



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 2[List View](#)**General Information** | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#) | [Clarification Request](#)**Procurement Folder:** 949877**Procurement Type:** Central Master Agreement**Vendor ID:** VS0000038579 **Legal Name:** Sewell Fleet Management**Alias/DBA:** Sewell Fleet Management**Total Bid:** \$0.00**Response Date:** 11/04/2021 **Response Time:** 11:43**Responded By User ID:** TeamSewell **First Name:** Jay**Last Name:** Warner**Email:** jay.warner@teamsewell.com**Phone:** 432-699-3059**SO Doc Code:** CRFQ**SO Dept:** 0216**SO Doc ID:** FLT2200000002**Published Date:** 11/16/21**Close Date:** 11/18/21**Close Time:** 13:30**Status:** Closed**Solicitation Description:** Add No. 5 Vehicle Maintenance, Fuel and Repair Management **Total of Header Attachments:** 2**Total of All Attachments:** 2



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder: 949877
Solicitation Description: Add No. 5 Vehicle Maintenance, Fuel and Repair Management
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2021-11-18 13:30	SR 0216 ESR11042100000002806	1

VENDOR
 VS0000038579
 Sewell Fleet Management

Solicitation Number: CRFQ 0216 FLT2200000002
Total Bid: 0
Response Date: 2021-11-04
Response Time: 11:43:15
Comments:

FOR INFORMATION CONTACT THE BUYER

Melissa Pettrey
 (304) 558-0094
 melissa.k.pettrey@wv.gov

Vendor Signature X **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Automotive and light truck maintenance and repair	0.00000	EA	20.000000	0.00

Comm Code	Manufacturer	Specification	Model #
78181507			

Commodity Line Comments: No vendor mark ups and all discounts are applied to invoice
All invoices uploaded to portal for ease of review and auditing

Extended Description:

Do not enter information on this line it is inactive. Please enter this information on commodity Line 11.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	fuel only credit card program	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
15100000			

Commodity Line Comments: All fees included in package pricing

Extended Description:

See attached Exhibit A Pricing Pages

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Mileage Entry and Ending Odometer	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
81111509			

Commodity Line Comments: All fees included in package pricing

Extended Description:

See attached Exhibit A Pricing Pages

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Driver Safety Program	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
81111509			

Commodity Line Comments: All inception fees included in package pricing

Extended Description:

See attached Exhibit A Pricing Pages

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Telematics	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
25173107			

Commodity Line Comments: Driver and supervisor inputs are all included in package pricing

Extended Description:

See attached Exhibit A Pricing Pages

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Express Mailing	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
80141800			

Commodity Line Comments: All fees for driver app are included in package pricing

Extended Description:

See attached Exhibit A Pricing Pages

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	24 Hour Roadside Assistance	0.00000	EA	5.000000	0.00

Comm Code	Manufacturer	Specification	Model #
90121800			

Commodity Line Comments: MVR fees per request
Pricing does not include state fee or third party vendor fee

Extended Description:

See attached Exhibit A Pricing Pages

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Driver Portal Log	0.00000	EA	20.150000	0.00

Comm Code	Manufacturer	Specification	Model #
43232312			

Commodity Line Comments: Pricing for GPS monitoring and tracking subscription
Pricing does not include necessary hardware

Extended Description:

See attached Exhibit A Pricing Pages

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	MVR -Motor Vehicle Record	0.00000	EA	10.000000	0.00

Comm Code	Manufacturer	Specification	Model #
46171640			

Commodity Line Comments: Pricing includes driver training per event

Extended Description:

See attached Exhibit A Pricing Pages

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Automotive and light truck maintenance and repair	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
78181507			

Commodity Line Comments: All fees included in package pricing

Extended Description:

Do not enter information on this line it is inactive.

