



North Carolina Department of Administration

Beverly Eaves Perdue, Governor
Moses Carey, Jr., Secretary

Division of Purchase and Contract
William Sam Byassee, State Purchasing Officer

Memorandum

DATE: July 15, 2011

TO: Jennifer Jackson
Purchasing Agent
Department of Crime Control & Public Safety

FROM: Mildred Christmas ✓
State Procurement Specialist

RE: Lease of Motorcycles with the Option to Purchase
Your File – PR10553700
Our File #201100250

Approval is hereby granted for your office to award this contract to BMW Motorcycles of Charlotte which offered the only proposal meeting the specifications of the RFP for the above referenced services. The contract period will be for three (3) years beginning October 1, 2011 for a total annual cost for the leasing of twelve (12) motorcycles will not exceed \$115,350.12 or \$9,612.51 per month with a \$1.00 per unit buyout.

Cc: File

Vendor Note - This company has been awarded the contract identified above, but was not in our Vendor Link NC Business Registry. Please have them to take a few minutes to register, so that they will receive notification of other procurement opportunities.

To register go to <http://www.ips.state.nc.us/ips/vendor/>

Mailing Address:
1305 Mail Service Center
Raleigh, NC 27699-1305

State Courier 51-01-06
Internet Home Page: www.pandc.nc.gov
Phone: 919-807-4500
An Equal Opportunity / Affirmative Action Employer

Location Address:
116 West Jones Street
Raleigh, NC 27603-8002

4/14/2011



Motorcycles of Charlotte

Just Imports, Inc.

731 Westinghouse Blvd.

Charlotte, NC 28273

704-882-6106, fax 704-882-6107

www.bmw-ducati.com

June 24, 2011

NC Department of Administration
Division of Purchase and Contract
116 West Jones Street
Raleigh, NC 27603-8002

RE: RFP # 201100250 Best and Final Offer

Regarding your request for a Best and Final Offer on the Leasing of Twelve (12) 2011 BMW R1200 RT Police Motorcycles we offer these Motorcycles as specified in our original quote of March 22, 2011 at the following price:

Provide Twelve (12) 2011 BMW R1200 RT Police Motorcycles including 3 years or 42,000 miles of Scheduled Maintenance at a Unit Price of \$26,500.00 Each.

Total Price for 12 Units will be\$318,000.00

Price does not include any Taxes or Other State, Federal, or Local Charges. These will be added as required at their actual cost.

If Leasing is desired, the following options are available:

3 Year Leasing Term with a \$1.00 Per Unit Buyout..... \$9612.51 month.

4 Year Leasing Term with a \$1.00 Per Unit Buyout.....\$7417.20 month.

5 Year Leasing Term with a \$1.00 Per Unit Buyout.....\$6103.05 month.

Total Amount due at Signing is equal to First Payment.

Option to Purchase Ten (10) Additional Units at \$26,500.00 Each.

Total Price for 10 Units will be.....\$265,000.00

If Leasing is desired the following options are available:

3 Year Leasing Term with a \$1.00 Per Unit Buyout..... \$8010.43 month.

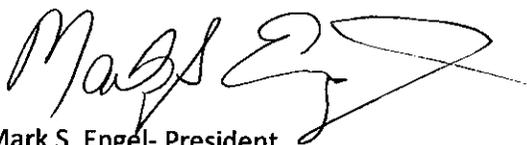
4 Year Leasing Term with a \$1.00 Per Unit Buyout.....\$6181.00 month.

5 Year Leasing Term with a \$1.00 Per Unit Buyout.....\$5085.88 month.

Total Amount due at Signing is equal to First Payment.

We look Forward to serving the North Carolina State Department of Crime Control and Highway Safety. Should you have any questions regarding this offer, please contact me at 704-790-8094 or fax at 704-882-6107.

Sincerely,


Mark S. Engel- President

**STATE OF NORTH CAROLINA
REQUEST FOR PROPOSALS**

RFP #201100250

TITLE: Lease of Motorcycles with the Option to Purchase
Highway Patrol Motor Unit

USING AGENCY: Department of Crime Control and Public Safety

ISSUE DATE: March 2, 2011

ISSUING AGENCY: Department of Administration

Sealed Proposals subject to the conditions made a part hereof will be received until **2:00 p.m. March 23, 2011**, for furnishing services described herein.

