



1                   A.     Wherever the Sourcewell Contract refers to Sourcewell, it shall  
2 be deemed to refer to the City of Long Beach.

3                   B.     Contractor shall sell, furnish and deliver to the City a John  
4 Deere 310L Backhoe loader, including a compaction wheel and two loader buckets  
5 and other accessories of substantially the same type and kind purchased under the  
6 Sourcewell Contract, except as modified by Exhibit "B" attached hereto and  
7 incorporated by this reference, in an amount not to exceed One Hundred Fifty Eight  
8 Thousand Five Hundred Forty-One Dollars (\$158,541), including tax and shipping,  
9 until the Sourcewell Contract expires on May 13, 2023. To the extent that the  
10 Sourcewell Contract and this Agreement are inconsistent, the following priority shall  
11 govern: (1) this Agreement and (2) the Sourcewell Contract.

12                  C.     Payment for the John Deere 310L Backhoe loader with related  
13 equipment and accessories from Contractor by the City shall be made by the City  
14 on delivery to and acceptance of the John Deere 310L Backhoe loader with related  
15 equipment and accessories by the City and submittal of an invoice to the City.  
16 Payment is due thirty (30) days after the date of the invoice.

17                  D.     All warranties shall accrue to the City of Long Beach.

18                  2.     Neither this Agreement nor any money that becomes due to  
19 Contractor under this Agreement may be assigned by Contractor without the prior written  
20 consent of the City Manager or his designee.

21                  3.     Any notice given under this Agreement shall be in writing and  
22 personally delivered or deposited in the U.S. Postal Service, return receipt, and shall be  
23 delivered or mailed to Contractor at the relevant address first stated above, and to the City  
24 at 411 West Ocean Boulevard, Long Beach, California 90802 Attn: City Manager. Notice  
25 shall be deemed given three days after deposit in the mail.

26                  4.     The terms appearing on the Sourcewell Contract are incorporated in  
27 this Agreement.

28                  5.     Contractor shall cooperate with the City in all matters relating to self-

1 accrual of use tax. Contractor shall contact the City Treasurer for additional information  
2 regarding self-accrual.

3 6. This Agreement and all documents which are incorporated by  
4 reference in this Agreement constitute the entire understanding between the parties and  
5 supersede all other agreements, oral or written, with respect to the subject matter of this  
6 Agreement.

7 IN WITNESS WHEREOF, the parties have caused this document to be duly  
8 executed with all formalities required by law as of the date first stated above.

9  
10 BRAGG INVESTMENT COMPANY, INC.,  
11 dba COASTLINE EQUIPMENT a  
California corporation  
12 January 25, 2023 By [Signature]  
Name Buck Baird  
13 Title V.P. General Manager

14 January 25, 2023 By [Signature]  
15 Name DENNIS FERGUSON  
16 Title CFO

17 "Contractor"

18 CITY OF LONG BEACH, a municipal  
corporation  
19 February 17, 2023 By [Signature]  
20 City Manager

21 "City"

EXECUTED PURSUANT  
TO SECTION 301 OF  
THE CITY CHARTER.

22  
23 This Agreement is approved as to form on 2/8, 2023.

24 DAWN MCINTOSH, City Attorney  
25 By [Signature]  
26 Deputy  
27  
28

# EXHIBIT “A”



## Sourcewell<sup>SM</sup>

Formerly the National Joint Powers Alliance (NJPA)

### REQUEST FOR PROPOSAL

for the procurement of

## HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES

### RFP Opening

March 22, 2019 |

8:30 a.m. Central Time

At the offices of Sourcewell

202 12<sup>th</sup> Street Northeast, Staples, MN 56479

### RFP #032119

Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #032119 HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES. Details of this RFP are available beginning January 31, 2019. Details may be obtained by letter of request to James Voelker, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@sourcewell-mn.gov](mailto:RFP@sourcewell-mn.gov). Proposals will be received until March 21, 2019 at 4:30 p.m. Central Time at the above address and opened March 22, 2019 at 8:30 a.m. Central Time.

