

## Request for Proposal



Bid Number: 25-07-3787DB

The Navajo Nation Office of the Controller - Purchasing Department and the Navajo Division of Transportation (Navajo DOT) are soliciting proposals and sealed bids for “[Bid #: 25-07-3787DB UPM Cold Mix Material Purchase and Delivery](#)”

Contacts for a bid packet are:

- 1) Joe Peterman, Department Manager, Navajo Division of Transportation – Roads, [jpeterman@navajodot.org](mailto:jpeterman@navajodot.org); (928) 797-0150 or (505) 371-8329.
- 2) Valerie Bitsilly, Navajo Nation Purchasing Department, [vbitsilly@nnooc.org](mailto:vbitsilly@nnooc.org), (928) 871-6316.

The closing date is August 08, 2025, at 3:00 p.m. Mountain Daylight Saving Time (M.D.T.). Any proposal(s) received after this date and time will not be accepted and will be returned to the sender. No faxed or email proposals or bids will be accepted.

The RFP can be found on the Navajo DOT website.

## PROPOSAL SUBMITTAL

All proposals MUST have the Prospective Respondent's name and contact information on the outside of the Sealed Proposal Packet and Proposal Cost (envelopes). If not included, it will be considered "non-Responsive."

All proposals are to be submitted to:

Mailing Address:

Navajo Division of Transportation – Roads  
Attention: Joe Peterman, Department Manager I  
P.O. Box 4620  
Window Rock, AZ 86515  
Phone: (505) 371-8301

Physical Address:

Navajo DOT -Roads  
Attn: Joe Peterman, Dept. Manager I  
#16 Old Coal Mine Road  
Mentmore, NM 87319  
Phone: (505) 371-8301

Hand Delivery: Driving Instructions from Gallup, New Mexico

Take Exit 20 from I-40. Take US491 from Gallup, New Mexico to Yatahey, NM, which is approximately 5.5 miles. Approach a Y-Intersection. Take US264 and go about 15 miles. The Navajo Division of Transportation Complex will be on the left side of US491 on Indian Route 54.

All proposals and bid forms shall be sent in sealed envelope, clearly marked with the following information:

RFP Bid Number: "25-07-3787DB"

Description or Title: "UPM Cold Mix Material Purchase and Delivery"

Contact Persons: Darlene Begay, Buyer  
Navajo Nation Purchasing Department  
Phone: (928) 871-6316  
Email: [darlene.begay@nnooc.org](mailto:darlene.begay@nnooc.org)

Devon Negale, Delegated Fleet Coordinator  
Navajo Division of Transportation - Department of Roads  
Phone: (505) 371-8334  
Cell: (928) 551-5228  
Email: [dnegale@navajodot.org](mailto:dnegale@navajodot.org)

Joseph Peterman, Department Manager I  
Navajo Division of Transportation - Department of Roads  
Phone: (505) 371-8329  
Cell: (928) 797-0150  
Email: [jpeterman@navajodot.org](mailto:jpeterman@navajodot.org)

Please submit an Original and three (3) copies of proposals.

## PART I

### **INFORMATION ONLY – NO RESPONSE TO THIS SECTION IS REQUIRED**

- A. This Request for Proposal (RFP) provides the prospective respondents with sufficient information that will enable them to prepare and submit a proposal for consideration.
- B. This RFP contains the instructions governing the proposals to be submitted and the materials to be included. These are mandatory requirements which must be met to be eligible for consideration. Failure to adhere will result in a “Non-Responsive” Status.
- C. SCHEDULE OF ACTIVITIES AND TIMELINES:

Schedule of Activities	Timelines
Prospective respondents “Inquiry Timeline.” All inquiries and questions will be answered prior to this date. Questions must be submitted in writing only. If needed, an Addendum will be issued to all vendors who requested a copy of the RFP to ensure they all received the same information. No questions accepted after this date.	Monday, August 04, 2025, at 5:00 p.m.
Due date for all proposals	Friday, August 08, 2025, at 3:00 p.m.
Bid Opening of proposals and evaluations by the Review Panel	Monday, August 11, 2025
Award of Purchase – It takes at least three to ten business days for PO to be issued.	Monday, August 11, 2025