SEND ALL PROPOSALS DIRECTLY TO THE ISSUING AGENCY ADDRESS AS SHOWN BELOW:

<u>DELIVERED BY US POSTAL SERVICE (REGULAR/STANDARD MAIL ONLY)</u>	<u>DELIVERED BY ANY OTHER MEANS/SPECIAL DELIVERY/OVERNIGHT (BY ANY OTHER CARRIER)</u>
RFP NO. _____ NC DEPARTMENT OF ADMINISTRATION DIVISION OF PURCHASE AND CONTRACT 1305 MAIL SERVICE CENTER RALEIGH NC 27699-1305	RFP NO. _____ NC DEPARTMENT OF ADMINISTRATION DIVISION OF PURCHASE AND CONTRACT 116 WEST JONES STREET Room 4062 4 th Flr. RALEIGH NC 27603-8002

*******SPECIAL NOTE – PLEASE READ*******

The US Postal Service DOES NOT deliver any mail (US Postal Express Mail, Certified, Priority, Overnight, etc.) to our physical address of 116 West Jones Street.

IMPORTANT NOTE: Indicate firm name and RFP number on the front of each sealed proposal envelope or package, along with the date for receipt of proposals specified above.

Bids submitted via telegraph, facsimile (FAX) machine, telephone, and electronic means, including but not limited to e-mail, in response to this Request for Proposals will not be acceptable.

Direct all inquiries concerning this RFP to:

Mildred Christmas
Division of Purchase and Contract
Administration Building, 4th Floor
116 W. Jones St.
<http://www.pandc.nc.gov>
Raleigh, NC 27603
919-807-4525
919-807-4509 (FAX)
mildred.christmas@doa.nc.gov

NOTE: Questions concerning the specifications in this Request for Proposals will be received until **Friday, March 11, 2011 at 1:00 pm. ALL QUESTIONS MUST BE SUBMITTED IN WRITING, EITHER BY FAX OR EMAIL TO THE NUMBER OR ADDRESS LISTED ABOVE. NO QUESTIONS WILL BE RECEIVED BY TELEPHONE.** A summary of all questions and answers will be posted on the Internet as an addendum, located under the RFP # being modified. **It is the offeror's responsibility to assure that all addenda have been reviewed and, if need be, signed and returned.**

<http://www.pandc.nc.gov/>

Within two days after notification of award of a contract, the vendor must register in NC E-Procurement @ Your Service (<http://vendor.ncgov.com>).

COST PROPOSAL/EXECUTION OF PROPOSAL

By submitting this proposal, the potential contractor certifies the following:

- YES This proposal is signed by an authorized representative of the firm.
- YES It can obtain insurance certificates as required within 10 calendar days after notice of award.
- YES The cost and availability of all equipment, materials, and supplies associated with performing the services described herein have been determined and included in the proposed cost.
- YES All labor costs, direct and indirect, have been determined and included in the proposed cost.
- YES The potential contractor has read and understands the conditions set forth in this RFP and agrees to them with no exceptions.
- YES The offeror is registered in NC E-Procurement @ Your Service or agrees to register within two days after notification of contract award.

Therefore, in compliance with this Request for Proposals, and subject to all conditions herein, the undersigned offers and agrees, if this proposal is accepted within 120 days from the date of the opening, to furnish the subject services.

Annual Cost for Leasing 12 Motorcycles	\$ 125,229.84
Annual Cost to Lease 10 Additional Motorcycles (Optional)	\$ 104,358.20
Purchase Price for 12 Motorcycles at End of Lease	\$ 12.00

OFFEROR: BMW MOTORCYCLES OF CHARLOTTE
 ADDRESS: 731 WESTLAKEHOUSE BLVD.
 CITY, STATE, ZIP: CHARLOTTE, NC 28273
 TELEPHONE NUMBER: 704.882.6106 FAX: 704.882.6107
 E-MAIL: MARK@BMW-DUCATI.COM

Principal Place of Business if different from above (See General Information on Submitting Proposals, Item 18.):

Will any of the work under this contract be performed outside the United States? Yes No
(If yes, describe in technical proposal.)

N.C.G.S. § 133-32 and Executive Order 24 prohibit the offer to, or acceptance by, any State Employee of any gift from anyone with a contract with the State, or from any person seeking to do business with the State. By execution of any response in this procurement, you attest, for your entire organization and its employees or agents, that you are not aware that any such gift has been offered, accepted, or promised by any employees of your organization.