### RFP Timeline

<b>January 31, 2019</b>	Publication of RFP in the print and online version of <i>USA Today</i> , in the print and online version of the <i>Salt Lake News</i> within the State of Utah, in the print and online version of the <i>Daily Journal of Commerce</i> within the State of Oregon (note: OR entities this pertains to: <a href="http://www.sourcewell-mn.gov/compliance-legal/oregon-advertising">www.sourcewell-mn.gov/compliance-legal/oregon-advertising</a> and also RFP Appendix B), in the print and online version of <i>The State</i> within the State of South Carolina, the Sourcewell website, MERX, PublicPurchase.com, Biddingo, and Onvia.
<b>March 5, 2019 10:00 a.m. CT</b>	Pre-Proposal Conference (the webcast/conference call). The connection information will be sent to all inquirers two business days before the conference.
<b>March 14, 2019</b>	Deadline for RFP questions.
<b>March 21, 2019 4:30 p.m. CT</b>	Deadline for Submission of Proposals. Late responses will be returned unopened.
<b>March 22, 2019 8:30 a.m. CT</b>	Public Opening of Proposals.

Direct questions regarding this RFP to: James Voelker at [james.voelker@sourcewell-mn.gov](mailto:james.voelker@sourcewell-mn.gov) or 218-895-4191.

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## **1 DEFINITIONS**

### **A. CONTRACT**

Contract means this RFP, current pricing information, fully executed Forms C, D, F, & P from the Proposer's response pursuant to this RFP, and a fully executed Form E ("Acceptance and Award") with final terms and conditions. Form E will be executed after a formal award and will provide final clarification of terms and conditions of the award.

### **B. PROPOSER**

A Proposer is a company, person, or entity delivering a timely response to this RFP. This RFP may also use the terms "respondent" or "proposed Vendor," which is interchangeable with Proposer as the context allows.

### **C. SOURCED GOOD or OPEN MARKET ITEM**

A Sourced Good or Open Market Item is a product within the RFP's scope 1) that is not currently available under the Vendor's Sourcewell contract, 2) that a member wants to buy under contract from an awarded Vendor, and 3) that is generally deemed incidental to the total transaction or purchase of contract items.

### **D. VENDOR**

A Proposer whose response has been awarded a contract pursuant to this RFP.

## 2 ADVERTISEMENT OF RFP

**2.1** Sourcewell advertises this solicitation: 1) in the hard copy print and online editions of the USA Today; 2) once each in Oregon's Daily Journal of Commerce, South Carolina's The State and Utah's Salt Lake Tribune; 3) on Sourcewell's website; and 4) on other third-party websites deemed appropriate by Sourcewell. Other third-party advertisers may include Onvia, PublicPurchase.com, MERX, and Biddingo.

**2.2** Sourcewell also notifies and provides solicitation documentation to each state-level procurement departments for possible re-posting of the solicitation within their systems and at their option for future use and to meet specific state requirements.

## 3 INTRODUCTION

### A. ABOUT SOURCEWELL

**3.1** Sourcewell, formerly the National Joint Powers Alliance® (NJPA) is a public agency serving as a national municipal contracting agency established under the Service Cooperative statute by Minnesota Legislative Statute §123A.21 with the authority to develop and offer, among other services, cooperative procurement services to its membership. Eligible membership and participation includes states, cities, counties, all government agencies, both public and non-public educational agencies, colleges, universities and non-profit organizations.

**3.2** Under the authority of Minnesota state laws and enabling legislation, Sourcewell facilitates a competitive solicitation and contracting process on behalf of the needs of itself and the needs of current and potential member agencies nationally. This process results in national procurement contracts with various Vendors of products/equipment and services which Sourcewell Member agencies desire to procure. These procurement contracts are created in compliance with applicable Minnesota Municipal Contracting Laws. A complete listing of Sourcewell cooperative procurement contracts can be found at [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov).

**3.3** Sourcewell is a public agency governed by publicly elected officials that serve as the Sourcewell Board of Directors. Sourcewell's Board of Directors oversees and authorizes the calls for all new proposals and holds those resulting Contracts for the benefit of its own and its Members use.

**3.4** Sourcewell currently serves over 50,000 member agencies nationally. Both membership and utilization of Sourcewell contracts continue to expand, due in part to the increasing acceptance of Cooperative Purchasing throughout the government and education communities nationally.

