



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
OFFICE OF THE DIRECTOR
33 WEST STATE STREET
P. O. Box 039
TRENTON, NEW JERSEY 08625-0039

CHRIS CHRISTIE
Governor

ANDREW P. SIDAMON-ERISTOFF
State Treasurer

KIM GUADAGNO
Lt. Governor

JIGNASA DESAI-MCCLEARY
Director

Telephone (609) 292-4886 / Facsimile (609) 984-2575

October 7, 2014

Via Electronic Mail [lpolistina@upfitme.com] and USPS Regular Mail

Len Polistina
Day Chevrolet, Inc.
1600 Golden Mile Hwy
Monroeville, PA 15146

RE: Protest of Notice of Proposal Rejection
RFP #15-X-23642 Police Vehicles: Sedans, Sport Utility Vehicles and Trucks (T-2776)

Dear Mr. Polistina:

This letter is in response to your letters and faxes, received between September 18 and 19, 2014, referencing the subject Request for Proposal (“RFP”) and regarding the proposal submitted by Day Chevrolet, Inc. (“Day Chevrolet”) to the Division of Purchase and Property (“the Division”). The record of this procurement notes that Day Chevrolet’s proposal was rejected for failing to include an *Ownership Disclosure Form* and *Disclosure of Investment Activities in Iran* form. Your correspondences contend that the Division should accept these forms from a separate proposal submitted by Day Ford, Inc. (“Day Ford”) and that Day Chevrolet’s proposal should be reinstated.

I have reviewed the record of this procurement, including the RFP, Day Chevrolet’s proposal, and relevant statutes, regulations, and case law. This review has provided me with the information necessary to determine the facts of this matter and to render an informed determination on the merits of Day Chevrolet’s protest.

The above-referenced solicitation was comprised of the RFP and other documents, one of which was the three-part document titled *NJ Standard RFP Forms*. This document is comprised of three expandable forms, namely an *Ownership Disclosure Form*, a *Disclosure of Investigations and Other Actions Involving Bidder Form*, and a *Disclosure of Investment Activities in Iran* form.

These forms are addressed in RFP Section 4.0, *Proposal Preparation and Submission*. The relevant text reads as follows:

4.4.1.2 NJ STANDARD RFP FORMS

One of the downloadable RFP documents is titled NJ STANDARD RFP FORMS. It is comprised of three separate forms, two of which (Ownership Disclosure and Disclosure of Investment Activities in Iran) discussed below, must be completed, signed and submitted with the bidder’s proposal. **The bidder is cautioned that failure to complete, sign and submit either of these two**

forms will be cause to reject its proposal as non-responsive as noted below. If the bidder submits a hard copy proposal, each of the two forms must be physically signed.

If the bidder is submitting an electronic proposal through the Division's eBid system, there are only two acceptable forms of signature for the two forms:

1. The bidder may download the document, physically complete and sign each form, scan the completed document and then upload it, or
2. The bidder may download the document, type the name of the signatory in the space designated for certification signature in each of the forms and then upload the document.

Note: A bidder's entry of a Personal Identification Number (PIN) shall not suffice as a certifying signature on the forms comprising the NJ STANDARD RFP FORMS document.

4.4.1.2.1 OWNERSHIP DISCLOSURE FORM

Pursuant to N.J.S.A. 52:25-24.2, in the event the bidder is a corporation, partnership or sole proprietorship, the bidder must complete and sign the attached Ownership Disclosure Form. A current completed Ownership Disclosure Form must be received prior to or accompany the submitted proposal. A bidder's failure to submit the completed and signed form with its proposal will result in the rejection of the proposal as non-responsive and preclude the award of a contract to said bidder unless the Division has on file a signed and accurate Ownership Disclosure Form dated and received no more than six months prior to the proposal submission deadline for this procurement. If any ownership change has occurred within the last six months, a new Ownership Disclosure Form must be completed, signed and submitted with the proposal.

4.4.1.2.2 DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN FORM

Pursuant to N.J.S.A. 52:32-58, the bidder must utilize this Disclosure of Investment Activities in Iran form to certify that neither the bidder, nor one of its parents, subsidiaries, and/or affiliates (as defined in N.J.S.A. 52:32-56(e)(3)), is listed on the Department of the Treasury's List of Persons or Entities Engaging in Prohibited Investment Activities in Iran and that neither the bidder, nor one of its parents, subsidiaries, and/or affiliates, is involved in any of the investment activities set forth in N.J.S.A. 52:32-56(f). If the bidder is unable to so certify, the bidder shall provide a detailed and precise description of such activities as directed on the form. A bidder's failure to submit the completed and signed form with its proposal will result in the rejection of the proposal as nonresponsive and preclude the award of a contract to said bidder.

