



IMPLEMENTS, ATTACHMENTS, & RELATED PRODUCTS FOR TRACTORS, MOWERS, & RELATED EQUIPMENT  
Executive Summary

**Lead Agency:** Cobb County, Georgia

**Solicitation:** 20-6504

**RFP Issued:** January 24, 2020

**Pre-Proposal Date:** February 6, 2020

**Response Due Date:** March 12, 2020

**Proposals Received:** #3

**Awarded to: Woods Equipment Co.**

The Cobb County, Georgia Department of Procurement issued RFP #20-6504 on January 24, 2020, to establish a national cooperative contract for Implements, Attachments, and Related Products for Tractors, Mowers, and Related Equipment.

The solicitation included cooperative purchasing language in the Overview (page 2) and Attachment A (page 30):

*“Cobb County, GA, as the Principal Procurement Agency, defined in Attachment A, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) 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 OMNIA Partners’ cooperative purchasing program. Cobb County, GA 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 OMNIA Partners (a “Participating Public Agency”) and, by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Purchasing Cooperative Agreement (MICPA), a form of which is attached hereto on Attachment A, or as otherwise agreed to. Attachment A contains additional information about OMNIA Partners and the cooperative purchasing program.”*

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

- Cobb County, GA website
- OMNIA Partners 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
- Helena Independent Record, MT

On March 12, 2020 proposals were received from the following offerors:

- Land Pride, A Division of Great Plains MFG., Inc.
- RhinoAg, Inc.
- Woods Equipment Co.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Woods Equipment Co. and proceeding with contract award upon successful completion of negotiations.

Cobb County, Georgia, OMNIA Partners, and Woods Equipment Co. successfully negotiated a contract, and Cobb County, Georgia executed the agreement with a contract effective date of December 15, 2020.

Contract includes: All-season products associated with performing landscaping, field care, snow removal, de-icing, and other related services; products include but are not limited to: rotary cutters, flail shredders, finish mowers, zero-turn mowers, landscape equipment, wood and brush equipment, tillage equipment, seeders, loaders, backhoes, skid steer attachments, construction, woods truck pricing program, center drive flail shredders with rear rock shaft, and center drive flail shredders with four casters.

Term:

Initial twelve (12) months with automatic renewals for four (4) additional twelve (12) month periods and shall terminate on December 22, 2025.

Pricing/Discount:

Percent off list price (24-37% depending on equipment group).