



Heavy Equipment, Parts, Accessories, Supplies & Related Services
Executive Summary

Lead Agency: City of Tucson, AZ

RFP Issued: October 18, 2011

Date Open: November 14, 2011

Solicitation: RFP #120377

Pre-Proposal Date: October 27, 2011

Proposals Received: 4

Awarded to: Caterpillar

The City of Tucson, AZ Department of Procurement issued RFP #120377 on October 18, 2011 to establish a national cooperative contract for heavy equipment, parts, accessories, supplies and related services.

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

- City of Tucson, AZ website
- Hawaii Tribune—Herald, HI
- Daily Journal of Commerce, OR
- The State, SC
- The Olympian, WA
- National IPA website

On November 14, 2011 proposals were received from the following offerors:

- Badger Equipment Company
- Caterpillar
- Federal Contracts Corporation
- PB Loader Corporation

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into interview and negotiations with the top ranked firm, Caterpillar.

The City of Tucson, AZ, National IPA and Caterpillar successfully negotiated a contract and the City of Tucson executed the agreement with a contract effective date of May 2, 2012.

Caterpillar

Contract includes: Heavy equipment, parts, accessories, supplies and related services

Term:

Initial one year agreement from May 2, 2012 through May 1, 2013, with option to renew for four (4) additional one-year periods through May 1, 2017.

Pricing/Discount:

Minimum discount off list price.

Serviced and supported by local Cat dealers.

Value Added Services:

- Financing options
- Used equipment
- Rentals
- Extended warranties
- Maintenance agreements
- Trade-in or Buyback options