

Request for Information

005-RFI-0389-2023

Government Vehicle Ordering

Notice to Respondents

Date of Issuance:

Proposals Due: March 31, 2023 at 3:00 PM (Central Time)

For information regarding this notice and throughout this process, interested service providers shall contact only the issuing officer:

David Kundid
Iowa Department of Administrative Services
Hoover State Office Building – Level 3
1305 East Walnut Street
Des Moines, Iowa 50319-0105
Phone: 515-745-2796
E-mail: david.kundid@iowa.gov

Section I - Introduction, Background, and Objectives

1.1 Introduction

The Purchasing Division of the Iowa Department of Administrative Services is seeking information from Respondents who are interested in providing automotive sales to State Agencies and Political Subdivisions in the State of Iowa. Information received from Respondents in response to this RFI will be used to provide background information for the preparation of a Request for Bids (RFB). The intended purpose of this RFI is to allow all interested Respondents to present statements of interest, qualifications and strategies for addressing the needs of the State in this area.

Respondents to this RFI should have expertise in one or more of the following areas:

- Automotive sales to state government
- Responding to government solicitations
- Fleet sales to enterprise

1.2 Background Information Concerning This Request for Information

Iowa Department of Administrative Services (DAS) has a contract to purchase automotive brands such as Chevrolet, Chrysler, Dodge, Ford, Kia, RAM, and Toyota with car dealerships. The car manufacturers are constantly changing the parameters for government entities ability to purchase a vehicle from car dealerships. The evolving changes impacted State Agencies and Political Subdivisions to procure and/or receive vehicles such as sedans, SUVs, trucks, and vans. State Agencies and Political Subdivisions extended the life of certain vehicles because of their inability to procure and/or receive a replacement vehicle. Their inability to retire vehicles in a timely fashion resulted in increased vehicle maintenance costs. The following changes from car manufacturers substantially impacted State Agencies and Political Subdivisions:

- 1) Limited window to accept government order
- 2) Limited notice when price will be available for new model year
- 3) Accepting government orders without providing a new model year price
- 4) The various time throughout the year car manufacturers will provide pricing and order windows.
- 5) Order cancellation
- 6) Long lead times
- 7) Government order allocation

1.3 Request for Information Procedures

This request requires any Respondent wishing to submit information to respond to this Request for Information (RFI) by 3:00 p.m., Central Time, on March 29, 2023. Invitations to demonstrate will be scheduled after the evaluation of received proposals is completed.

1.4 Schedule of Events

Issue RFI	March 10, 2023
RFI Virtual Discussion	March 20, 2023 at 10:00 AM CST
Questions regarding RFI Due	March 24, 2023 at 3:00 PM CST
RFI Responses Due	March 31, 2023 at 3:00 PM CST

1.5 Contact Information

The contact at the Purchasing Division of the Iowa Department of Administrative Services for inquiries, comments, clarification questions and scheduling will be:

David Kundid, Purchasing Agent
Department of Administrative Services
Hoover Bldg, Level 3
Des Moines, Iowa 50319-0105
david.kundid@iowa.gov
Telephone 515-745-2796

1.6 RFI Virtual Discussion

The State will hold a Virtual Discussion in conjunction with this RFI, it will be held on Google Meet. The purpose of the Virtual Discussion is to discuss with prospective Respondents additional avenues to procure vehicles and allow prospective Respondents an opportunity to ask questions regarding the RFI. The Respondent shall notify the issuing Officer by March 20, 2023 at 8:00 AM CST to receive an invitation to the RFI Virtual Discussion

1.7 Clarification Questions

Clarification questions about this RFI are to be submitted to the issuing Officer by the date and time noted in paragraph 1.4 and to the attention of the contact noted in paragraph 1.5.

1.8 Submission of Responses

The response may be hand-delivered, e-mailed, or mailed to the Purchasing Division, Iowa Department of Administrative Services to the attention of the contact noted in paragraph 1.6. If the information is to be provided electronically, the response may be limited to instructions regarding access of the electronic information. Responses will not be accepted over the telephone.