BY: *Mark S. Enjel* TITLE: PRESIDENT DATE: 3/22/11
 (Signature)
MARK S. ENJEL
 (Printed name)

ACCEPTANCE OF PROPOSAL

(Using Agency Name)

BY: _____ TITLE: _____ DATE: _____

THIS PAGE MUST BE SIGNED AND INCLUDED IN YOUR PROPOSAL.

Unsigned proposals will not be considered.

Municipal References for NC State Police

Submitted By: BMW Motorcycles of Charlotte

We presently work with two North Carolina Agencies for police Motorcycles: The City of Charlotte and the Cabarrus County Sheriff's Department.

City of Charlotte Police Motorcycle Contact:

Captain Andy Kornburg

601 East Trade Street

Charlotte, NC 28025

704-336-4197

Cabarrus County Sheriff Contact:

Keith Drake

30 Corbin Ave SE.

Concord, NC 28025

704-920-3000

Where Service Contracts Will Be Performed

In accordance with NC General Statute 143-59.4 (Session Law 2005-169), this form is to be completed and submitted with the offeror's (technical) proposal/bid.

Issuing Agency: Department of Administration Solicitation #201100250
Agency Contact Person & phone #: Mildred C. Christmas, (919) 807-4525

Solicitation Title / Type of Services: Motorcycle Lease

OFFEROR: BIMM MOTORCYCLES of CHARLOTTE
City & State: CHARLOTTE, NC

Location(s) from which services will be performed by the contractor:

Service	City/Providence/State	Country
<u>MAINTENANCE +</u>	<u>CHARLOTTE NC</u>	<u>USA</u>
<u>REPAIRS</u>	_____	_____
_____	_____	_____

Location(s) from which services are anticipated to be performed outside the U.S. by the contractor:

<u>N/A.</u>	_____	_____
_____	_____	_____

Location(s) from which services will be performed by subcontractor(s):

Service	Subcontractor	City/Providence/State	Country
<u>N/A.</u>	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Location(s) from which services are anticipated to be performed outside the U.S. by the subcontractor(s):

<u>N/A.</u>	_____	_____	_____
_____	_____	_____	_____

(Attach additional pages if necessary.)

SPECIFICATIONS FOR HIGHWAY PATROL MOTORCYCLE LEASE

I. GENERAL

These are minimum requirements for the lease of police motorcycles to be used by the NC State Highway Patrol, complete with fairing and equipped as listed in these specifications.

II. TESTING

The motorcycles shall be a model that has been tested and evaluated by the Michigan State Police.

III. ENGINE

YES/NO

- YES 1. The engine shall have a displacement of not less than 1130cc and shall have two or more cylinders.
- N/A 2. If water-cooled, an auxiliary cooling fan(s) shall be incorporated to reduce overheating while being operated at low speeds or prolonged idling in hot weather.
- YES 3. The fuel system shall be electronic fuel injection (EFI) or sequential port fuel injection (SPFI).

IV. CLUTCH/TRANSMISSION

YES/NO

- YES 1. The clutch shall be of the latest single or multiple plate design.
- YES 2. The transmission shall be of the latest design, manual type, having no less than six (6) forward speeds.
- YES 3. A safety device shall be incorporated requiring the clutch to be disengaged for the starter motor to operate.

V. BRAKES

YES/NO

- YES 1. Anti-lock disk brakes shall be provided for both front and rear wheels with independent rear brake control.
- YES 2. The front brakes shall have dual discs with at least a dual piston caliper per disc.
- YES 3. The rear brakes shall have at a minimum one single disc with at least a dual piston caliper.
- YES 4. The brake pads shall be of the latest design to reduce heat fade.

VI. SUSPENSION

YES/NO

- YES 1. Each motorcycle shall be equipped with a suspension system specifically designed for traffic law enforcement use.
- YES 2. Each motorcycle shall be equipped with heavy duty front and rear suspension with the rear being adjustable.
- YES 3. Anti-drive front suspension shall be standard on each motorcycle.

VII. WHEELS/TIRES

YES/NO

- YES 1. Each motorcycle shall be equipped with wheels approved for police use and the rim material shall be impermeable to compressed air.
- YES 2. Each motorcycle shall be equipped with tubeless type tires with nonskid tread, designed to operate on paved highways and shall have a full four (4) ply fabric reinforcement and be approved for police use.
MAKE AND MODEL: DUNLOP ROAD SMART
- YES 3. The tires shall be designed in such a way as to remain on the wheel during loss of air pressure (tires must meet California Highway Patrol Run-Flat Protocol).

