



Fuel Card Services and Related Products  
Executive Summary

**Lead Agency:** REGION 4 ESC

**Solicitation:** RFP 21-11

**RFP Issued:** July 7, 2021

**Pre-Proposal Date:** July 20, 2021

**Response Due Date:** August 24, 2021

**Proposals Received:** #1

**Awarded to: FleetCor Technologies, Inc. through its subsidiaries: FleetCor Technologies Operating Company, LLC and Comdata, Inc. – Contract #R211101**

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 21-11 on July 7, 2021, to establish a national cooperative contract for Fuel Card Services and Related Products.

The solicitation included cooperative purchasing language in Sections I. Scope of Work:

**NATIONAL CONTRACT:**

*Region 4 ESC, as the Principal Procurement Agency, defined in APPENDIX D, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. Region 4 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on APPENDIX D, or as otherwise agreed to. APPENDIX D contains additional information about OMNIA Partners and the cooperative purchasing program.*

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

- Region 4 ESC website
- OMNIA Partners 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
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT

- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal
- The Herald-News, IL
- Las Vegas Sun, NV

On August 24, 2021 proposals were received from the following offeror:

- FleetCor Technologies, Inc. through its subsidiaries: FleetCor Technologies Operating Company, LLC and Comdata, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with FleetCor Technologies, Inc. through its subsidiaries: FleetCor Technologies Operating Company, LLC and Comdata, Inc. and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, OMNIA Partners and FleetCor Technologies, Inc. through its subsidiaries: FleetCor Technologies Operating Company, LLC and Comdata, Inc. successfully negotiated a contract, and Region 4 ESC executed the agreement with a contract effective date of January 1, 2022.

Contract includes:

- Fuelman Fleet Card Program
  - Flexible Pricing Plans
  - Online web-based account management
    - Customizable Billing Frequency
  - Track and Monitor Fleet Fuel Expenses
- MasterCard Program
  - Comdata MasterCard – FleetCor through its subsidiary company Comdata, Inc.
  - Pricing based on the card accepting merchant’s retail price

Term:

Initial three (3) year agreement effective January 1, 2022 through December 31, 2024 with the option to renew for two (2) additional one-year periods through December 31, 2026.

Pricing/Discount: OPIS based pricing, contact OMNIA Partners/FleetCor dba Fuelman for more details.

OMNIA Partners Web Landing Page: [FLEETCOR Technologies dba Fuelman Cooperative Contract | Contract Documentation \(omniapartners.com\)](#)