



Fuel Card Services and Related Products  
Executive Summary

**Lead Agency:** Region 4 Education Service Center

**Solicitation:** 16-15

**RFP Issued:** 10/13/2016

**Pre-Proposal Date:** N/A

**Response Due Date:** 11/29/2016

**Proposals Received:** 1

**Awarded to: Fleetcor Technologies dba Fuelman**

The Region 4 Education Service Center Department of Procurement issued RFP #16-15 on October 13, 2016, to establish a national cooperative contract for Fuel Card 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 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 (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On November 29, 2016, proposals were received from the following offerors:

- Fleetcor Technologies dba Fuelman

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to award to Fleetcor Technologies dba Fuelman.

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

Contract includes:

- Flexible Pricing Plans
- Customizable Billing Frequency
- Track and Monitor Fleet Fuel Expenses
- Online web based account management

Term:

Initial one year agreement from April 1, 2017 through March 31, 2020 with the option to renew for two (2) additional one-year periods through March 31, 2022.

Pricing/Discount: OPIS based pricing

National IPA Web Landing Pages: [www.nationalipa.org/Vendors/Pages/FleetCorTechnologiesdbaFuelman.aspx](http://www.nationalipa.org/Vendors/Pages/FleetCorTechnologiesdbaFuelman.aspx)