### B. JOINT EXERCISE OF POWERS LAWS

**3.5** Sourcewell cooperatively shares those contracts with its Members nationwide through various Joint Exercise of Powers Laws or Cooperative Purchasing Statutes established in Minnesota, other states and Canadian provinces. The Minnesota Joint Exercise of Powers Law is Minnesota Statute §471.59 which states "Two or more governmental units...may jointly or cooperatively exercise any power common to the contracting parties..." This Minnesota Statute allows Sourcewell to serve Member agencies located in all other states. Municipal agencies nationally can participate in cooperative purchasing activities under their own state law. These laws can be found on our website at [www.sourcewell-mn.gov/compliance-legal](http://www.sourcewell-mn.gov/compliance-legal).

**3.5.1** For Members within the Commonwealth of Virginia, this RFP is intended to be a "joint procurement agreement" as described in Vir. Code § 2.2-4304(A), and those Virginia Members identified in Appendix C may agree to be a Joint Purchaser under this RFP.

**3.5.2** For Members within Canada, this RFP is intended to include municipalities and publicly-funded academic institutions, schools boards, health authorities, and social services (MASH

sectors). In addition this RFP is intended to include current and potential Members of the Rural Municipalities of Alberta (RMA), and their represented Associations (SARM, SUMA and AMM).

#### C. WHY RESPOND TO A NATIONAL COOPERATIVE PROCUREMENT CONTRACT

**3.6** National Cooperative Procurement Contracts create value for Municipal and Public Agencies, as well as for Vendors of products/equipment and services in a variety of ways:

**3.6.1** National cooperative contracts potentially save time and effort for municipal and public agencies, who otherwise would have to solicit vendor responses to individual RFPs, resulting in individual contracts, to meet the procurement needs of their respective agencies. Considerable time and effort is also potentially saved by the Vendors who would have had to otherwise respond to each of those individual RFPs. A single, nationally advertised RFP, resulting in a single, national cooperative contract can potentially replace thousands of individual RFPs for the same equipment/products/services that might have been otherwise advertised by individual Sourcewell member agencies.

**3.6.2** Sourcewell contracts offer our Members nationally leveraged volume purchasing discounts. Our contract terms and conditions offer the opportunity for Vendors to recognize individual member procurement volume commitment through additional volume based contract discounts.

**3.7** State laws that permit or encourage cooperative purchasing contracts do so with the belief that cooperative efficiencies will result in lower prices, better overall value, and considerable time savings.

**3.8** The collective purchasing power of thousands of Sourcewell Member agencies nationwide offers the opportunity for volume pricing discounts. Although no sales or sales volume is guaranteed by a Sourcewell Contract resulting from this RFP, substantial volume is anticipated and volume pricing is requested and justified.

**3.9** Sourcewell and its Members desire the best value for their procurement dollar as well as a competitive price. Vendors have the opportunity to display and highlight value-added attributes of their company, equipment/products and services without constraints of a typical individual proposal process.

#### D. THE INTENT OF THIS RFP

**3.10. National contract awarded by Sourcewell:** Sourcewell seeks the most responsive and responsible Vendor relationship(s) to reflect the best interests of Sourcewell and its Member agencies. Through a competitive proposal and evaluation process, the Sourcewell Proposal Evaluation Committee recommends vendors for a national contract awarded by the action of the Sourcewell Chief Procurement Officer. Sourcewell's primary intent is to establish and provide a national cooperative procurement contract that offer opportunities for Sourcewell and our current and potential Member agencies throughout the United States and Canada to procure quality product/equipment and services as desired and needed. The contracts will be marketed nationally through a cooperative effort between the awarded vendor(s) and Sourcewell. Contracts are expected to offer price levels reflective of the potential and collective volume of Sourcewell and the nationally established Sourcewell membership base.

**3.11** Beyond our primary intent, Sourcewell further desires to:

**3.11.1** Award a four-year contract with a fifth-year contract option resulting from this RFP. Any fifth-year extension is exercised at Sourcewell's discretion and results from Sourcewell's contracting needs or from Member requests; this extension is not intended merely to accommodate an awarded Vendor's request. If Sourcewell grants a fifth-year extension, it may also terminate the contract (or cause it to expire) within the fifth year if the extended

contract is replaced by a resolicited or newly solicited contract. In exigent circumstances, Sourcewell may petition Sourcewell's Board of Directors to extend the contract term beyond five years. This rarely used procedure should be employed only to avoid a gap in contract coverage while a replacement contract is being solicited;

- 3.11.2** Offer and apply any applicable technological advances throughout the term of a contract resulting from this RFP;
- 3.11.3** Deliver "Value Added" aspects of the company, equipment/products and services as defined in the "Proposer's Response";
- 3.11.4** Deliver a wide spectrum of solutions to meet the needs and requirements of Sourcewell and Sourcewell Member agencies; and
- 3.11.5** Award an exclusive contract to the most responsive and responsible vendor when it is deemed to be in the best interest of Sourcewell and the Sourcewell Member agencies.