VIII. FUEL TANK

YES/NO

- YES 1. The fuel tank shall have a capacity of not less than five (5) U.S. gallons.
Capacity: 6.6 GALS Reserve: INC. 1 GAL

IX. ELECTRICAL SYSTEM

YES/NO

- YES 1. The electrical system shall be a 12 volt system.
- YES 2. The motorcycle shall have not less than two (2) minimum 14 amp maintenance-free, heavy duty, center mounted batteries.
Make, Model, Amps: BMW GEL 19 AMP HOUR
- YES 3. The charging system shall include a minimum 25 amp high output alternator and regulator with connectors being industrial grade throughout.
Amps: 55
- YES 4. One (1) 12 volt accessory power outlet (cigarette lighter style) shall be provided to facilitate attachment of speed timing device.
- YES 5. The hand controls shall include water-resistant switches.
- YES 6. The starting system shall include a 12 volt starter.
- YES 7. Each motorcycle shall be equipped with a horn that will emit a sound level adequate to be heard above motorcycle and traffic generated noise levels.
- YES 8. Each motorcycle shall be equipped with the following lighting:
- a. quartz halogen headlamp
 - b. tail light
 - c. turn signals, front & rear

X. VISUAL DISPLAYS

YES/NO

- YES 1. Certified speedometer to indicate, as a minimum, speeds from 1-120 MPH.
- YES 2. A calibrated, cumulative odometer.
- YES 3. Tachometer.
- YES 4. Fuel level gauge.
- YES 5. Indicator lamps.

XI. FAIRING AND WINDSHIELD

YES/NO

- YES 1. Each motorcycle shall be equipped with a full fairing with windshield.
- YES 2. The windshield shall be of the latest design utilizing "Lexan" or clear polycarbonate.
- YES 3. The fairing and windshield system shall not cause imbalance of the motorcycle at any speed.

XII. OTHER REQUIRED FEATURES

YES/NO

- YES 1. The seat shall be heated and shall be deluxe adjustable solo saddle, covered with breathable material to include back support design.
- YES 2. Locking steel side stand.
- YES 3. OME heated handgrips on handlebars.
- YES 4. Front engine guards, rear sturdy saddlebag guards.
- YES 5. Saddlebags – factory installed, law enforcement type, hard plastic or fiberglass, nominally waterproof and locking.
- YES 6. Two (2) each true image mirrors.
- YES 7. LIDAR gun holster with locking capability specifically for use with Kustom Signals ProLaser III.
- YES 8. One key fits all locks.

XIII. PAINT SCHEME

YES/NO

- YES 1. Each motorcycle shall be painted black according to Highway Patrol specifications. The Highway Patrol will purchase and install decals.

XIV. EMERGENCY EQUIPMENT

YES/NO

- YES 1. All units shall be equipped with six (6) blue LED lights mounted to the front: four (4) of the blue LED lights facing forward and one (1) blue LED light facing the side placed on the left and right side of the fork or fairing.
Additionally, six (6) blue LED lights shall be mounted to the rear of the motorcycle: four (4) of the blue LED lights facing to the rear and one (1) blue LED light (on each rear side) facing to the side. (NO POLE STROBE.) Emergency lights shall operate with the ignition in either the "on" or "off" position.
- YES 2. All units shall be equipped with a siren and speaker or speakers approved for use on motorcycles. The speaker(s) shall be attached to the front crash bars of fairing. The electronic siren shall have wail and yelp as a minimum.
SIREN MAKE AND FEATURES: SIREN PROVIDED
BY BMW MOTORRAD. WILL HAVE WAIL
+ YELP FEATURE
- YES 3. All units shall be equipped with two (2) additional side facing LED rear turn signals.
- YES 4. All units shall be equipped with one (1) additional high mounted LED flashing brake/tail light.

XV. PERFORMANCE

YES/NO

- YES 1. The top speed of the motorcycle shall be no less than 120 mph.
- YES 2. The 0-100 mph acceleration of the motorcycle shall be no more than 15 seconds.
- YES 3. The projected stopping distance on dry road from 60 mph shall be no more than 145 feet.