1.9 Review and Rejection of RFI Responses

The State reserves the right to reject any and all responses, in whole and in part, received in response to this RFI at any time. Issuance of the RFI in no way constitutes a commitment by the State to award any contract. This RFI is designed to provide Respondents with the information necessary for the preparation of informative response proposals and demonstrations of product. This RFI process is for the States' benefit and is intended to provide the State with competitive information to assist in the selection of goods and services. The RFI is not intended to be comprehensive and each Respondent is responsible for determining all factors necessary for submission of a comprehensive response and a complete product capability demonstration. The RFI response and demonstration will not be subject to an RFI type evaluation but only to a review of suggested product performance, cost (*cost may be estimated by Respondent, if an estimate, Respondent shall state that it is an estimated or approximate cost*) of processes offered and of abilities to perform services that may be of use to the State.

An RFI response may be rejected outright and not reviewed for any one (1) of the following reasons, therefore Respondents are asked to make every effort to meet the RFI timelines and to include the requested information:

1.9.1 Failure of Respondent to deliver the response by the due date and time.

1.9.2 Failure to include information requested in the RFI.

1.9.3 Failure to offer demonstrations.

1.10 Public Records and Requests for Confidential Treatment

The Agency's release of public records is governed by Iowa Code chapter 22. Contractors are encouraged to familiarize themselves with Chapter 22 before submitting a Proposal. The Agency will copy and produce public records upon request as required to comply with Chapter 22 and will treat all information submitted by a Contractor as non-confidential records unless Contractor requests specific parts of the Proposal be treated as confidential at the time of the submission as set forth herein **AND the information is confidential under Iowa or other applicable law.**

1.10.1 Form 22 Request for Confidentiality

FORM 22 MUST BE COMPLETED AND INCLUDED WITH CONTRACTOR'S PROPOSAL. COMPLETION AND SUBMITTAL OF FORM 22 IS REQUIRED WHETHER THE PROPOSAL DOES OR DOES NOT CONTAIN INFORMATION FOR WHICH CONFIDENTIAL TREATMENT WILL BE REQUESTED. FAILURE TO SUBMIT A COMPLETED FORM 22 WILL RESULT IN THE PROPOSAL CONSIDERED NON-RESPONSIVE AND NOT EVALUATED.

1.10.2 Confidential Treatment Is Not Requested

A Contractor not requesting confidential treatment of information contained in its Proposal shall complete Section I of Form 22 and submit Form 22 with the Proposal.

1.10.3 Confidential Treatment of Information is Requested

A Contractor requesting confidential treatment of specific information shall: (1) fully complete Section II of Form 22, (2) conspicuously mark the outside of its Proposal as containing confidential information, (3) mark each page upon which the Contractor believes confidential information appears **and CLEARLY IDENTIFY EACH ITEM for which confidential treatment is requested; MARKING A PAGE IN THE PAGE MARGIN IS NOT SUFFICIENT IDENTIFICATION**, and (4) submit a "Public Copy" from which the confidential information has been excised.

Form 22 will not be considered fully complete unless, for each confidentiality request, the Contractor: (1) enumerates the specific grounds in Iowa Code chapter 22 or other applicable law that supports treatment of the material as confidential, (2) justifies why the material should be maintained in confidence, (3) explains why disclosure of the material would not be in the best interest of the public, and (4) sets forth the name, address, telephone, and e-mail for the person authorized by Contractor to respond to inquiries by the Agency concerning the confidential status of such material.

The Public Copy from which confidential information has been excised is in addition to the number of copies requested in Section 3 of this RFI. The confidential material must be excised in such a way as to allow the public to determine the general nature of the material removed and to retain as much of the Proposal as possible.

Failure to request information be treated as confidential as specified herein shall relieve Agency and State personnel from any responsibility for maintaining the information in confidence. Contractors may not request confidential treatment with respect to pricing information and transmittal letters. A contractor's request for confidentiality that does not comply with this section or a contractor's request for confidentiality on information or material that cannot be held in confidence as set forth herein are grounds for rejecting contractor's Proposal as non-responsive. Requests to maintain an entire Proposal as confidential will be rejected as non-responsive.

If Agency receives a request for information that Contractor has marked as confidential and if a judicial or administrative proceeding is initiated to compel the release of such material, Contractor shall, at its sole expense, appear in such action and defend its request for confidentiality. If Contractor fails to do so, Agency may release the information or material with or without providing advance notice to Contractor and with or without affording Contractor the opportunity to obtain an order restraining its release from a court possessing competent jurisdiction. Additionally, if Contractor fails to comply with the request process set forth herein, if Contractor's request for confidentiality is unreasonable, or if Contractor rescinds its request for confidential treatment, Agency may release such information or material with or without providing advance notice to Contractor and with or without affording Contractor the opportunity to obtain an order restraining its release from a court possessing competent jurisdiction.

