

PORTFOLIO TITLE: [Tires, Tubes and Services \(2024 - 2029\)](#)

LEAD STATE: Iowa

**OVERVIEW:**

The purpose of the RFP was to establish a Master Agreement with qualified Offerors to provide competitive pricing for tire products and services through their retail distribution networks to all Participating States.

**INITIAL TERM:** July 1, 2024 to June 30, 2027 (total - three (3) years)

**RENEWALS:** Up to three (3) additional one-year renewals through June 30, 2030

**TOTAL TERM POSSIBLE:** Six (6) years

**AWARDED VENDORS:**

- Bridgestone**
- Continental**
- Goodyear**
- Michelin**

**PRODUCT CATEGORIES:**

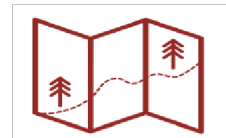
The scope includes specific full lines of tires, tubes, and related services in the subcategories listed below:

**Tires – Subcategories:**

1. Pursuit and Performance Tires
2. Automobile/Passenger Vehicles
3. Light Duty Trucks: Radial and Bias
4. Medium Commercial/Heavy Duty Trucks/Buses
5. Off-the-Road OTR: Radial and Bias
6. Agriculture/Farm
7. Industrial
8. Specialty Tires
9. EV Tires
10. Retread

**Tubes** - All inner tubes shall be standard production first line, heavy duty butyl tubes or natural rubber of fresh stock. All tubes shall be of quality not less than the tubes normally furnished in representative quantities by OEM as original equipment for automobiles, trucks, tractors, buses, backhoes, loaders, motor graders, and other heavy equipment. Tubes shall conform to all applicable federal specifications. All tubes shall be new and shall have been produced or manufactured within the last one (1) year prior to installation or delivery to the purchasing Entity.

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**Services –**

1. Tire installation
2. Change tires: dismount and mount
3. Flat repair: remove, repair, and mount
4. Flat repair: off vehicle
5. Tire rotation: rotate mounted tires
6. New valve stem: rubber or metal
7. Wheel balance: computer spin balance
8. Wheel balance: computer spin balance and valve stem combination
9. Foam filling
10. Alignment services
11. Studding: installing metal implants
12. Siping: installing slots to enhance tire tread
13. Used tire recycle and disposal
14. Bulk disposal
15. Tire pressure monitoring system (TPMS)

**SUPPLIERS AVAILABLE:**

- ✓ **Bridgestone**
- ✓ **Continental**
- ✓ **Goodyear**
- ✓ Michelin



\*Suppliers with **bolded** names are incumbents that were awarded a Master Agreement through the previous RFP issues by the Lead State of Iowa.

**KEY BENEFITS:**

This re-solicited NASPO ValuePoint portfolio will continue to provide tires, tubes, and services to a very large participant base. The biggest key benefit is the wide offering this provides to diverse public agencies for its fleet, rescue vehicles, emergency and construction equipment, etc. The volume of tire sales historically provides benefits of significant discounts when purchasing and installing tires for public service.

**PRICING:**

The team focused on best value procurement and it was practiced in all aspects of the procurement process. The cost evaluation was carried out to ensure best value. The contract terms and conditions were revamped to manage and effectively meet the demands of a volatile rubber market. It allows more dynamic control of the pricing with a six-month cadence of pricing updates.



The Lead State and the Sourcing Team also established a review process that evaluated the quality and experience of the Offeror to ensure that the contract would leverage the buying power of the nation and fulfill the contract requirements of quality, delivery, warranty, and service in addition to competitive pricing.

**PROCUREMENT BACKGROUND:**

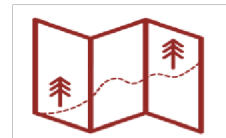
These contracts are the result of the publicly posted NASPO ValuePoint solicitation number RFP0223005113 led by the State of Iowa. The NASPO Executive Council approved conducting a solicitation for Tires, Tubes and Services to replace the previous expiring contract.

