

**EDUCATION SERVICE CENTER REGION 19  
ALLIED STATES COOPERATIVE  
RFP AWARD SUMMARY**

**RFP TITLE:** Bus Sales & Related – ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 16-7202  
**RFP OPENING DATE:** July 13, 2016  
**CONTRACT TERM:** Date of award until July 31, 2017 the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor  
**(Extended by Region 19 ASC until July 31, 2018)**  
**(Extended by Region 19 ASC until July 31, 2019)**  
**(Extended by Region 19 ASC until July 31, 2020)**  
**(Extended by Region 19 ASC until July 31, 2021)**

**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 43  
**RESPONSES:** 2  
**ADVERTISEMENT DATES:** El Paso Times: June 15 & June 22, 2016  
Washington Post: June 16 and June 23, 2016  
**BOARD MEETING DATE:** October 20, 2016

**RECOMMENDED FOR AWARD** **Blue Star Bus Sales, Ltd.**  
~~Creative Bus Sales~~ \*Removed as of 10/15/19

**TOTAL (estimated)** \$12,000,000.00 / year

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 and its various programs to procure buses and related when required during the contract period. The evaluation committee utilized a point system with weight factors of 55% pricing, warranty, selection and service, 15% references, 20% past performance, 10% warranty repair within vendor's service area. Blue Star Bus Sales, Ltd. and Creative Bus Sales complied with all four factors of evaluation. Processing fee to be invoiced by vendor to ASC member at \$400 per purchase transaction regardless of the number of vehicles per each purchase order transaction.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland - ESC Region 19 Allied States Cooperative

**EVALUATION COMMITTEE:** Royce Cleveland - ESC Region 19 Allied States Cooperative  
Debra Oropeza - ESC Region 19 Allied States Cooperative  
Martin Camacho - ESC Region 19 Allied States Cooperative

## **SPECIAL CONDITIONS, PRICING, AND SERVICES PROVIDED**

1. Vendor should only respond based on its current business model and product offerings.
2. Delivery after receipt of order will be considered. A statement should be included with submittals stating estimated ARO delivery times by manufacturer.
3. A copy of general liability, auto insurance, and workers compensation naming ESC Region 19 ASC as the certificate holder, not additional insured should be provided with proposals. A letter from vendor's bonding company should also be provided to ensure ASC members are serviced according to the terms of the contract.
4. Award basis will be 55% pricing, warranty, selection and service, 15% references, and 20% past performance in regards to the scope of this contract along as with vendor's responses to questions in the solicitation in the best interest of ESC Region 19 members, and 10% authorized warranty repair companies logistically located in vendor's service area.
5. By responding, vendor agrees to provide additional information upon request to any ESC Region 19 member requesting demonstrations or complete details before placing a purchase order.
6. Vendors should only bid on parts of the United States they are capable of selling to or selling to and providing installation and maintenance.
7. 9 tabs should be attached on the backside with additional information, pricing, and other as it pertains to the questions and requested information contained on pages 1-45.
8. All 45 pages in numerical order must be returned along with the tabs at the very back of each original and the 2 copies. Each tab should include information as per the table of contents and if no exceptions or information is required, just insert the tab and put, "no exceptions" or see page XX on your company letterhead for each tab. These tabs will be where the vendor provides all of their information requested in the proposal document.
9. Value added on this contract will include but not be limited to code compliance by vendors in the areas of ADA, Fire, Security, Health, and Safety.  
Complete detailed Pricing should be provided by model/year including accessories available, warranty options available, factory standard warranties, and any other costs the ESC Region 19 ASC member may require to make an informed procurement.

**Contact Information:**

**Blue Star Bus Sales, Ltd.**

~~Robin Streud~~ Wayne Dever \*updated 2/3/21

5907 63<sup>rd</sup> Street

Lubbock, Texas 79424

P: 806-794-1959

F: 806-794-5807

[www.bluestarbussales.com](http://www.bluestarbussales.com) / [bussales@bluestarbussales.com](mailto:bussales@bluestarbussales.com) [info@bluestarbussales.com](mailto:info@bluestarbussales.com)

**States: West Texas only**

**\*Blue Star has the ability to make all type A vehicles into shuttle buses. Service centers located in Lubbock, El Paso, Abilene, Amarillo and Odessa. Service hourly rate: \$100.00/hour**

**Discount:**

30% on all optional items, discount is different for all base models; discount is already included in price list.

**Warranty:**

Warranty is listed in each link for items 1-21.

**Links:**

**[Price List](#)** \*updated 7/23/18 – updated pricing takes effect 8/23/18

**[Item 1](#)**

**[Item 2](#)**

**[Item 3](#)**

**[Item 4](#)**

**[Item 5](#)**

**[Item 6](#)**

**[Item 7](#)**

**[Item 8](#)**

**[Item 9](#)**

**[Item 10](#)**

[Item 11](#)

[Item 12](#)

[Item 13](#)

[Item 14](#)

[Item 15](#)

[Item 16](#)

[Item 17](#)

[Item 18](#)

[Item 19](#)

[Item 20](#)

[Item 21](#)

[Type A Optional Equipment](#)

[Type C Optional Equipment](#)

[Type D Front Engine Optional Equipment](#)

[Type D Rear Engine Optional Equipment](#)

**\*Added as of 5/1/2019**

Car Seats (hd)	\$230.00	per each
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Car Seats (Standard)	\$215.00	per each
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**Contact Information:**

**Creative Bus Sales** \*Removed as of 10/15/19

Mark Ondich

3880 Valley View Lane

Irving, Texas, 75062

P: 469-333-8909

F: 469-333-8918

[www.creativebussales.com](http://www.creativebussales.com) / [marko@creativebussales.com](mailto:marko@creativebussales.com)

**States: All States**

**Discount:**

2% - 20% off of base models, discount on Options List is already included in price, build sheet pricing and discount is available upon quote.

**Service hourly rate for Creative Bus locations: \$ 110.00/ hour.**

**Links:**

[Price List](#)

[Build Sheets — Chevrolet](#)

[Build Sheets — Ford](#)

[Body Specifications](#)

[Warranty:](#)

[List of Service Dealers Throughout US](#)

~~\*If there is a chassis service issue that involves Ford or Chevy, it can be handled by any authorized Ford or Chevy dealership in the customer's area. That service hourly rate will differ.~~

Approved by: \_\_\_\_\_  
(Armando Aguirre- Executive Director)

Date: \_\_\_\_\_

(Armando Aguirre- Executive Director)  
(Armando Aguirre- Executive Director)  
(Armando Aguirre- Executive Director)  
(Armando Aguirre- Executive Director)

(May 2, 2017)  
(May 18, 2018)  
(May 23, 2019)  
(April 22, 2020)