1.11 Copyrights

By submitting a response the Respondent agrees that the state may copy the response for purposes of facilitating the evaluation or to respond to requests for public records. The Respondent represents that such copying will not violate any copyrights in the materials submitted.

1.12 Restrictions on Gifts and Activities

Iowa Code chapter 68B contains laws which restrict gifts which may be given or received by State employees and requires certain individuals to disclose information concerning their activities with State government. Respondents are responsible for determining the applicability of this chapter to their activities and for complying with these requirements. In addition, Iowa Code chapter 722.1 provides that it is a felony offense to bribe a public official.

1.13 Content of the RFI

1.13.1 The State reserves the right to modify this RFI at any time.

1.13.2 Responses should be based on the material contained in this RFI or any other relevant information the Respondent thinks is appropriate.

1.13.3 By submitting a response each Respondent agrees that it will not bring any claim or have any cause of action against the State, the Department of Commerce, the Attorney General, or the State of Iowa, or any employee of the State, Department of Commerce or Attorney General, based on any misunderstanding concerning the information

provided or concerning the States' failure, negligent or otherwise, to provide the Respondent with pertinent information as intended by this RFI.

1.14 Cost to Respondents

The State is not responsible for any costs incurred by a Respondent, which are related to the preparation or delivery of the response, any on-site inspection that may be required, or any other activities related to this RFI.

1.15 Responses Property of the State

All printed information used to demonstrate a Respondent's product becomes the property of the State. The State will have the right to use ideas or adaptations of ideas that are presented in the responses.

1.16 Sources of Information Used by the State In Addition to the Responses

The State reserves the right to contact Respondents after the submission of responses for the purpose of clarification and to ensure mutual understanding.

1.17 No Obligation to Issue RFI

The issuance of this RFI does not obligate the State in any way to issue an RFB for the goods and services described in this RFI.

Section II - Submittal Requirements

2.1 Respondent Identifying Information

Please provide the following information about your organization

- State the name and principal place of business of the Respondent.
- Identify the Respondent's type of business entity such as a corporation or partnership.
- State the Respondent's place of incorporation, if applicable. At the respondent's discretion, provide an organization chart for the Respondent. Include any parent, subsidiary and affiliate companies you feel may be relevant to this presentation.
- State the name, address, email address, and telephone number of the Respondent representative to contact regarding all technical matters concerning this RFI.

2.2 Government Vehicle Sales

Describe your dealership's approach to the limitations car manufacturers place on government orders.

- Based on your experience, what challenges have you encountered when attempting to order and/or receive a government vehicle?
- What measures are taken with the car manufacturer to minimize cancellations?
- What method(s) does your company recommend to minimize government ordering limitations?

2.3 New Pricing Model

Describe your company's approach to a new pricing model.

- Does the car manufacturer require government pricing to be issued to the dealership prior to accepting a government vehicle order? (If not, please answer the following questions)
- Does your company have a recommended pricing structure?
- Would your company be willing to provide a markup cost and delivery cost per mile for a vehicle?
- How would your company receive orders with a markup cost and delivery cost per mile?
- What measures would be taken to maximize the number of vehicles purchased with government pricing?
- What is your pricing model when government pricing for a vehicle is unavailable?
- How would you communicate this to the State?
- Would your dealership be willing to sell vehicles off your lot to the State?

Attachment 1
Form 22 – Request for Confidentiality

CONTRACTOR NOTE: SUBMISSION OF THIS FORM 22 IS REQUIRED

THIS FORM 22 (FORM) MUST BE COMPLETED AND INCLUDED WITH YOUR RESPONSE (PROPOSAL) TO THE REQUEST FOR PROPOSAL (RFI). THE FORM IS REQUIRED WHETHER THE PROPOSAL DOES OR DOES NOT CONTAIN INFORMATION FOR WHICH CONFIDENTIAL TREATMENT WILL BE REQUESTED.

FAILURE TO SUBMIT A COMPLETED FORM WILL RESULT IN THE PROPOSAL CONSIDERED NON-RESPONSIVE AND ELIMINATED FROM EVALUATION.

I. Confidential Treatment Is Not Requested

A request for confidential treatment of information contained in our Proposal is not submitted.

Company	RFI Number	RFI Title
Signature	Title	Date

II. Confidential Treatment Is Requested

The below information is to be completed and signed ONLY if Contractor is requesting confidential treatment of any information submitted in its Proposal.

