ATTACHMENT A

PROCUREMENT SUMMARY

REPLACEMENT OF NON-REVENUE VEHICLES THROUGH CALIFORNIA STATEWIDE CONTRACT

1.	**Contract Numbers:** OP254056000, OP254058000, OP254059000, OP254060000	
2.	**Recommended Vendors:** Downtown Ford Hanford, Watsonville Fleet Group, Elk Grove Sales, Freeway Toyota of Auto	
3.	**Type of Procurement (check one): ❑ IFB ☒ RFP ❑ RFP—A&E ❑ Non-Competitive ❑ Modification ❑Task Order**	
4.	**Procurement Dates:** N/A	
	A. Issued: N/A	
	B. Advertised/Publicized: N/A	
	C. Pre-Proposal Conference: N/A	
	D. Proposals Due: N/A	
	E. Pre-Qualification Completed: N/A	
	F. Ethics Declaration Forms Submitted to Ethics: N/A	
	G. Protest Period End Date: N/A	
5.	**Solicitations Picked up/Downloaded:** N/A	**Bids/Proposals Received:** N/A
6.	**Contract Administrator:** Tina Hoffstetter	**Telephone Number:** 213-922-2775
7.	**Project Manager:** Alan Tang	**Telephone Number:** 562-658-0231

A. Procurement Background

This Board action is to request authorization to utilize the State of California Statewide Fleet Vehicles Contract for the replacement of 487 non-revenue vehicles. The State of California competitively solicited and negotiated the award of multiple contracts that provide the State and local governmental agencies the ability to leverage their combined purchasing power to obtain favorable pricing for four major categories of fleet vehicles, including Fleet Vehicles-Cars, Fleet Vehicles-Trucks, Fleet Vehicles-Vans and SUVs, and Alternate Fuel Medium/Heavy Duty Vehicles.

B. Evaluation of Bids

Proposal evaluations were not conducted for this action since the contracts have already been awarded by the State of California. Metro reviewed the available vehicles on the State pricing schedules and selected the vehicles whose technical specifications complied with Metro's technical

requirements.

C. Price Analysis

The recommended Not-to-Exceed (NTE) amounts for each purchase with a cumulative NTE amount of $24,259,612 are considered fair and reasonable based on adequate price competition, pre-negotiated pricing, and fact finding. Metro further conducted a survey of published vehicle pricing for the vehicles being purchased and it was determined that prices on the State Contract reflect favorable pricing with discounts up to 32% off the Manufacturer's Suggested Retail Price (MSRP).

Supplier	Type of Vehicle	Qty.	Total Price	Sales Tax	Tire Fee	Total
Downtown Ford Sales	Trucks and Cargo/ Passenger Vans	178	$8,004,465	$760,424	$1,246	$8,766,135
Downtown Ford Sales	EV Crossovers	142	$6,566,932	$623,859	$994	$7,191,785
Freeway Toyota of Hanford	Hybrid SUVs	97	$4,447,838	$422,545	$679	$4,871,062
Watsonville Fleet Group	Pick-Up Trucks – Ford 350	63	$2,831,199	$268,964	$441	$3,100,604
Elk Grove Auto	Pick-Up Trucks	7	$301,350	$28,628	$49	$330,027
					Grand Total	**$24,259,612**

D. Background on Recommended Contractors

Downtown Ford

Downtown Ford Sales has been a family-owned business since 1911 and is one of

the oldest dealerships in California. In 2022, Harrold Ford and Downtown Ford merged to create Downtown Ford Sales with 2 locations, both in Sacramento, California.

Elk Grove Auto

Elk Grove Auto is part of the Knight Automotive Group and is located in Sacramento County, California. Elk Grove Auto Dealerships include Elk Grove Acura, Audi, Dodge/Jeep, Subaru, and Volkswagen.

Freeway of Toyota Hanford

Freeway Toyota is part of Victory Automotive Group, an award-winning dealership group with dealerships all over the country. It all started back in 1997 with just one Nissan store in rural Tennessee. From those humble beginnings, Victory quickly expanded, adding more brands and moving beyond Tennessee. Now, over 26 years later, Victory has over 50 locations in 10 states, representing 14 top automobile brands.

Watsonville Fleet Group

Watsonville Fleet Group is a family-owned business. The company was founded in 2008. Watsonville Fleet operates in the car & truck industry and is located in Watsonville, California and has a fleet department location in in Alhambra, California that serves the Southern California region. Watsonville Fleet Group is an authorized dealer for Chevrolet, Ford, Dodge, Chrysler, Jeep and Ram. Ford F-250 and F-350 pick-up trucks will be sourced from Watsonville Fleet Group.