Hidden markups in the dealer invoice can include dealer holdback (a percentage of the manufacture's suggested retail price that is paid back to the dealer by the manufacturer), fleet discounts, regional advertising fee, and manufacturer to dealer incentives. The bid amount reflects the total markup over triple-net pricing that contractors will lock in for County over the term of this contract. This pricing strategy reduces the procurement cost for the County.

SELECTION CRITERIA/PROCESS:

The General Services Agency-Motor Vehicle Division (GSA-MVD), Public Works Agency (PWA) and Zone 7 Water Agency (Zone 7) have determined that Alameda County does not currently have the resources to provide vehicle purchases.

GSA-MVD, PWA and Zone 7 worked with GSA-Procurement to develop a Request for Quotation (RFQ), which was issued on June 16, 2021, posted on the website for 42 days, sent to the E-Gov Goods and Services – Current Contract Opportunities mailing service, and emailed to the Chambers of Commerce e-mail group. The RFQ was also advertised in the Inter-City Express and San Francisco Daily Journal on June 18, 2021. A vendor outreach was conducted on June 16, 2021 followed by one networking/bidders conference on June 23, 2021 and was attended by three vendors.

On July 27, 2021, two bidders submitted responses to the RFQ. All responses were evaluated by GSA-Procurement and GSA-MVD based on triple net price for certain type of vehicles. As stated in the RFQ, contracts will be awarded to a pool of bidders. The two bidders are being recommended for award.

The Ford Store San Leandro is a certified Small Local Emerging Business (SLEB) (Certified Small: 10-00118; Expiration: 3/31/2022). California Automotive Retailing Group, Inc. DBA Dublin Chevrolet is not a certified SLEB. There were no subcontracting opportunities available as vehicles can only be purchased from authorized vehicle dealerships. The Office of Acquisition Policy has issued SLEB Waiver No. 7737 (Expiring: September 30, 2024).

The following is the evaluation summary:

EVALUATION SUMMARY

<i>Vendor</i>	<i>Location</i>	<i>Local</i>	<i>SLEB</i>	<i>Triple Net Price</i>
<i>California Automotive Retailing Group, Inc. DBA Dublin Chevrolet</i>	<i>Dublin, CA</i>	<i>Y</i>	<i>N</i>	<i>\$475</i>
<i>The Ford Store San Leandro</i>	<i>San Leandro, CA</i>	<i>Y</i>	<i>Y</i>	<i>\$1,800</i>

FINANCING:

Funds for the vehicle purchases are available in each Agency's and Department's Fiscal Year 2021-22 Approved Budgets. No additional appropriations are required, and there will be no increase in net County cost.

Recommended By:

Procurement & Contracts Specialist
Up to \$10,000

DocuSigned by:
Bee Sney
Signature 431A2223781454... 9/21/2021
Date

Approved By:

Contract Compliance Officer

DocuSigned by:
Ratha Chuon
Signature 75A041A61214DA... 9/21/2021
Date

Procurement & Contracts Supervisor
Up to \$10,001 - \$25,000

DocuSigned by:
Evelyn Benzon
Signature 871A5C9EFA3472... 9/23/2021
Date

Procurement Administrator
Over \$100,000

DocuSigned by:
Detra Dillon
Signature E9C0172C941490... 9/23/2021
Date

Interim Director, GSA
Over \$100,000

DocuSigned by:
Kimberly Gasaway
Signature B3D9AF6ACCD422... 9/23/2021
Date

DS
CW