XVI. WARRANTY

YES/NO

- YES 1. The manufacturer's standard warranty shall be included. A three (3) year, 36,000 mile warranty or greater is required.
- YES 2. All units are to be properly serviced per the manufacturer's guidelines and road tested, N. C. State Inspection completed prior to delivery to:
1300 Blue Ridge Road, Raleigh, NC 27607.
- YES 3. Each motorcycle shall be delivered with a rider's manual as well as a warranty guide outlining proper operation and maintenance of the motorcycle.

XVII. SERVICE

YES/NO

- YES 1. The winning vendor must be located in North Carolina and will be financially responsible for all preventative maintenance services, including parts, labor, and all associated fees, through the entire term of the lease.
- YES 2. Maximum mileage shall not exceed 16,000 miles per year.
- YES 3. Preventative maintenance, repairs, and installation of equipment and parts shall be performed on all Highway Patrol leased motorcycles within a maximum downtime of no more than two (2) business days.

XVIII. MISCELLANEOUS

YES/NO

- YES 1. The successful vendor will be responsible for removing all currently installed equipment on current motorcycles and reinstalling all agency equipment on new motorcycles prior to delivery. The North Carolina Highway Patrol will provide a patrol 800 MHz radio system to include radio, motorcycle control head, heavy duty microphone, and 8-foot remote cable. Additionally a Stalker Dual SL Radar unit will be provided for installation. The successful vendor will be responsible for providing all mounts, antennas, cables, and hardware required to install/mount the Patrol radio and radar unit.

XIX. CONTRACT PERIOD

YES/NO

- YES 1. All 12 leased motorcycles shall be delivered no later than October 1, 2011 to location listed below:
NCSHP – Logistics
1300 Blue Ridge Rd
Raleigh, NC 27607
- YES 2. The contract period for the leasing of these twelve (12) motorcycles will be for three (3) years, billed annually, with the option at the lease end to return the motorcycles to the vendor or purchase the motorcycles at fair market value..
- YES 3. The Highway Patrol would also like the option of leasing up to ten (10) additional motorcycles under the same terms and conditions.
- YES 4. Contract date shall begin October 1, 2011.
- YES 5. The successful offeror will be responsible for any and all vehicle property tax. - Will be
BILLED SEPARATELY AT ACTUAL COST PER VEHICLE PER YEAR.
THIS IS NOT INCLUDED IN BID PRICE.

PROPOSAL REQUIREMENTS

The response to this RFP shall consist of the following sections:

Corporate Background and Experience
Outsourcing
Cost Proposal

1. Corporate Background and Experience

This section shall include background information on the organization and should give details of experience with similar projects. A list of references (including contact persons and telephone numbers) for whom similar work has been performed shall be included and the list shall include all similar contracts performed by the offeror in the past three (3) years. The evaluators will randomly select at least three (3) of these references, but the evaluators reserve the right to contact all the references listed, if information from the three (3) references contacted warrant further inquiry. The failure to list all similar contracts in the specified period may result in the rejection of the offeror's proposal. The evaluators may check all public sources to determine whether offeror has listed all contracts for similar work within the designated period. If the evaluators determine that references for other public contracts for similar contracts were not listed, the evaluators may contact the public entities to make inquiry into offeror's performance of those contracts and the information obtained may be considered in evaluating offeror's proposal.

2. Outsourcing

The Vendor must detail the manner in which it intends to utilize resources or workers located outside of the United States, and the State of North Carolina will evaluate the additional risks, costs and other factors associated with such utilization to make the award for this proposal as deemed by the awarding authority to be in the best interest of the State.

For any proposed or actual utilization or contract performance outside of the United States, the offeror's proposal must include:

- a) The location of work performed under a state contract by the vendor, any subcontractors, employees, or other persons performing the contract.
- b) The corporate structure and location of corporate employees and activities of the vendors, its affiliates or any subcontractors.

The State may initiate proceedings to debar a vendor from participation in the bid process and from contract award as authorized by North Carolina law, if it is determined that the vendor has refused to disclose or has falsified any information provided herein.

6. Cost Proposal

The Cost Proposal shall contain:

Personnel costs (including hourly rates and total hours)
Travel and Subsistence Expenses
Subcontractor Costs (if any)
Other Costs (e.g., office expenses)
TOTAL COST A total not to exceed cost representing the maximum amount for all work to be performed must be clearly indicated under this heading.