State of West Virginia Fleet Management Office

Exhibit A - Pricing Page

MAINTENANCE AND SERVICES PROGRAM - Section A							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price 1 Year
Vehicle Maintenance Services 1 ton and under. All inclusive lump sum cost for all Services as defined in the specifications in sections 4.2.1.1	\$240.00	\$180.00	\$180.00	\$180.00	Per Vehicle Per Month	3,000	\$2,340,000.00
National Account Discount of: (Must be a negative number)	-10.000%	-10.000%	-10.000%	-10.000%	Percent	\$1,500,000.00	-\$600,000.00
Independent Vendor fee of:	0.000%	0.000%	0.000%	0.000%	Percent	\$1,500,000.00	\$0.00
Warranty Recovery	\$0.00	\$0.00	\$0.00	\$0.00	Per Recovery	2,000	\$0.00
Subtotal Section A1							\$1,740,000.00
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
Vehicle Maintenance Services Over 1 ton. All inclusive lump sum cost for all Services as defined in the specifications in sections 4.2.1.1	\$240.00	\$180.00	\$180.00	\$180.00	Per Vehicle Per Month	1,900	\$1,482,000.00
National Account Discount of:	-10.00%	-10.00%	-10.00%	-10.00%	Percent	\$750,000.00	-\$300,000.00
Independent Vendor fee of:	0.00%	0.00%	0.00%	0.00%	Percent	\$750,000.00	\$0.00
Warranty Recovery	\$0.00	\$0.00	\$0.00	\$0.00	Per Recovery	1,000	\$0.00
Subtotal Section A2							\$1,182,000.00
FUEL-ONLY CREDIT CARD PROGRAM - Section B							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
Fuel Only Credit Cards All inclusive lump sum cost for all Services as defined in the specifications in sections 3.2. Replacement fuel card (lost or stolen)	\$0.00	\$0.00	\$0.00	\$0.00	Per Card	10,000	\$0.00
					Per Card	500	\$0.00
					Multiplier	Estimated Monthly Retail Transactions	Total Annual Volume Rebate
Domestic Volume Rebate	0.012	0.012	0.012	0.012	0.0001	\$1,000,000.00	\$48,000.00
Subtotal Section B							\$48,000.00
Express Mailing - Section C							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
At the request of FMD 3.4.11.5	\$0.00	\$0.00	\$0.00	\$0.00	Per Event	500	\$0.00
Subtotal Section C							\$0.00
24 Hour Roadside Assistance - Section D							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
As defined in the specifications in sections 3.1.10.15	\$0.00	\$0.00	\$0.00	\$0.00	Per Event	1,000	\$0.00
Subtotal Section D							\$0.00
Mileage Odometer Entry - Section E							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
Mileage Entry and Ending Odometer 3.6	\$0.00	\$0.00	\$0.00	\$0.00	Per Vehicle per Month	1,000	\$0.00
Subtotal Section E							\$0.00
Driver Portal Log - Section F							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
As defined in the specifications in sections 3.8.	\$0.00	\$0.00	\$0.00	\$0.00	Per Driver per Month	10,000	\$0.00
Subtotal Section F							\$0.00
MVR - Section G							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
Motor Vehicle Record as defined in section 3.9.2	\$5.00	\$5.00	\$5.00	\$5.00	Per Event	30,000	\$600,000.00
State Fee	\$12.50	\$12.50	\$12.50	\$12.50	Pass through, per event	3,000	\$150,000.00
Third Party Vendor Fee	\$3.75	\$3.75	\$3.75	\$3.75	Pass through, per event	3,000	\$45,000.00
Subtotal Section G1							\$195,000.00
Motor Vehicle Record - Continuous Monitoring as defined in section 3.9.2	\$3.00	\$3.00	\$3.00	\$3.00	Per vehicle per month	30,000	\$0.00
State Fee	\$12.50	\$12.50	\$12.50	\$12.50	Pass through, per event	15,000	\$750,000.00
Third Party Vendor Fee	\$3.75	\$3.75	\$3.75	\$3.75	Pass through, per event	15,000	\$225,000.00
Subtotal Section G2							\$975,000.00
Telematics - Section H							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
Hardware, -3.7	\$62.48	\$0.00	\$0.00	\$0.00	Per unit - one time	7000	\$437,360.00
T harness,	\$22.00	\$0.00	\$0.00	\$0.00	Per unit - one time	7000	\$154,000.00
Monthly service fee	\$20.15	\$20.15	\$20.15	\$20.15	Per unit - monthly	7000	\$564,200.00
In cab verbal notification	\$105.19	\$0.00	\$0.00	\$0.00	Per unit - monthly	7000	\$736,330.00
NFC Reader	\$63.25	\$0.00	\$0.00	\$0.00	Per unit - one time	7000	\$442,750.00
Fob	\$3.85	\$0.00	\$0.00	\$0.00	Per unit - as needed	7000	\$20,950.00
Subtotal Section H							\$2,361,590.00
Driver Safety Education Program - Section I							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
Driver Safety Education Program - 3.9						Per Year	
Initial Assessment	\$10.00	\$10.00	\$10.00	\$10.00	Per Event	5000	\$200,000.00
Supporting Modules as defined in section 3.9.	\$10.00	\$10.00	\$10.00	\$10.00	Per Module	5000	\$200,000.00
Subtotal Section I							\$400,000.00
Data Interface - Section J							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
Third Party Interface	\$0.00	\$0.00	\$0.00	\$0.00	Per record	3000	\$0.00
Subtotal Section J							\$0.00
Total Bid Amount (Sum of Subtotals from Section A through J)							\$6,901,590.00

Notes: The quantities provided are for bid evaluation purposes only. Actual quantities may be more or less at the discretion of the Agency.

Vendor Name: Sewell Fleet Management
 Point of Contact Name: Jay Warner
 Point of Contact Phone: 972-743-8570
 Point of Contact Fax: N/A
 Point of Contact Email: jay.warner@teamsewell.com

SEWELL

FAMILY OF COMPANIES

SEWELL | **FLEET MANAGEMENT**

Sewellfleetmanagement.com

SewellFleetManagement.com
4400 Parks Legado Road
Odessa, Texas 79765

Sewell Fleet Management, a division of the Sewell Family of Companies, is a company that provides an innovative, intuitive and transparent approach to fleet management.