- D. INQUIRIES: Prospective respondents may contact Navajo Division of Transportation (DOT) – Department of Roads staff via phone call or email in reference to this RFP in obtaining clarification of requirements. No inquiries will be accepted after the inquiring date listed in Section C.
- E. ADDENDUM OR SUPPLEMENT TO THIS REQUEST FOR PROPOSALS: In the event it becomes necessary to revise any part of this RFP, an addendum will be issued. Any respondents that already submitted a proposal will be notified.
- F. PROPOSALS SUBMISSION: Proposal must be received on [Friday, August 08, 2025, by 3:00 p.m. Mountain Daylight Saving Time \(M.D.T\)](#). Respondents who are mailing their proposals should allow sufficient time for mail delivery to ensure receipt by the time specified. If mailed, it is recommended that proposals be sent by certified mail to the address indicated on Page 2 of this RFP.
- G. NUMBER OF PROPOSALS TO BE SUBMITTED: In the submission of all proposals, one original and three (3) copies must be enclosed in one sealed envelope. The outside of the envelope should be clearly marked with 1) Respondent’s Contact information, and 2) the [“Bid Number #25-07-3787DB, UPM Cold Mix Material Purchase and Delivery”](#)

- H. LATE RECEIPT OF PROPOSALS: Late proposal will not be accepted. It is the responsibility of the respondent to ensure that the proposal arrives at the Navajo Division of Transportation – Department of Roads on or before the date/time specified.
- I. REJECTION OF PROPOSALS: The Navajo Division of Transportation (Navajo DOT) – Department of Roads reserves the right to reject any or all proposals and to waive informalities and minor irregularities in the proposals received.
- J. PROPRIETARY INFORMATION: Any restriction on the use of the information, data, contents contained within the proposals must be clearly stated in the proposal itself. Each and every page of the propriety material must be labeled or identified with the word “Proprietary.” Proprietary information submitted in response to this RFP will be handled in accordance with applicable procurement regulations.
- K. PROPOSAL MATERIAL OWNERSHIP: All material submitted in reference to this RFP shall become the property of the Navajo Nation and will not be returned to the respondent. Responses received will be retained by the Navajo DOT – Department of Roads and may be reviewed by any person(s) after the final selection has been made, subject to [Section J](#). The Navajo DOT – Department of Roads has the right to use any or all systems, ideas presented in this RFP, subject to limitations in [Section J](#). Disqualification or non-selection of a respondent does not eliminate this right.
- L. INCURRING COSTS: The Navajo DOT – Department of Roads is not liable for any cost incurred by the Respondent prior to issuance of service contract or a purchase order.
- M. ACCEPTANCE OF PROPOSAL CONTENT: The contents of the proposal of the successful Respondent will become contractual obligation if acquisition action ensues. Failure of the successful Respondents to accept this obligation may result in cancellation of the award and such respondents may be removed from consideration for future solicitation.
- N. ACCEPTANCE TIME: The Navajo DOT – Department of Roads, in coordination with the Navajo Nation Business Regulatory Department and the Navajo Nation Office of the Controller, intends to select the successful Respondent in the time specified in [Section C](#), after the closing date of receipt of proposals.
- O. AWARD OF SERVICE CONTRACT: Upon selection, Navajo DOT – Department of Roads will initiate the Service Contract and License Agreement in the name of the successful respondent; and the contents of the proposal submitted by the respondent will become part of the contract.
- P. JOINT PROPOSALS: Nothing in this RFP shall be construed to prohibit respondents from entering a consortium for the purpose of offering a proposal in response to this RFP. Parties to a consortium will not be permitted to submit independent proposals in response to this RFP.
- Q. EVALUATION PROCEDURE AND CRITERIA:
- a. Review Panel: A Review Panel, with specific related technical background, will be selected and evaluate the proposals received in accordance with the general criteria used

herein. The review panel may request a meeting for purposes of proposal clarification and the respondent should be prepared to provide any additional information the Review Panel feels necessary for a fair evaluation of the proposals.