**3.12 Exclusive or Multiple Awards:** Based on the scope of this RFP and on the responses received, Sourcewell may award either an exclusive contract or multiple contracts. In some circumstances, a single national supplier may best meet the needs of Sourcewell Members; in other situations, multiple vendors may be in the best interests of Sourcewell and the Sourcewell Members and preferred by Sourcewell to provide the widest array of solutions to meet the member agency's needs. Sourcewell retains sole discretion to determine which approach is in the best interests of Sourcewell Member agencies.

**3.13 Non-Manufacturer Awards:** Sourcewell reserves the right to make an award under this RFP to a non-manufacturer or dealer/distributor if such action is in the best interests of Sourcewell and its Members.

**3.14 Manufacturer as a Proposer:** If the Proposer is a manufacturer or wholesale distributor, the response received will be evaluated on the basis of a response made in conjunction with that manufacturer's authorized dealer network. Unless stated otherwise, a manufacturer or wholesale distributor Proposer is assumed to have a documented relationship with their dealer network where that dealer network is informed of, and authorized to accept, purchase orders pursuant to any Contract resulting from this RFP on behalf of the manufacturer or wholesale distributor Proposer. Any such dealer will be considered a sub-contractor of the Proposer/Vendor. The relationship between the manufacturer and wholesale distributor Proposer and its dealer network may be proposed at the time of the submission if that fact is properly identified.

**3.15 Dealer/Reseller as a Proposer:** If the Proposer is a dealer or reseller of the products and/or services being proposed, the response will be evaluated based on the Proposer's authorization to provide those products and services from their manufacturer. When requested by Sourcewell, Proposers must document their authority to offer those products and/or services.

#### E. SCOPE OF THIS RFP

**3.16 Scope:** The scope of this RFP is to award a contract to a qualifying vendor defined as a manufacturer, provider, or dealer/distributor, established as a Proposer, and deemed responsive and responsible through our open and competitive proposal process. Vendors will be awarded contracts based on the proposal and responders demonstrated ability to meet the expectations of the RFP and demonstrate the overall highest valued solutions which meet and/or exceed the current and future needs and requirements of Sourcewell and its Member agencies nationally within the scope of HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES.

**3.17 Additional Scope Definitions:** In addition to HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES, **this solicitation should be read to include, but not be limited to:**

**3.17.1** Subject to section 3.17.2 below, the following types of heavy construction equipment: wheeled, tracked, and backhoe loaders, motor graders, wheeled and tracked excavators, bulldozers, compactors, scrapers, articulated and rigid haulers, cranes, highway-class asphalt pavers, screeds, pavement milling machines, and rollers.

**3.17.2** A Proposer must meet **at least one** of the following four requirements to be considered within scope of this solicitation. For purposes of Section 3.17.2 and its subsections, the term “published” means that the information is readily available through the proposer’s printed literature or website and that the proposer has verified the accuracy of the information:

**3.17.2.1** At least one wheel loader with published net horsepower (HP) of at least 330 HP, and a crawler excavator with published net HP of at least 500 HP and maximum operating weight of at least 150,000 lbs.

**3.17.2.2** At least one motor grader with a published maximum operating weight of at least 30,000 lbs.

**3.17.2.3** At least one crane with a published maximum lifting capacity of at least 300 tons and a published maximum boom length of at least 150 feet.

**3.17.2.4** At least one highway-class asphalt paver with a published maximum operating weight of at least 19,000 lbs.

**3.17.3** Sourcewell reserves the right to limit the scope of this solicitation for Sourcewell and current and potential Sourcewell member agencies.

