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PARTNERS



TRACTORS, MOWERS, AND OTHER EQUIPMENT, PARTS, AND SERVICES Executive Summary

Lead Agency: Cobb County, GA

Solicitation: 22-6640

RFP Issued: January 28, 2022

Pre-Proposal Date: February 14, 2022

Response Due Date: March 10, 2022

Proposals Received: #4

Awarded to: Exmark Manufacturing Company, Inc.

The Cobb County Purchasing Department issued RFP 22-6640 on January 28, 2022, to establish a national cooperative contract for Tractors, Mowers, and Other Equipment, Parts, and Services.

The solicitation included cooperative purchasing language in General Definition of Products and/or Services – National Contract:

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 Cooperative Purchasing Agreement, 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’s 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

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses, Historically Underutilized Businesses were notified of the Request for Proposal.

On March 10, 2022 proposals were received from the following offerors:

- Energreen America
- Exmark Manufacturing Company, Inc.
- Moridge Manufacturing, Inc.
- Textron Specialized Vehicles

There was an additional proposal submitted by an offeror that was deemed non-responsive.

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

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

Cobb County, GA, OMNIA Partners and Exmark Manufacturing Company, Inc. successfully negotiated a contract, and Cobb County, GA executed the agreement with a contract effective date of May 15, 2022.

Contract includes: Full line of Exmark products for mowing and turf care. Line includes walk-behinds, zero-turn riders, stand-on mowers, aerators, stand-on spreader/sprayers, rotary broom, slice seeder, as well as select accessories. Some equipment features include rear discharge, electronic fuel injection (EFI), RED On-Board Intelligence, and Oil Guard Systems. Distributors and dealers also offer the following services: product set-up and basic operational training, installation of any Exmark accessories purchased with a machine, product safety training, preventative maintenance training, product demonstrations prior to purchase, Hydro Drive Life Extension Program for Lazer Z and Radius X-Services, OEM parts purchasing online or in-store.

Term:

Initial three-year agreement from May 15, 2022 through May 14, 2025 with the option to renew for two (2) additional 12-month periods through May 14, 2027.

Pricing/Discount: Price list attachment for current product list prices and proposed discount pricing available upon request. Exmark wholegoods including mowers and turf management equipment 27.5% off current list price. Accessories including UltraVac baggers, completing or drive kits, and turf management accessories to receive a discount of 15% off current list price.