Given our expertise in the automotive business that dates back to 1911, and our growing fleet footprint throughout North America, we are able to provide a deep understanding of vehicle life cycle and the management that is required throughout the vehicle's life.

Our team consists of fleet management professionals including: Account Executives, Account Managers, Contact Center Technicians, Data Analysts, Executive Assistants, and Logistics Coordinators.

Our approach to fleet management is based on understanding total vehicle costs such as vehicle purchase, upfitting, maintenance, unscheduled repairs and disposition, and we deliver this with honesty, integrity and transparency.

Maintenance and Repair Management

We employ ASE certified contact center technicians that have spent several years in the technical profession that gives them firsthand knowledge to negotiate and discuss needed maintenance and repairs.

It is our commitment and goal to ensure all vehicles in the fleet are receiving the right maintenance and repair at the right price. We negotiate pricing at various vendors throughout the nation so our customers know they are achieving the best maintenance and repair pricing available. We also do not mark up any bills from our service providers. Our billing process will always include a copy of the vendors invoice showing the amount paid on your behalf.

We provide clients access to the Sewell Family of Companies dealerships, most notably Sewell Ford - Lincoln, Sewell Chevrolet - Buick - GMC, Sewell BMW, Sewell Cadillac – GMC - Buick. The fleet inventory at our dealerships enables our clients to purchase vehicles and equipment in a timely manner, especially in emergency situations. We have the capability to lease or finance vehicles and equipment in a consolidated bill. Sewell Family of Companies also has an accessory shop, Rockin' S Accessories, that helps our clients with upfits and other accessories for all vehicles.

For nationwide deliveries we have inventory strategically placed around the country for timing out of stock purchases & remote courtesy deliveries.

Fuel Card Management

We offer universal fuel card management with pass thru costs on a consolidated bill. **The price at the pump is the price you pay! There may be additional discounts available based on the gallon spend at the pump!** We will utilize the data from the fuel card provider to further understand the total cost of the fleet by vehicle, and manage maintenance intervals to ensure vehicles are properly maintained to minimize downtime.

Accident Management

We utilize Fleet Response for subrogation management. Fleet Response has experienced, knowledgeable staff that will ensure every rule and regulation has been looked at when following up on a claim. Fleet Response's business model is developed to ensure fleet companies get as much money as possible. **Fleet Response does not get paid until your company has been paid.**

Telematics

We recommend and provide telematics solutions through Geotab and Geoforce. **Our client portal utilizes an open API platform.** This feature, along with a software developer on staff, allows us to integrate and manage GPS devices for the following providers: Keep-Truckin, Samsara, TomTom, Verizon NetworkFleet, Verizon Reveal, MIX Telematics, and Zubie. If a client utilizes a telematics provider not mentioned above, we will work on integration for that provider.

Business Intelligence and Reporting

We can provide business intelligence for every aspect of your fleet as we detail all data going into our portal by vehicle, so the metrics and information coming out is accurate and actionable.

Examples of reports include:

- Total cost trend
- Utilization summary
- Vehicle assignment log
- Service summary
- Inspection failures
- Fuel entries by vehicle
- Many more

It is important to note that the reports can be customized, filtered, and downloaded as needed.

Vehicle Remarketing

We understand the remarketing environment for all assets. We have relationships with independent dealer groups and auction groups that price vehicles efficiently. Since we are a dealer network, a buy now option is also available. This option would expedite the disposition process as we would assess the assets and be able to provide payment within 48-72 hours. We would also arrange to have the assets picked up and distributed as needed.

Licensing and Compliance

We ensure your vehicles are fully licensed, registered, and ready to drive. We have a team of experts that can expedite your initial registrations, as well as keep up with the assets that are due for renewals. When vehicles are initially entered into our portal, the renewal date will be entered for each vehicle so we can send out notifications via email instructing the driver to get a vehicle inspection performed on the vehicle, if applicable, and get the renewal handled efficiently. We work within each states guidelines to ensure your vehicles stay in compliance.

We also understand the importance of keeping your drivers in compliance with state and federal laws. We utilize the best software available to ensure we store your records securely and set reminders so there are no lapses in licenses.

We store the following information and more:

1. CDL Application
2. CDL MVR Driving Application
3. Training Record and Certification Form
4. Safety Performance Investigation Results
5. Verification of Medical Exams

Billing

Invoices will be sent out every Tuesday.

The invoice will be made up of all expenses incurred the prior week, Monday through Sunday.

On the last Tuesday of the month, the asset lease payments will be billed (if applicable).

On the first Tuesday of the month, the monthly subscriptions will be billed (maintenance subscription, telematics).

Why Sewell Fleet Management?

Sewell fleet Management has many competitive advantages over the competition. We can provide vehicles faster and offer cost savings through our dealer network. And there are **no additional mark-ups**. We understand the costs and demands of all the other fleet management companies and believes there is an opportunity to provide service the “Sewell way” thorough honesty, integrity and transparency.

Our president, Collin Sewell, understands the value that our team members create throughout our companies. Being in the retail environment for over 100 years requires us to provide a quality of service that is unmatched. We treat every day as if we are on the world’s biggest stage because we understand the importance of every encounter with a client.