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<p><b><u>STATES ON SOURCING TEAM:</u></b></p> <ul style="list-style-type: none"> <li>★ Iowa – Lead State</li> <li>★ Connecticut</li> <li>★ Massachusetts</li> <li>★ Montana</li> <li>★ Utah</li> </ul> 	<p><b><u>SOLICITATION INFORMATION:</u></b></p> <ul style="list-style-type: none"> <li>• Number: RFP0223005113</li> <li>• Released: 07/27/2023</li> <li>• Closed: 09/13/2023</li> <li>• Amendments: 2 addendums: answers to questions</li> <li>• Pre-proposal conference: 08/09/2023</li> <li>• Pre-proposal conference attendance: Bridgestone, Continental, Goodyear, Michelin</li> </ul>																				
<p><b><u>PUBLIC POSTING OF SOLICITATION:</u></b></p> <p>Website Posted On: State of Iowa</p> <p>Posting Link:  <a href="https://bids.scquest.com/apps/Router/PublicEvent?CustomerOrg=DASlowa">https://bids.scquest.com/apps/Router/PublicEvent?CustomerOrg=DASlowa</a></p> <p>Days Publicly Posted: 48</p>	<p><b><u>PUBLIC OPENING</u></b></p> <p>Sealed proposals were opened by the lead state following the closing date.</p> 																				
<p><b><u>VENDOR RESPONSES:</u></b></p> <ul style="list-style-type: none"> <li>• Number of Vendor Responses Received: 4</li> <li>• Number of Non-Responsive Vendor Responses: 0</li> <li>• Number of Vendor Responses Evaluated: 4</li> </ul>	<p><b><u>EVALUATIONS:</u></b></p> <p>In-person evaluations were led by the Lead State of Iowa and technical evaluation that included consensus scoring was completed by the Sourcing Team on <u>10/18/2023</u>.</p>																				
<p><b><u>EVALUATION CRITERIA:</u></b></p> <p>The Lead State and Sourcing Team used a pass/fail and weighted score methodology of selection with both objective and subjective criteria. Criteria used in evaluation included:</p> <p><b>Stage 1:</b> Initial Responsiveness Evaluation</p> <p><b>State 2:</b> Mandatory Minimum Requirements</p> <p><b>Stage 3:</b> Technical Criteria Evaluation</p> <table border="1" data-bbox="256 1486 1360 1808"> <thead> <tr> <th>Technical Criteria</th> <th>Points Possible</th> </tr> </thead> <tbody> <tr> <td>Offeror’s Experience, Background, References, Personnel</td> <td>50</td> </tr> <tr> <td>Ability to Meet the Scope of Work</td> <td>50</td> </tr> <tr> <td>Service Area &amp; Availability of Products</td> <td>150</td> </tr> <tr> <td>Education &amp; Compliance of Approved Distributors</td> <td>125</td> </tr> <tr> <td>Customer Service</td> <td>125</td> </tr> <tr> <td>Emergency Response &amp; Roadside Assistance</td> <td>50</td> </tr> <tr> <td>Marketing NASPO</td> <td>100</td> </tr> <tr> <td>Green Initiative</td> <td>50</td> </tr> <tr> <td><b>Stage 3 Total:</b></td> <td><b>700</b></td> </tr> </tbody> </table>		Technical Criteria	Points Possible	Offeror’s Experience, Background, References, Personnel	50	Ability to Meet the Scope of Work	50	Service Area & Availability of Products	150	Education & Compliance of Approved Distributors	125	Customer Service	125	Emergency Response & Roadside Assistance	50	Marketing NASPO	100	Green Initiative	50	<b>Stage 3 Total:</b>	<b>700</b>
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**Stage 4:** Cost Evaluation - Costs were evaluated based on the weighted cost evaluation components as follows:

Tire - Subcategory	Points Possible
B1. Pursuit and Performance Tires	75
B2. Automobile/Passenger Tires	75
B3. Light Duty Trucks	75
B4. Medium Commercial/Heavy Duty Trucks/Buses	75
<b>Stage 4 Total:</b>	<b>300</b>

**Final Score Point Summary**

Stage	Total Points Possible
Technical Criteria Evaluation	700
Cost Evaluation	300
<b>Total:</b>	<b>1000</b>

**SCORING:**

Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State as identified on the portfolio’s NASPO ValuePoint website.

**AWARD:**

Awards were determined by the Lead State and the Sourcing Team based on the scoring methodology and those proposals deemed most advantageous to the Lead State and potential Participating and Purchasing Entities. The Lead State awarded the Contract(s) to the Responsible Offeror(s) whose Responsive Proposal the agency believed will provide the best value to the Lead State and NASPO ValuePoint. In analyzing “best value” and “most advantageous”, there was a clear natural break between the incumbents and a new Offeror (please see Total Score Comparison tab of the Evaluation Workbook spreadsheet), however, the Lead State and Sourcing Team deemed the lower scoring new Offeror did indeed pass the 400 technical point threshold to move on to the cost, and the cost was within range in comparison to the other proposals. The Lead and Sourcing Team felt strongly that there was an advantage of awarding to Michelin based on the criteria set forth to provide more options and more coverage rather than disqualifying them by implementing a natural break.

**SUPPLIERS RECOMMENDED FOR AWARD**

- ✓ Bridgestone
- ✓ Continental
- ✓ Goodyear
- ✓ Michelin

