



City Council Report

Date: April 7, 2025
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Kristy Garcia, Procurement Administrator
Subject: Three-Year Term Contract with Two-Year Renewal Options for Automobile Dealers Eligibility List for the Fleet Services Department **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing the Fleet Services Department and Procurement Services evaluated responses and recommend awarding the contract to the highest-scored proposals from Courtesy Chevrolet, Don Sanderson Ford, Inc. dba Sanderson Ford, San Tan Auto Partners, LLC. dba San Tan Ford, and Sands Motor Company dba Sands Chevrolet up to \$10,000,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index. The estimated spend for year one of the contract is \$8,635,000.

Background / Discussion

This contract will provide a non-exclusive, pre-approved list of full-service auto dealers for price quotes on the purchase, delivery, and warranties of new light-duty ½ ton, ¾ ton, 1-ton trucks, sedans, trucks/SUV's, and minivans for all citywide departments.

City staff issued a Request for Proposals (RFP) to all registered and known Automobile Dealer providers. Six proposal responses were received, all of which met the minimum qualifications and were evaluated and scored in accordance with the City's established policies and procedures and relative to the scoring criteria in the solicitation. Based on the evaluation results, the committee recommend awarding the contract to the four highest-scoring respondents. The evaluation committee unanimously agreed on the recommendation.

Purchase Information

Action: Award
Procurement Type: Request for Proposals
Contract Number: 2025134
Local Consideration: Policy did not apply to this procurement method
Protests Received: None
Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years subject to Administrative review and approval

Funding Source: Replacement vehicle funded by the Vehicle Replacement Fund. Various Funds and Sub Funds are dependent on the City Department purchasing the vehicle

Proposal Responses

Courtesy Chevrolet – Phoenix, AZ (Recommended)

Don Sanderson Ford, Inc. – Glendale, AZ dba Sanderson Ford (Recommended)

Henry Brown Buick GMC, LLC. - Gilbert, AZ

Olathe Ford Sales, Inc. – Olathe, KS

Sands Chevrolet – Glendale, AZ (Recommended)

San Tan Auto Partners – Gilbert, AZ dba San Tan Ford (Recommended)

No Bid Responses:

Asbury Automotive Group, Inc.

Courtesy Auto of Mesa, LLC.

Watson Chevrolet, Inc.

Proposal Scoring Results

Respondent	Total Points Possible / 100.00
Courtesy Chevrolet (Recommended)	98.70
Don Sanderson Ford, Inc. (Recommended)	95.40
Henry Brown Buick GMC, LLC.	64.70
Olathe Ford Sales, Inc.	51.60
San Tan Auto Partners (Recommended)	95.00
Sands Chevrolet (Recommended)	82.00