Per the paragraph labeled as Public Records and Requests for Confidential Treatment in section 2 of the Request for Proposal (RFI), a Contractor requesting portions of its Proposal be maintained in confidence must complete this form and submit it with its Proposal. Contractors should read and familiarize themselves with chapter 22 of the Iowa Code regarding release of public records before completing this Form. Contractor shall refer to the paragraph labeled as Public Records and Requests for Confidential Treatment in section 2 of the RFI for instructions regarding how to request confidential treatment of portions of its Proposal.

NOTE:

- 1 Completion of this Form is the sole means of requesting confidential treatment.**
- 2 A CONTRACTOR MAY NOT REQUEST PRICING PROPOSALS BE HELD IN CONFIDENCE.**

Completion of the Form and Agency's acceptance of Contractor's submission does not guarantee the agency will grant Contractor's request for confidentiality. The Agency may reject Contractor's Proposal entirely in the event Contractor requests confidentiality and does submit a fully completed Form or requests confidentiality for portions of its Proposal that are improper under the RFI.

To request confidentiality, Contractor must provide the following information:

- 1 ☐ Contractor must conspicuously mark confidential material in its Proposal in accordance with the section titled Public Records and Requests for Confidential Treatment. **Check box when completed.**
- 2 Contractor must specifically identify and list the Proposal section(s) for which it seeks confidentiality and answer the following questions for each section listed:
 - Explain the specific grounds in *Iowa Code Chapter 22* or other applicable law which support treatment of the material as confidential.
 - Justify why the material should be kept in confidence.
 - Explain why disclosure of the material would not be in the best interest of the public.
 - Provide the name, address, telephone, and email for the Contractor's person authorized to respond to inquiries by the Agency concerning the status of confidential materials.

Please provide the information in the table below. Contractor may add additional lines if necessary or add additional pages using the same format as the table below.

RFI Section:	Contractor must cite the specific grounds in <i>Iowa Code Chapter 22</i> or other applicable law which supports treatment of the material as confidential.	Contractor must justify why the material should be kept in confidence.	Contractor must explain why disclosure of the material would not be in the best interest of the public.	Contractor must provide the name, address, telephone, and email for the person at Contractor's organization authorized to respond to inquiries by the Agency concerning the status of confidential materials.

- 3 ☐ Contractor must submit a Public Copy of its Proposal from which the confidential information has been excised. The confidential material must be excised in such a way as to allow the public to determine the general nature of the material removed and to retain as much of the Proposal as possible. **Check box when completed.**

This Form must be signed by the individual who signed the Contractor's Proposal. The Contractor shall place this Form completed and signed in its Proposal immediately following the transmittal letter. A copy of this document shall be placed in all Proposals submitted including the Public Copy.

****Failure to provide the information required on this Form may result in rejection of Contractor's submittal to request confidentiality or rejection of the Proposal as being non-responsive.***

****Please note that this Form is to be completed and signed only if you are submitting a request for confidential treatment of any information submitted in your Proposal.***

Company

RFI Number

RFI Title

Signature

Title

Date

Department of Administrative Services – Central Procurement Bureau Review
(For Agency use only)

- ☐ Contractor's Proposal is rejected as non-compliant because of one or more of the following reasons:
- ☐ Contractor's Proposal is rejected due to not submitting a fully completed Form 22 to either request or not request confidential treatment of information.
 - ☐ Contractor's Proposal is rejected due to the request to treat the entire response as confidential.
 - ☐ Contractor's Proposal is rejected due to the request to treat Proposal pricing as confidential.
 - ☐ Contractor requested confidentiality without submitting a **fully completed** Form 22.
 - ☐ Contractor requested confidentiality and failed to conspicuously mark such material as confidential within its Proposal in accordance with the RFI.
 - ☐ Contractor requested confidentiality without submitting a public copy of its Proposal with the confidential information redacted.
 - ☐ Contractor requested confidentiality on material in contravention of the RFI.
 - ☐ Other: _____.
- ☐ Contractor's submission is accepted.¹

Purchasing Agent Signature

Date

RFI Number

RFI Title

NOTE: Agency's acceptance of Contractor's submission should not be construed as Agency's approval of Contractor's request for confidentiality. Instead, acceptance of Contractor's submission simply means that Agency believes Contractor's Form 22 appears fully completed in accordance with the RFI.