[(Emphasis in original.)]

Pursuant to N.J.A.C. 17:12-2.2,¹ a bidder's proposal must "[c]ontain all RFP-required certifications, forms, and attachments, completed and signed as required" or "be subject to automatic rejection." As set forth in RFP 4.4.1.2, 4.4.1.2.1, and 4.4.1.2.2, the submission of a completed and signed *Ownership Disclosure Form* prior to or as part of the proposal and a completed and signed *Disclosure of Investment Activities in Iran* form as part of a bidder's proposal was required.

The record of this procurement notes that Day Chevrolet submitted a proposal through the Division eBid system by the proposal submission date of September 16, 2014. A review of the electronic records reveals that Day Chevrolet's submission contained a duplicate *Cooperative Purchasing Form*, uploaded by Day Chevrolet in the place of the *Standard RFP Forms*. (See attachment.) Although Day Chevrolet contends the Division's eBid system would not allow it to upload the correct file and that the file was

¹ The Division's administrative rules governing its procurement programs are set forth in N.J.A.C. 17:12. These rules can be accessed at <http://www.state.nj.us/treasury/purchase/AdminCode.shtml>.

corrupted, the eBid system cannot differentiate what documents are uploaded. Rather, it accepts any document the bidder uploads in a required document field. The responsibility for the contents of the proposal or submittal necessarily and appropriately rests solely with the bidder.

In response to Day Chevrolet's contention that the Division should accept the *Standard RFP Forms* uploaded with Day Ford's proposal, there is no evidence available that suggests to the Division that "Day Ford and Day Chevrolet are part of the same company and documents for that company are one and the same." Although Day Ford did submit an eBid for the subject RFP, the *Signatory Pages* submitted by Day Ford and Day Chevrolet contain different Federal Employer Identification Numbers and list different addresses. A search of the Pennsylvania Department of State's Business Entity Registration database also shows separate registrations and entity numbers for the two corporations. While the two corporations may be owned by the same individual, this does not imply Day Ford and Day Chevrolet are "one and the same."

Notwithstanding Day Chevrolet's interest in competing for this procurement, it would not be in the State's best interests to allow a bidder who did not provide the required information to be eligible to participate in the procurement process. Such acceptance would unlevel the bidders' playing field, as the State received responsive proposals in which all necessary documents and information were provided as required. The deficiency at issue cannot be remedied after the proposal submission deadline, as acceptance of Day Chevrolet's proposal under these circumstances would be contrary to the provisions of the governing statute and would provide Day Chevrolet with disclamation options not available to those bidders whose proposals were fully responsive. In light of the findings set forth above, I must deny your request for eligibility to participate in the competition for the subject contract. This is my final agency decision on this matter.

This is an unfortunate situation for the State, as the Division encourages competition and appreciates the time and effort put forth in preparing and submitting Day Chevrolet's proposal. Thank you for your company's continuing interest in doing business with the State of New Jersey and for registering your business with **NJ START** at www.njstart.gov, the State of New Jersey's new eProcurement system.

Sincerely,



Ronald G. Wengerd
Chief Hearing Officer

RGW:DF
Attachment

c: L. DuBois
R. Sharbaugh
K. Thomas
S. Ghorbani
D. Rodriguez



All Sites



Advanced Search

Purchase & Property > Purchase Bureau > eBid Openings > Submitted eBids > 9_16_2014 > 15-X-23642 > Submitted > DAY CHEVROLET INC

Submitted eBids

eBids submitted

New ▾ Upload ▾ Actions ▾ View: **All Documents**

A	Name	Modified	Solicitation Number	Vendor Name	eBid Document Name
	141244 CooperativePurchaseV4 complete.pdf	9/16/2014 02:12 PM	15-X-23642	DAY CHEVROLET INC	NJ Standard RFP Forms
	141282 15-X-23642Priceshet CHEV/DAN.pdf	9/16/2014 02:12 PM	15-X-23642	DAY CHEVROLET INC	Price Sheet
	141240 StandardDocumentsV3 complete.pdf	9/16/2014 02:12 PM	15-X-23642	DAY CHEVROLET INC	Signatory Page
	141241 Bidders>DataPacketV3 complete.pdf	9/16/2014 02:12 PM	15-X-23642	DAY CHEVROLET INC	Bidder Data Packet
	141242 NJStandardTermsandConditions V.pdf	9/16/2014 02:12 PM	15-X-23642	DAY CHEVROLET INC	NJ Standard Terms and Conditions
	141243 CooperativePurchaseV4 complete.pdf	9/16/2014 02:12 PM	15-X-23642	DAY CHEVROLET INC	Cooperative Purchase Form

For assistance with Access Web Datasheet, see Help.