- b. Failure of a respondent to provide any information requested in this RFP may result in the proposal being disqualified. All proposals must be endorsed with the signature of a responsible official having the authority to bind the respondent in the execution of a contract.
- c. The sole objective of the review panel is to select the respondent most responsive to the needs of the Navajo Nation, Navajo DOT, and the Department of Roads. The specification in this RFP represents the minimum performance necessary for a response. Based on the evaluation criteria established in this RFP, the Review Panel will select and recommend the respondent who best meets the objective in the Scope of Work in Part II.
- d. The Technical Proposal Factors will be used to evaluate the proposal(s) based on a 100 points-scale system, with 10 additional points for Navajo Nation Priority #1 Businesses, and five (5) additional points for Navajo Nation Priority #2 Businesses.

**Evaluation Sheet 22-01-2716LE**

<b>Proposal Factors</b>	<b>Requirements</b>	<b>Maximum Points Awarded</b>
Proposal Format	15 single sided pages and spiral-bind proposal	5
Scope of Work	Vendor to describe material, provide specification data sheets and any other documents indicating the adequacy of materials to meet DOT specifications. Include delivery costs and any other information that will be beneficial to this bid.	80 points
Certificate, SAMS Cert. and Insurance requirements	Certificate of Insurance, SAMS.GOV document and bonding capability.	5
Communication	How will company communicate with Navajo DOT regarding the procurement process.	5
References	List four (4) references of companies that your company has provided similar services to.	5
	<b>TOTAL</b>	<b>100</b>
<b>Certified Navajo Nation Business Owner – 100%</b>	<b>PRIORITY #1</b>	<b>10</b>
<b>Certified Navajo Nation Business Owner – 51%</b>	<b>PRIORITY #2</b>	<b>5</b>
<b>TOTAL</b>	<b>Total for Priority #1</b> <b>Total for Priority #2</b> <b>Total for Non-Priority</b>	<b>110</b> <b>105</b> <b>100</b>

- R. Per the NAVAJO NATION PROCUREMENT CODE, 12 N.N.C., Section 332, Letter “e”, in the event all proposal in a Procurement exceeds available funds by 5%, a re-solicitation for work or a reduced scope may be authorized.
- S. STANDARD CONTRACT: Navajo DOT will use the template Service Contract reviewed and approved by the Navajo Nation Department of Justice.
- T. RETURN PROPOSAL: The Navajo Nation and Navajo DOT have no obligation in returning any of the proposal received in response to this RFP.
- U. TERM: The term of the Service Contract will be a period of one year from the date of *Notice to Proceed*, with an option to renew the contract for continued services, which will be based upon the availability of funds. Renewal of the contract will be made only upon mutual agreement of both parties.
- V. COMPLIANCE WITH THE NAVAJO NATION BUSINESS OPPORTUNITY ACT: Proposal will be opened and evaluated in compliance with the Navajo Nation’s Business Opportunity Act, 5 N.N.C., Chapter 2, and Subsection 201 – 215 and the Navajo Nation Procurement Rules and Regulations.

**Part II - Scope of Work**  
**Bid Number 25-07-3787DB – UPM COLD MIX PURCHASE AND DELIVERY**

Navajo Division of Transportation (NDOT) is planning to procure UPM Cold Mix purchase and Delivery.

Vendor is to provide asphalt road patching material equal to or greater than Universal Patching Material (UPM). Materials shall be provided in 40lb. bags on pallets that can be transported to identified locations.

This RFQ will be in place for five years and shall be increased in quantity as funding is made available for additional purchases. The initial purchase shall be 48 pallets. All materials shall be delivered to the Navajo Division of Transportation. Take Exit 20 from I-40. Take US491 from Gallup, New Mexico to Yatahey, NM, which is approximately 5.5 miles. Approach a Y-Intersection. Take US264 and go about 15 miles. The Navajo Division of Transportation Complex will be on the left side of US491 on Indian Route 54.

### Part III

#### FORMAT AND ORGANIZATION

**Requirements:** This section of the RFP specifies the format and organization of the proposal (not listed in priority or in any order).