**3.17.3.1** This solicitation should **NOT** be construed to include any of the following:

- a. Construction services
- b. Equipment accessory, attachment and supply only solutions, or
- c. Vendors whose primary business is covered under categories included in the following Sourcewell RFPs:
  - i. Medium Construction Equipment with Related Accessories, Attachments, and Supplies (See Sourcewell RFP #042815)
  - ii. Portable Construction and Maintenance Equipment and Trailers with Related Accessories, Attachments, and Supplies (See Sourcewell RFP #052015)
  - iii. Grounds Maintenance Equipment, Attachments, Accessories, and Related Services (See Sourcewell RFP #062117)
  - iv. Forklifts, Lift Trucks, and Related Material Handling Equipment, Attachments, Accessories, and Services (See Sourcewell RFP #101816)
  - v. Roadway Maintenance Equipment with Related Accessories, Attachments, Materials, and Supplies (See Sourcewell RFP #052417)
  - vi. Public Utility Equipment with Related Accessories and Supplies (See Sourcewell #012418)

**3.18 Overlap of Scope:** When considering equipment/products/services, or groups of equipment/products/services submitted as a part of your response, and whether inclusion of such will fall within a “Scope of Proposal,” please consider the validity of an inverse statement.

**3.18.1** For example, pencils and post-it-notes can generally be classified as office supplies and office supplies generally include pencils and post-it-notes.

**3.18.2** In contrast, computers (PCs and peripherals) can generally be considered office supplies; however, the scope of office supplies does not generally include computer servers and infrastructure.

**3.18.3** In conclusion: With this in mind, individual products and services must be examined individually by Sourcewell, from time to time and in its sole discretion, to determine their compliance and fall within the original “Scope” as intended by Sourcewell.

**3.19 Best and Most Responsive – Responsible Proposer:** It is the intent of Sourcewell to award a Contract to the best and most responsible and responsive Proposer(s) offering the best overall quality and selection of equipment/products and services meeting the commonly requested specifications of Sourcewell and Sourcewell Members, provided the Proposer’s Response has been submitted in accordance with the requirements of this RFP. Qualifying Proposers who are able to anticipate the current and future needs and requirements of Sourcewell and Sourcewell member agencies; demonstrate the knowledge of any and all applicable industry standards, laws and regulations; and possess the willingness and ability to distribute, market to and service Sourcewell Members in all 50 states are preferred. Sourcewell requests proposers submit their entire line of products and services as it applies and relates to the scope of this RFP.

**3.20 Sealed Proposals:** Sourcewell will receive sealed proposal responses to this RFP in accordance with accepted standards set forth in the Minnesota Procurement Code and Uniform Municipal Contracting Law. Awards may be made to responsible and responsive Proposers whose proposals are determined in writing to be the most advantageous to Sourcewell and its current or qualifying future Sourcewell Member agencies.

**3.21 Use of Contract:** Any Contract resulting from this solicitation shall be awarded with the understanding that it is for the sole convenience of Sourcewell and its Members. Sourcewell and/or its members reserve the right to obtain like equipment/products and services solely from this contract or from another contract source of their choice or from a contract resulting from their own procurement process.

**3.22 Awarded Vendor’s interest in a contract resulting from this RFP:** Awarded Vendors will be able to offer to Sourcewell, and current and potential Sourcewell Members, only those products/equipment and services specifically awarded on their Sourcewell Awarded Contract(s). Awarded Vendors may not offer as “contract compliant,” products/equipment and services which are not specifically identified and priced in their Sourcewell Awarded Contract.

**3.23 Sole Source of Responsibility-** Sourcewell desires a “Sole Source of Responsibility” Vendor. This means that the Vendor will take sole responsibility for the performance of delivered equipment/products/services. Sourcewell also desires sole responsibility with regard to:

**3.23.1 Scope of Equipment/Products/Services:** Sourcewell desires a provider for the broadest possible scope of products/equipment and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and potential Members.

**3.23.2 Vendor use of sub-contractors in sourcing or delivering equipment/product/services:** Sourcewell desires a single source of responsibility for equipment/products and services proposed. Proposers are assumed to have sub-contractor relationships with all organizations and individuals whom are external to the Proposer and are involved in providing or delivering the equipment/products/services being proposed. Vendor assumes all responsibility for the equipment/products/services and actions of any such Sub-Contractor. Suggested Solutions Options include:

**3.23.3** Multiple solutions to the needs of Sourcewell and Sourcewell Members are possible. Examples could include:

**3.23.3.1 Equipment/Products Only Solution:** Equipment/Products Only Solution may be appropriate for situations where Sourcewell or Sourcewell Members possess the ability, either in-house or through local third party contractors, to properly install and bring to operation those equipment/products being proposed.

