



Golf, Utility and Hospitality Carts, Parts, Accessories, Supplies and Related Services

Executive Summary

**Lead Agency:** Region 4 Education Service Center (ESC)    **Solicitation:** 16-11

**RFP Issued:** September 16, 2016

**Pre-Proposal Date:** September 21, 2016

**Response Due Date:** October 11, 2016

**Proposals Received:** 5

**Awarded to: EZGO Division of Textron, Inc.**

The Region 4 Education Service Center (ESC) Department of Procurement issued RFP #16-11 on September 16, 2016 to establish a national cooperative contract for Golf, Utility and Hospitality Carts, Parts, Accessories, Supplies and Related Services.

The solicitation included cooperative purchasing language in Section A. Introduction:

**I. Background on Region 4 Education Service Center**

Region 4 Education Service Center (“Region 4 ESC” herein “Lead Public Agency”) on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and non-profit organizations (herein “Participating Agencies”) solicits proposals from qualified Offerors to enter into a Vendor Contract (“contract”) for the goods or services solicited in this proposal.

Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being “piggybackable”.

Region 4 ESC’s purchasing cooperative was established in 1997 as a means to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 Education Service Center (ESC) website
- National IPA website
- USA Today, nationwide

- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA

On October 11, 2016 proposals were received from the following offerors:

- Cruise Car
- EZGO Division of Textron, Inc
- Kandi Kountry DBA Towmaster
- Taylor Dunn
- Vantage Vehicle

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to award to EZGO Division of Textron, Inc.

Region 4 Education Service Center (ESC) executed a contract with effective date of January 1, 2017.

Contract includes:

- Cushman® Hauler® Utility Vehicles
- Cushman Shuttle™ Personal Transport Vehicles
- E-Z-GO® Golf Cars
- Textron Off-Road Stampede
- Utility Vehicles (commercial, turf and industrial)
- Personal Transportation Vehicles
- Hospitality Vehicles (E-Z-GO Refresher®)
- Road Legal Low Speed Vehicles
- AWD/4x4 Vehicles
- Accessories/Parts
- Free Goods Program

Term:

Initial three year agreement from January 1, 2017 through December 31, 2019 with the option to renew for two (2) additional one-year periods through December 31, 2019.

Pricing/Discount: Percentage discount off of MSRP

National IPA Web Landing Page: <http://www.nationalipa.org/Vendors/Pages/E-Z-GOandCushman.aspx>