



STATE OF TENNESSEE
DEPARTMENT OF GENERAL SERVICES

REQUEST FOR INFORMATION # 13691
STATE RESPONSE TO WRITTEN QUESTION &
COMMENTS FOR SWC 209 VEHICLES

DATE: August 13, 2025

1. State responses to questions and comments in the table below.

QUESTION / COMMENT		STATE RESPONSE
1.	We have a question regarding the specifications on the engines for the trucks, are they to be standard? In addition, do we add towing, skid plates, auto-locking differential as we have in the past?	The specific vehicle specs will be added to the ITB which list base requirements. Any options auto-locking differentials skid plates, etc. can be added by the agency ordering the vehicle using the option clause.

2.	Regarding the trim levels you have only base level and level above. If they do not have leather we have in the past gone up models above. This is vital for undercover vehicles as well as director level vehicles.	Leather interiors are not allowed on TN fleet vehicles per the SWC209 specs. Director/Commissioner level vehicles are put out to bid as a general practice since they tend to be fully loaded models which are not fleet related.
3.	I'm short, do you expect dealers to offer the same price on a 27/28MY as they offer for a 26MY?	The award language in the T&C's has been changed to one model year and the bid have been adjusted also.
4.	Is there a clause in place that allows for a model, that does make it onto contract, and undergoes a significant remodel, etc. to allow for a price increase?	Please reference section 8.5 of the SWC209 T&C's. Midyear model changes will also be done by MOU if the model number changes.
5.	We are not a 4500/5500 dealer through Stellantis. Can we still bid the rest of the vehicles listed in the contract and be awarded for those we can bid?	The 4500/5500 Ram truck lines have been removed from the CDJR evaluation model.

6.	Is there a minimum percent discount off MSRP that must be included on both bid sheets.	Please reference section 1.5 of the SWC209 specifications concerning discounts off MSRP.
7.	I have a question, I haven't had the opportunity to review.... Is this going to be a MULTI-Year contract ?	The award language in the T&C's has been changed to one model year and the bid have been adjusted also.
8.	The two year fixed price in model 2026 and 2027 with our current economic conditions such as tariffs we could still be facing price increases throughout the model year. Will there be an adjustment or a MOU that will allow for this ?	Once a model year is bid; no price adjustments will be allowed during that model year. It is recommended that the dealers should work with the manufacturer to set pricing for the term of the contract.
9.	Model 2027 production models have not yet been determined. Will there be a MOU to adjust for this condition in case some models are not being produced for 2027 ?	MOU's are only used to add new models or model number changes to the contract. If a model has been discontinued, verification needs to come from the manufacturer's rep and that model will be removed from the submitted price list.
10.	With the fixed fleet prices just to clarify you are looking to have for example on the f-150 trucks all cab and axle configurations per line item from xl to the next trim level ?	Correct, the base model and next up will be added to attachment B, general price sheet. This includes all cab configurations, bed lengths, drive line configurations, etc.

11.	Does the state request the manufacturers certify a dealership has 5 years or more of Government Fleet & State Contract Experience. Fleet Experience is a different category than government fleet experiences within the manufacturers managed and overseen by an entirely different sales channel and sales staff.	The state requires the awarded dealers or fleet managers to have a minimum of 5 years' experience in fleet sales, whether it is government or commercial. This must be certified by the manufacturer's rep.
12.	How much weight is given to Ability to Perform?	The awards will be made off the lowest overall price on the manufacturer's evaluation sheet and the bid factors only.
13.	How much weight is given to Conformity to Specifications?	The awards will be made off the lowest overall price on the manufacturer's evaluation sheet and the bid factors only.
14.	How much weight is given to Compliance with Bid Factors?	The awards will be made off the lowest overall price on the manufacturer's evaluation sheet and the bid factors only.
15.	If any bidder does not conform to as little as one specification or does not comply with at least one bid factor would their bid be rejected or deemed unresponsive?	The awards will be made off the lowest overall price on the manufacturer's evaluation sheet and the bid factors only. Non-Compliance with all specs, bid factors, and T&C's could result in a bid being non-responsive.

16.	<p>From SWC209 Draft T C V2 section 3.2 Respondent's Ability to Perform "The state shall have the right to require evidence of the respondent's ability to perform the services or deliver the goods required"</p> <p>A) What evidence will you seek?</p> <p>B) Should that evidence be presented from each bidder at the time of the bid?</p> <p>C) Can the state require each bidder submit 10 government references in order for you to verify performance?</p>	<p>The awards will be made off the lowest overall price on the manufacturer's evaluation sheet and the bid factors only.</p>
17.	<p>The fleet certification form supplied in this RFI is different than the version from the power point in the teams call. May a similar version from the teams call be the version that is actually used which has the Brand Manager verify that the bidding dealer and/or fleet manager has five years of "government sales" experience and is in good standing both financially and compliance wise with the manufacturer listed?</p>	<p>The fleet certification form has been revised to match the RFI presentation.</p>

