


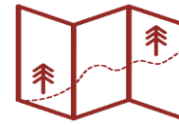


PORTFOLIO TITLE: [Ground Maintenance Equipment \(2020-2025\)](#)
LEAD STATE: Commonwealth of Virginia

<p><u>OVERVIEW:</u></p> <p>The Master Agreements in this portfolio offer up to five product categories of Ground Maintenance Equipment direct from the Original Equipment Manufacturers or from nationwide resellers.</p>	<p><u>INITIAL TERM:</u> February 28, 2020 through February 27, 2023</p> <p><u>RENEWALS:</u> Two additional 1-year renewal options.</p> <p><u>TOTAL TERM POSSIBLE:</u> Five Years</p>
<p><u>PRODUCT CATEGORIES:</u></p> <p>Category 1: Tractors (Heavy Duty and Compact)</p> <p>Category 2: Tractor Towed PTO (Gang Mowers and Single Unit Mowers)</p> <p>Category 3: Off Road Utility Vehicles</p> <p>Category 4: Self Propelled Riding Mowers (Medium Duty Wide Coverage and Zero Turn)</p> <p>Category 5: Turf Maintenance (Towed and Ground Driven)</p> <div style="display: flex; justify-content: space-around; align-items: center;">   </div>	
<p><u>SUPPLIERS AVAILABLE:</u></p> <ul style="list-style-type: none"> ✓ Bobcat Company ✓ CNH Industrial America, LLC ✓ Deere & Company ✓ Husqvarna ✓ Hustler Turf Equipment, Inc. ✓ The Toro Company 	<p><u>KEY BENEFITS:</u></p> <p>The following key benefits were derived from the re-procurement of this portfolio:</p> <ol style="list-style-type: none"> 1. Provides a wider offering of Ground Maintenance Equipment, such as tractors, mowers, utility task vehicles, loaders, scrapers, cutters, seeders, sprayers, tillers, backhoes, parts, attachments, and accessories. 2. Retained all three of the previous suppliers and achieved deeper discounts of 1% to 5% per product category. 3. Added a state leasing option that can be identified in a Participating Addendum.
<p><u>PRICING:</u></p> <p>Discounts are provided at a percentage off the Original Equipment Manufacturer’s retail price catalog.</p> <ul style="list-style-type: none"> ➤ Bobcat Company – 20% Off on Bobcat and Steiner Tractors; 18% or 20% off on Bobcat Loaders, 18% off on Bobcat UTV’s; and 24% off on Bobcat Attachments and Implements. ➤ CNH Industrial America, LLC – 22% to 33% off on Heavy-Duty Tractors; 22% to 28% off on Compact Tractors; and 24% off on Tractor Towed PTO. ➤ Deere & Company - 14% to 24% off on Tractors and Utility Vehicles; 9% to 24% off on Mowers; and 22% off on Sprayers, Tillers, Cutters, and Material Handlers. ➤ Husqvarna - 30% Off on Zero-Turn Mowers; 20% Stand-On Mowers; and 15% off on all Attachments and Accessories. ➤ Hustler Turf Equipment, Inc. - 12% off on Kohler Standard Bed Vehicles and Kohler Level Lift Bed Vehicles. 	

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➤ **The Toro Company:** 21% to 23% off on Toro Commercial Division Products; 27% off on Toro LCE Turf Products; 20% off on Toro LCE Snow Products; 30% to 40% off on Toro Irrigation Products

PROCUREMENT BACKGROUND:

In 2018, the Sourcing Team requested re-procurement of the expiring Ground Maintenance Equipment portfolio. The NASPO ValuePoint Management Board approved conducting a re-solicitation and the Sourcing Team completed the RFP process in the fall of 2019. In December 2019, the Sourcing Team sought and was granted approval of the award by the NASPO ValuePoint Management Board.

STATES ON SOURCING TEAM:

-  Virginia (Lead)
-  Kansas
-  South Carolina



SOLICITATION INFORMATION:

Type: Request for Proposal (RFP)
 Solicitation Number: RFP377-5
 Date Released: June 28, 2019
 Date Closed: September 4, 2019

PUBLIC POSTING OF SOLICITATION:

Solicitation was Publicly Advertised from June 28, 2019 to August 21, 2019.

- Website Posted On: [eVA Virginia's Marketplace](#)
- Posting Link: [Ground Maintenance Equipment RFP-377-5](#)
- Number of Days Solicitation was Publicly Posted: 68
- Number of Amendments Posted: 3

PUBLIC OPENING

Sealed responses were publicly opened on August 21, 2019 at 1:00 pm EST, in Richmond, Virginia.



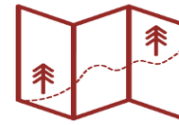
VENDOR RESPONSES:

- Number of Vendor Responses Received: 10
- Number of Non-Responsive Vendor Responses: 0
- Number of Vendor Responses Evaluated: 10

EVALUATIONS:

Responses were evaluated by the members of the Sourcing Team during the week of October 15-17, 2019 in Richmond, Virginia.

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EVALUATION CRITERIA:

Responses were evaluated based on the following Evaluation Criteria:

1. Quality of Equipment
2. Plan to Provide Equipment & Services
3. Experience
4. Small Business Plan
5. Pricing



SCORING:

Responses were scored according to the RFP’s Evaluation Criteria; however, none of the vendors submitted a Small Business Plan, therefore all vendors were scored a zero in that area of the criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State of Virginia as identified on the [Ground Maintenance Equipment \(2020-2025\) portfolio’s NASPO ValuePoint website](#).

AWARD:

The RFP allowed for multiple vendor awards based on each vendor’s success in earning more than 500 of the total 1,000 maximum points possible during the scoring process; six of the ten vendors evaluated received scores over 500 points making them eligible for award.

PUBLIC POSTING OF AWARD:

Award Posting Start: January 10, 2020
 Award Posting End: January 24, 2020
 Posting Link: [Ground Maintenance Award](#)
 Total Days Posted: 10 Business Days
 Vendors Awarded: 6
 Protests Received: 0

AWARDED VENDORS:

- Bobcat Company for Categories 1 and 3.
- CNH Industrial for Categories 1 and 2.
- Deere & Company for Categories 1,2, 3, and 4.
- Husqvarna for Category 4.
- Hustler Equipment for Category 3.
- Toro for Categories 1, 2, 3, 4, and 5.



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