



Automotive Parts & Accessories for Light, Medium and Heavy Duty Vehicles and Related Products & Services  
Executive Summary

**Lead Agency:** Prince William County Public Schools  
(PWCS)

**Solicitation:** R-LD-23013

**RFP Issued:** May 24, 2023

**Pre-Proposal Date:** June 7, 2023

**Response Due Date:** June 27, 2023

**Proposals Received:** 8

**Awarded to:** Advance Stores Company, Inc. (Advance Auto Parts), contract #R-LD-23013-01

The Prince William County Public Schools (PWCS) Department of Procurement issued R-LD-23013 on May 24, 2023, to establish a national cooperative contract for Automotive Parts & Accessories for Light, Medium and Heavy Duty Vehicles and Related Products & Services

The solicitation included cooperative purchasing language in Section 1, Special Provisions:

*“PWCS, as the Principal Procurement Agency, defined in APPENDIX C, 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. PWCS 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 C, or as otherwise agreed to. APPENDIX C 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:

- Prince William County Public Schools website/eVA
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA

- The New Jersey Herald, NJ
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal and/or Las Vegas Sun
- Kennebec Journal/Morning Sentinel, ME

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses were notified of the Request for Proposal.

On June 27, 2023 proposals were received from the following offerors:

- Elliott Auto Supply Co., Inc dba Factory Motor Parts
- DPF Services, LLC
- Parts Authority, LLC
- K. Neal
- Advance Auto Parts
- Midwest Motor Supply Co.
- Northern Virginia Supply, Inc.
- Lawson Products, 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 Advance Auto Parts and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

PWCS, OMNIA Partners and Advance Auto Parts successfully negotiated a contract, and PWCS executed the agreement with a contract effective date of October 5, 2023.

Advance Stores Company is a leading automotive aftermarket parts provider that services both professional installer and do-it-yourself customers. Advance operates approximately 5,000 company-owned stores. In addition to auto parts, Advance also offers hand tools and power tools for automotive repair work and equipment for automotive service centers.

Contract includes:

- Aftermarket parts and supplies for maintaining light, medium and heavy-duty vehicles, SUV's, fire apparatus, buses and construction equipment.
- Fluids, lubricants, chemicals, shop supplies, tools, shop equipment and automotive accessories
- Battery testing, inventory replenishment management systems, on-site parts room management, loaner tool program, and technician training

Term:

Initial five-year agreement from October 5, 2023 through October 31, 2028 with the option to renew for two (2) additional two-year periods through October 31, 2032.

Pricing/Discount: Discount off list price between 35% - 65%

Website: [Advance Auto Parts](#) | [OMNIA Partners](#) | [xContract Documents](#)