



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #092222
Entitled

**Electrical Energy Power Generation Equipment with Related
Parts, Supplies, and Services**

The following advertisement was placed August 4, 2022 on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, USA Today, South Carolina's *The State*, August 5, 2022 in Oregon's *Daily Journal of Commerce*, and on August 4 and August 11, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Electrical Energy Power Generation Equipment with Related Parts, Supplies, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 22, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Air Unlimited, Inc.	Merryman-Farr, LLC
Alco Building Solutions	Nebraska Generator Service, LLC
All Phase Contracting, Inc.	Pioneer Power Mobility
Alliance North America, Inc.	Power Conditioning Computer Services, Inc.
Apeiron Energy, Inc.	Power Technique North America, LLC
Caterpillar Inc.	PowerSecure, Inc.
Construction Industry Center	Prairie Fibre-Optic Group, Inc.
Construction Reporter	Prime Vendor, Inc.
Cummins Inc.	Pro-Tech Power Sales
DD DANNAR, LLC	PWXPress
Duke Electric (1977), Ltd.	Reelstrong, LLC
Electric Power Systems International, Inc.	Regina Construction Association

Facility Improvement Corp.	Rolls-Royce Solutions America, Inc. (MTU Americas, Inc.)
Fermata, LLC	Siemens Industry, Inc.
Finning International, Inc.	supplyFORCE
ForeFront Power, LLC	Taylor Power Systems, Inc.
Generac Power Systems Inc.	The X-Group of Companies (Turbine X Energy, Inc.)
Genie Retail Energy	UNITED RENTALS (NORTH AMERICA), INC.
GovZERO	Valor Holdings, LLC
IM Supply Company	Veteran Electrical Supply
In-Charge Energy, Inc.	Volvo Construction Equipment North America
Interstate Power Systems	Warshauer Electric Supply
Kohler Power Systems	WESCO
Lindsay Allison International	Wesco Distribution Canada
Mainspring Energy	X Group of Companies
Melanite Group, Ltd.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on September 22, 2022, at 4:31:32 pm CT. Proposals were received from the following:

Caterpillar Inc.
 Cummins Inc.
 DD DANNAR, LLC
 Fermata, LLC
 Generac Power Systems Inc.
 Kohler Power Systems
 MTU Americas, Inc., dba Rolls-Royce Solutions America, Inc.
 PowerSecure, Inc.
 Taylor Power Systems, Inc.
 The X-Group of Companies (Turbine X Energy, Inc.)

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
 James Voelker, CPCM, CFCM, Procurement Lead Analyst
 Brandon Town, CPSM, CPSD, Procurement Analyst
 Craig West, Procurement Analyst

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Caterpillar Inc. offers a full line of turn-key diesel and natural gas generator sets from 20 to 4000 kW, microgrid and battery energy solutions. Caterpillar has an expansive network of 800 dealers across the United States and Canada. They also provide Sourcewell participating entities with an extensive service network of over 20,000

service technicians, 468 locations, over 8,000 service bays and 8,500 field service trucks. Caterpillar’s pricing reflects a range of significant discounts from list pricing.

Cummins Inc. brings a complete line of diesel and natural gas/propane commercial generator products, transfer switches, and related services. Cummins will provide service to Sourcewell participating entities through their 230 branch locations throughout the United States and Canada. Cummins also has 3,400 certified technicians operating throughout North America. Cummins offers a discount from fair market value or typical sales price on equipment, products, and services.

Generac Power Systems Inc. manufactures a comprehensive selection of light towers, stationary, portable, residential, and mobile generators. Their sales staff and distribution network provide coverage throughout the United States and Canada to serve Sourcewell participating entities. Generac offers multiple power source options to include LP vapor, LP liquid, natural gas, well gas, and diesel/Bi-Fuel in their generator solutions. They are offering competitive range of discounts off MSRP by product line.

Kohler Power Systems is offering a full line of turnkey diesel and natural gas generators, Automatic Transfer Switches (ATS), switchgear, paralleling equipment, and microgrid solutions. With an extensive distribution network throughout the United States and Canada, Kohler is well prepared to serve Sourcewell participating entities. Kohler offers participating entities competitive discounts from configured list price.

MTU Americas, Inc., dba Rolls-Royce Solutions America, Inc., has a long history of providing standby, emergency, continuous, prime, diesel, gas, and propane generators and power generation solutions. Their sales and service teams, along with their distributors, are ready to serve Sourcewell participating entities across the United States and Canada. Their standby generator set product line is designed, manufactured, and warranted for an 85% load factor. They are offering Sourcewell participating entities solid pricing discounts.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #092222 to:

Caterpillar Inc.	#092222-CAT
Cummins Inc.	#092222-CMM
Generac Power Systems Inc.	#092222-GNR
Kohler Power Systems	#092222-KOH
MTU Americas, Inc., dba Rolls-Royce Solutions America, Inc.	#092222-RYC

The preceding recommendations were approved on November 17, 2022.

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

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Brandon Town, CPSM, CPSD, Procurement Analyst

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Craig West, Procurement Analyst

STATEMENT OF COMPLIANCE

As Executive Director for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #092222 for Electrical Energy Power Generation Equipment with Related Parts, Supplies, and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Dr. Chad Coquette
Executive Director/CEO