



Street Sweepers, Parts, Accessories, Supplies, Related Services and Equipment
Executive Summary

Lead Agency: City of Rochester Hills, MI

Solicitation: RH-16-045

RFP Issued: September 1, 2016

Pre-Proposal Date: September 28, 2016

Response Due Date: October 26, 2016

Proposals Received: 4

Awarded to: Bell Equipment Company

The City of Rochester Hills, MI Purchasing Division issued RFP #RH-16-045 on September 1, 2016, to establish a national cooperative contract for Street Sweepers, Parts, Accessories, Supplies and Related Services.

The solicitation included cooperative purchasing language in Introduction/Background, 3. National Contract Requirements:

1. NATIONAL CONTRACT REQUIREMENTS

The City of Rochester Hills, as the Principal Procurement Agency, as defined in Attachment A, has partnered with the National Intergovernmental Purchasing Alliance Company (“National IPA”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by National IPA) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through National IPA’s cooperative purchasing program. The City is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA’s cooperative purchasing program. Attachment A contains additional information on National IPA and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- MITN website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA

On October 26, 2016 proposals were received from the following offerors:

- Bell Equipment Company
- Global Environmental Products
- MTEC
- Schwarze Industries

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, and conducting demonstrations, the committee elected to award to Bell Equipment Company.

The City of Rochester Hills, MI, National IPA and Bell Equipment Company successfully executed the agreement with a contract effective date of April 11, 2017.

Contract includes:

- Elgin Street Sweepers, Parts, Accessories, Supplies, Related Services and Equipment
- On-Site Training at Delivery
- Financing and Lease Options Available
- Rental Options Available
- Trade-Ins Accepted
- Discount on Extended Warranties
- Discount off Purchase of Five or More of Identical Units

Term:

Initial three-year agreement from April 11, 2017 through April 10, 2020 with the option to renew for two (2) additional one-year periods through April 10, 2022.

Pricing/Discount:

3% MSRP discount on Elgin Sweepers and 5% discount on Elgin OEM replacement parts

National IPA Web Landing Page: www.nationalipa.org/Vendors/Pages/BellEquipmentCompany.aspx