**3.23.3.2 Turn-Key Solutions:** A Turn-Key Solution is a combination of equipment/products and services that provides a single price for equipment/products, delivery, and installation to a properly operating status. Generally this is the most desirable solution because Sourcewell and Sourcewell Members may not possess, or desire to engage, personnel with the necessary expertise to complete these tasks internally or through other independent contractors.

**3.23.3.3 Good, Better, Best:** Where appropriate and properly identified, Proposers may offer the choice “of good, better, best” multiple-grade solutions to meet Sourcewell Members’ needs.

**3.23.3.4 Proven – Accepted – Leading-Edge Technology:** Where appropriate and properly identified, Proposers may provide a spectrum of technology solutions to complement or enhance the proposed solutions to meet Sourcewell Members’ needs.

**3.23.4** If applicable, Contracts will be awarded to Proposer(s) able to deliver a proposal meeting the entire needs of Sourcewell and its Members within the scope of this RFP. Sourcewell prefers Proposers submit their complete product line of products and services described in the scope of this RFP. Sourcewell reserves the right to reject individual, or groupings of specific equipment/products and services proposals as a part of the award.

**3.24 Geographic Area to be Proposed:** This RFP invites proposals to provide HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES to Sourcewell and Sourcewell Members throughout the entire United States and possibly internationally. Proposers will be expected to express willingness to explore service to Sourcewell Members located abroad; however the lack of ability to serve Members outside of the United States will not be cause for non-award. The ability and willingness to serve Canada, for instance, will be viewed as a value-added attribute.

**3.25 Contract Term:** At Sourcewell’s option, a Contract resulting from this RFP will become effective either on the date awarded by the Sourcewell Executive Director and Chief Procurement Officer or on the day following the expiration date of an existing Sourcewell procurement contract for the same or similar product/equipment and services.

**3.25.1** Sourcewell is seeking a Contract base term of four years as allowed by Minnesota Contracting Law. Full term is expected. However, one additional one-year renewal/extension may be offered by Sourcewell to Vendor beyond the original four year term if Sourcewell deems such action to be in the best interests of Sourcewell and its Members. Sourcewell reserves the right to conduct periodic business reviews throughout the term of the contract.

**3.26 Minimum Contract Value:** Sourcewell anticipates considerable activity resulting from this RFP and subsequent award; however, no commitment of any kind is made concerning actual quantities to be acquired. Sourcewell does not guarantee usage. Usage will depend on the actual needs of the Sourcewell Members and the value of the awarded contract.

**3.27** [This section is intentionally blank.]

**3.28 Contract Availability:** This Contract must be available to all current and potential Sourcewell Members who choose to utilize this Sourcewell Contract to include all governmental and public agencies, public and private primary and secondary education agencies, and all non-profit organizations nationally.

**3.28.1** With respect to Members within the Commonwealth of Virginia, this RFP is intended to be a “joint procurement agreement” as described in Vir. Code § 2.2-4304(A), and those Virginia Members identified in Appendix C must be allowed to use this Contract as a Joint Purchaser.

**3.28.2** For Members within Canada, this RFP is intended to include municipalities and publicly-funded academic institutions, schools boards, health authorities, and social services (MASH sectors). In addition this RFP is intended to include current and potential Members of the Rural Municipalities of Alberta (RMA), and their represented Associations (SARM, SUMA and AMM).

**3.29 Proposer’s Commitment Period:** In order to allow Sourcewell the opportunity to evaluate each proposal thoroughly, Sourcewell requires any response to this solicitation be valid and irrevocable for ninety (90) days after the date proposals are opened.

## F. EXPECTATIONS FOR EQUIPMENT/PRODUCTS AND SERVICES BEING PROPOSED

**3.30 Industry Standards:** Except as contained herein, the specifications or solutions for this RFP shall be those accepted guidelines set forth by the HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES industry, as they are generally understood and accepted within that industry across the nation. Submitted products/equipment, related services and accessories, and their warranties and assurances are required to meet and/or exceed all current, traditional and anticipated standards, needs, expectations, and requirements of Sourcewell and its Members.

