



HEAVY EQUIPMENT, PARTS, ACCESSORIES, SUPPLIES AND RELATED SERVICES
Executive Summary

Lead Agency: City of Tucson, AZ

Solicitation: RFP #212816

RFP Issued: August 10, 2021

Pre-Proposal Date: August 17, 2021

Response Due Date: September 24, 2021

Proposals Received: #2

Awarded to: Caterpillar, Inc. – Contract #212816-01

The City of Tucson, AZ Department of Procurement issued RFP #212816 on August 10, 2021, to establish a national cooperative contract for Heavy Equipment, Parts, Accessories, Supplies and Related Services.

The solicitation included cooperative purchasing language in Sections A. Introduction, A.1. Summary:

NATIONAL CONTRACT:

The City of Tucson (herein referred to as the City) is requesting proposals from qualified and experienced firms to provide HEAVY EQUIPMENT, PARTS, ACCESSORIES, SUPPLIES AND RELATED SERVICES. The City requires a contractor who provides a diverse and extensive supply of equipment for purchase and/or rental to various locations in the Tucson metropolitan area and Participating Public Agencies, as well as representative(s) to provide product and service consultations, demonstrations, and training.

Heavy equipment will include, but not be limited to, the following equipment categories: Landfill, Construction, and Material Handling. The City has approximately 150 pieces of heavy equipment that falls under the heavy equipment category. The Contractor will have a sophisticated infrastructure including strategically located nationwide distribution centers and employ professional sales representatives to provide effective, timely service to the City of Tucson and to Participating Public Agencies.

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

- City of Tucson 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
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA

- Helena Independent Record, MT
- Kennebec ME Journal
- The Herald-News, IL
- Las Vegas Sun, NV

On September 24, 2021 proposals were received from the following offerors:

- CTOS Rentals LLC
- Caterpillar, Inc.

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

City of Tucson, OMNIA Partners and Caterpillar, Inc. successfully negotiated a contract, and the City of Tucson executed the agreement with a contract effective date of October 3, 2022.

Contract includes:

- New and used heavy equipment
- Parts, accessories, supplies and related services
- Warranties, maintenance, and repair services
- Leasing, financing, trade-in options

Term:

Initial one (1) year agreement effective October 3, 2022 through October 2, 2023 with the option to renew for four (4) additional one-year periods through October 2, 2027.

Pricing/Discount: Minimum discount off list price.

OMNIA Partners Web Landing Page: [Caterpillar Cooperative Contract | Contract Documentation \(omniapartners.com\)](#)