New Vehicle Batteries and Related Supplies

Executive Summary

Lead Agency: City of Tucson, AZ

RFP#: 240121

RFP Posting Date: March 1st, 2024

Preproposal Date: March 7th, 2024

Response Due Date: April 2nd,2024

Number of Responses: 4

Awarded to: Factory Motor Parts

Procurement Agent: Olga Culp

Project Description:

The City of Tucson, acting as lead agency for Axia Cooperative, issued RFP #240121 on March 1st, 2024, to seek proposals from qualified firms and establish a comprehensive national cooperative contract for New Vehicle Batteries and Related Supplies.

The solicitation included cooperative purchasing language in the Background section:

> **Background -** The City of Tucson, as the Lead Procurement Agency, as defined in Attachment C, has partnered with Axia Coop LLC ("Axia Cooperative") to make the resultant contract ("Master Agreement") from this solicitation available to other public agencies nationally, including state and local governmental entities; public and private primary, secondary and higher education entities; non-profit entities; and agencies for the public benefit ("Public Agencies"), through Axia Cooperative's cooperative purchasing program. The City of Tucson is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with Axia Cooperative as a Participating Public Agency in Axia Cooperative's cooperative purchasing program. The City of Tucson anticipates spending approximately $5,000,000.00 over the full potential Master Agreement term for New Vehicle Batteries and Related Services. While no minimum volume is guaranteed to the Supplier, the estimated annual volume of New Vehicle Batteries and Related Services purchased under the Master Agreement through AXIA Cooperative is approximately $20,000,000.00. This projection is based on the current annual volumes among the Lead Procurement Agency, other Participating Public Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through AXIA Cooperative, and volume growth into other Public Agencies through a coordinated marketing approach between the Supplier and AXIA Cooperative.

Notice of the solicitation was publicly posted on the City of Tucson's website and emailed to all registered vendors who have indicated that email is their preferred delivery method. The solicitation was also advertised in the following:

- City of Tucson website
- Daily Journal of Commerce, OR

- Axia Cooperative website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- Deseret News, UT
- Seattle Daily Journal of Commerce, WA

Proposals were received from the following:

- Parts Authority LLC
- Genuine Parts Company dba NAPA Auto Parts
- Factory Motor Parts
- Bplus Tucson

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter negotiations with **Factory Motor Parts** and proceed to contract award upon successful completion of negotiations.

The City of Tucson, Axia Cooperative, and **Factory Motor Parts** successfully negotiated a contract, which was executed with a contract effective date of August 26th, 2024.

Term:

> The term of the Contract shall commence upon award and shall remain in effect for a period of three (3) years, unless terminated, canceled, or extended as otherwise provided. The City of Tucson shall have the right, at its sole option, to renew the Contract for two (2) additional one-year periods or portions thereof.

MGT pricing is located at https://www.axiacoop.org/contracts/

Axia Cooperative Landing Pages: https://www.axiacoop.org