

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

**RFP TITLE:** Bus Sales, Parts, Services and Related - ESC Region 19 Allied States Cooperative  
**RFP NUMBER:** 21-7412  
**RFP OPENING DATE:** June 15, 2021  
**CONTRACT TERM:** Date of award until July 31, 2022, with 4 annual extension options.  
(Extended by Region 19 until July 31, 2023)  
(Extended by Region 19 until July 31, 2024)  
(Extended by Region 19 until July 31, 2025)  
(Extended by Region 19 until July 31, 2026)  
**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 234  
**RESPONSES:** 8  
**ADVERTISEMENT DATES:** El Paso Times – May 17, 2021 & May 24, 2021  
  
**RECOMMENDED FOR AWARD:** ~~Blue Star Bus Sales, Ltd~~ **A-Z Bus Texas LLC dba Blue Star Bus Sales** \*updated 12/7/22  
**PSI Bearing and Hydraulic Service LLC**  
**Rush Truck Center (Rush Truck Centers of Texas, LP)**  
**TOTAL (estimated)** **\$12,000,000.00/year**

**EXPLANATIONS:**

Award of this solicitation will enable ESC Region 19 - Allied States Cooperative (ASC) to establish a contract with vendor(s) for Bus Sales, Parts, Services and Related for those procurements made with federal, state, or local funds. Evaluation and award recommendation were based on 70% pricing and services/qualifications and 30% references. Buck's Wheel & Equipment Co., DA Defense Logistics HQ, Jasper Engines and Transmissions, NAPA Auto Parts-El Paso, TX (Genuine Parts Co.), and Wofford Truck Parts submitted a proposal however were not considered; vendors are already awarded on an existing contract. The awarded vendors' pricing and information can be found on the Award Detail spreadsheet.

**SPECIFICATIONS, PREPARATION AND  
EVALUATION PROVIDED BY:**

Rebecca Hernandez – ESC Region 19

Andrea Amiri – ESC Region 19

Renae Lawrence - ESC Region 19

**Special Conditions**

1. For bus sales, base model pricing must be provided to include but not limited to base pricing, product descriptions, model/year, specifications, maintenance requirements, warranty options available, factory standard warranties, authorized service agencies by location after the sale, price breaks based on volume purchases, all school bus fees to be charged for any purchase from this contract (except for delivery fees), and any other details and/or costs the ESC Region 19 ASC member may require to make an informed decision. Optional equipment is not to be listed in a base price.
2. Optional equipment is to be priced separately and at standard government pricing. Vendors must submit

a complete price list of all optional equipment they are proposing to be considered for award.

3. For parts, vendors must propose a discount from catalog/price list(s) and submit those catalog/price list(s). Vendors should also provide guarantees, warranties, replacement policies, and any other related information, including special supplies or pricing for associated costs. If replacement supplies or parts are part of the Vendor's response, full descriptions and pricing must be provided.
4. For delivery of bus sales, vendors must provide a not to exceed per mile delivery fee.
5. For installation and repair, vendors must provide a not to exceed hourly labor rate.
6. Vendors must be approved by the manufacturer to sell, install, and service the brand of equipment submitted. Vendors must submit an approval letter from each manufacturer to include the regions in which equipment may be sold.
7. Vendors in Texas must have a Franchise Motor Vehicle Dealer Certificate from the Texas Department of Motor Vehicles. If proposing to serve states other than Texas, vendors must have all licenses or certificates, including franchise motor vehicle dealer certificates or licenses required by each state the vendor proposes to serve. Vendors responding to this proposal must submit a copy of their dealer certificate(s) and license(s).

**Approved By:** \_\_\_\_\_

**Dr. Armando Aguirre**  
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**Dr. Armando Aguirre**  
**Dr. Armando Aguirre**

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

**July 6, 2021**  
**April 26, 2022**  
**May 1, 2023**  
**April 2, 2024**  
**April 3, 2025**