- A. NUMBER OF COPIES: Submit an Original and three (3) copies of proposal.
- B. PROPOSAL FORMAT: Appearance of the proposal is important and professionalism in the proposal presentation should not be neglected. The proposal standards are as follows:
  - a. The proposal shall not exceed 15 single-sided pages (maximum 8 1/2" x 11"). Submissions exceeding the 15 single-sided page limit will be considered non-responsive and will be unrated. All pages include dividers, proposals, photos, charts, graphs, exhibits, letter of interest, etc. are counted toward the 15 pages.
  - b. Proposals submittal should be plastic or metal spiral-bound only. **Please do not submit loose paper, these will be considered unresponsive and will be unrated. No folders required, just spiral-bound proposals.**
- C. LETTER OF INTEREST: Letter of Interest must be on a Company Letterhead and signed by the president, executive director, or owner of the company/organization.
- D. PROOF OF CERTIFICATIONS: Provide a copy of Certificate of Insurance, SAMS.GOV document, and Bonding information.
- E. SCOPE OF WORK: Respondent's approach to the scope of work, including the following:
  - a. Describe and provide specifications of materials.
  - b. Provide Delivery costs including tax.
  - c.
- F. COMMUNICATION: Describe communication methods with Navajo DOT.
- G. REFERENCES: List four references that your company currently rents trucks too. Be sure to provide name, title, company name, address, phone number, and email address. See sample attached.
- H. CERTIFIED NAVAJO BUSINESS: If claiming Navajo Business Owner, **provide proof that business is currently certified by the Navajo Nation - Business Regulatory Department and prioritized under Navajo Nation Council Resolution CAP-37-02 and also under the Section 204 (A) (1) and (2) of the revised Navajo Nation Business Opportunity Act.**
- I. TAXES: All performance under this Contract within the territorial jurisdiction of the Navajo Nation is subject to the six percent (6%) Navajo Sales Tax (24 N.N.C. 601 et seq.).



- J. BID FORM / PROPOSAL COST: In a **separate sealed envelope**, clearly marked as **“BID FORM # 25-07-3787DB – UPM Cold Mix Material Purchase and Delivery”** and with Respondent’s information. The sealed envelope will not be opened by the Review Team until after the proposals have been reviewed and ranked. **If your bid is not in a separate sealed envelope, then your proposal will be considered non-responsive and ineligible for further evaluation.**

**End of RFP.**

**See Attachments in the Exhibit**

**Attachments**

- 1) Bid Form
- 2) Addendum Acknowledgement
- 3) Sample to Provide References

**Bid Form**  
**Bid: 25-07-3787DB – UPM COLD MIX PURCHASE AND DELIVERY**

**CONTRACTOR** \_\_\_\_\_

**DATE** \_\_\_\_\_

**TOTAL PROPOSAL COST**

<b>Description</b>	<b>Quantity</b>	<b>Unit</b>	<b>Unit Cost</b>	<b>Total Cost</b>
<b>UMP Cost</b>		<b>EA</b>		
<b>Delivery Price</b>		<b>EA</b>		
<b>Navajo Nation Taxes (6%)</b>				
<b>Total Bid Cost</b>				

### Addendum Acknowledgement

**Addendum:**

In submitting this Bid, Respondent represents that: *Respondent has examined and carefully studied the RFP and attachments, and any data and reference items identified in the RFP documents, and hereby acknowledges receipt of the following Addenda:*

**Addendum No:**

**Addendum Date:**

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**Respondent will complete the Work in accordance with the Contract Documents for the following price(s):**

Respondent's Acknowledgement Signature:

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Name and Title

Company Name

**SAMPLE TO PROVIDE REFERENCES****Reference One:**

John Doe, Owner

Company Name: Speedy's C-Stores

P.O. Box 123

Window Rock, AZ 86515

Phone: (928) 871-1000

Email: [jdoe@yahoo.com](mailto:jdoe@yahoo.com)

Scope of work: Currently rents semi-trucks and belly dumps to Speedy's C-Stores on the Navajo Nation in Arizona.

**Reference Two:**

Jane Doe, Owner

Company Name: Navajo Nation Transit Department

P.O. Box 456

Tuba City, AZ 86515

Phone: (928) 283-1000

Email: [janed@yahoo.com](mailto:janed@yahoo.com)

Scope of work: Currently rents fuel tanks to the Navajo Nation Transit Department in Fort Defiance, Arizona.

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*Navajo DOT may contact the references for  
performance appraisal.*

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