



Groundskeeping Materials – Fertilizer, Pesticide, Herbicide, Grass Seed, Related Items and Services
Executive Summary

Lead Agency: City of Rochester Hills

Solicitation: RFP-RH-23-037

RFP Issued: July 27, 2023

Pre-Proposal Date: August 15, 2023

Response Due Date: September 19, 2023

Proposals Received: #2

Awarded to: Harrell's, Inc.



The City of Rochester Hills Department of Procurement issued RFP-RH-23-037 on July 27, 2023, to establish a national cooperative contract for Groundskeeping Materials – Fertilizer, Pesticide, Herbicide, Grass Seed, Related Items and Services.

The solicitation included cooperative purchasing language in National Contract Requirements Section:
“The City of Rochester Hills, MI, 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. The City of Rochester Hills, MI 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:

- MITN (Michigan Intergovernmental Trade Network) website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ

- Albany Times Union, NY
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal and/or Las Vegas Sun
- Kennebec Journal/Morning Sentinel, ME

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

On September 19, 2023 proposals were received from the following offerors:

- Harrell's, Inc.
- Ewing Irrigation Products, 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 Harrell's Inc. and proceeding with contract award upon successful completion of negotiations.

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

The City of Rochester Hills, OMNIA Partners and Harrell's, Inc. successfully negotiated a contract, and the City of Rochester Hills executed the agreement with a contract effective date of December 1, 2023.

Diversity Certification:

Contract includes:

- A comprehensive product and service offering including granular and liquid fertilizers, plant protectants including but not limited herbicides, pesticides, insecticides, grass seeds and a balance of lines including other materials and supplies
- Free training with CEU credits
- Bulk spreading in certain states
- Free delivery
- www.myHarrells.com customer web portal

Term:

Initial three-year agreement from December 1, 2023 through November 30, 2026 with the option to renew for one (1) additional two-year period through November 30, 2028.

Pricing/Discount:

Various