**3.30.1 Deviations from industry standards** must be identified by the Proposer and explained how, in their opinion, the equipment/products and services they propose will render equivalent functionality, coverage, performance, and/or related services. Failure to detail all such deviations may comprise sufficient grounds for rejection of the entire proposal.

**3.30.2 Technical Descriptions/Specifications.** Excessive technical descriptions and specifications that unduly enlarge the proposal response may cause Sourcewell to reduce the evaluation points awarded on Form G. Proposers must supply sufficient information to:

**3.30.2.1** demonstrate the Proposer’s knowledge of industry standards and Member agency needs and expectations;

**3.30.2.2** Identify the equipment/products and services being proposed as applicable to the needs and expectations of Sourcewell Member agencies; and

**3.30.2.3** differentiate equipment/products and services from other industry manufacturers and providers.

**3.31 New Current Model Equipment/Products:** Proposals submitted shall be for new, current model equipment/products and services with the exception of certain close-out products allowed to be offered on the Proposer’s “Hot List” described herein.

**3.32 Compliance with laws and standards:** All items supplied on this Contract shall comply with any current applicable safety or regulatory standards or codes.

**3.33 Delivered and operational:** Products/equipment offered herein are to be proposed based upon being delivered and operational at the Sourcewell Member’s site. Exceptions to “delivered and operational” must be clearly disclosed in the “Total Cost of Acquisition” section of the proposal.

**3.34 Warranty:** The Proposer warrants that all products, equipment, supplies, and services delivered under this Contract shall be covered by the industry standard or better warranty. All products and equipment should carry a minimum industry standard manufacturer’s warranty that includes materials and labor. The Proposer has the primary responsibility to submit product specific warranty as required and accepted by

industry standards. Dealer/Distributors agree to assist the purchaser in reaching a solution in a dispute over warranty's terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the warranty will be passed on to the Sourcewell member. Failure to submit a minimum warranty may result in non-award.

**3.35 Additional Warrants:** The Proposer warrants that all products/equipment and related services furnished hereunder will be free from liens and encumbrances; defects in design, materials, and workmanship; and will conform in all respects to the terms of this RFP including any specifications or standards. In addition, Proposer/Vendor warrants the products/equipment and related services are suitable for and will perform in accordance with the ordinary use for which they are intended.

## G. SOLUTIONS-BASED SOLICITATION

**3.36** The Sourcewell solicitation and contract award process is not based on detailed specifications. Instead, this RFP is a "Solutions-Based Solicitation." Sourcewell expects respondents to understand and anticipate the current and future needs of Sourcewell and its members—within the scope of this RFP—and to propose solutions that are commonly desired or required by law or industry standards. Proposal will be evaluated in part on your demonstrated ability to meet or exceed the needs and requirements of Sourcewell and our member agencies within the defined scope of this RFP.

**3.37** While Sourcewell does not typically provide product and service specifications, the RFP may contain scope refinements and industry-specific questions. Where specific items are specified, those items should be considered the minimum required, which the proposal can exceed in order to meet Members' needs. Sourcewell may award all of the respondent's proposal or may limit the award to a subset of the proposal.

## 3 INSTRUCTIONS FOR PREPARING YOUR PROPOSAL

### A. INQUIRY PERIOD

**4.1** The inquiry period begins on the date of first advertisement and continues until to the Deadline for Submission." RFP packages will be distributed to potential Vendors during the inquiry period.

### B. PRE-PROPOSAL CONFERENCE

**4.2** A pre-proposal conference will be held at the date and time specified in the timeline on page one of this RFP. Conference information will be sent to all potential Proposers, and attendance is optional. The purpose of this conference is to allow potential Proposers to ask questions regarding this RFP and Sourcewell's competitive contracting process. Only answers issued by written addendum by Sourcewell to questions asked before the deadline for questions are binding on the parties to an awarded contract.

### C. IDENTIFICATION OF KEY PERSONNEL

**4.3** Awarded Vendors will designate one senior staff member to represent the Vendor to Sourcewell. This contact person will correspond with members for technical assistance, questions, or concerns that may arise, including instructions regarding different contacts for different geographical areas or product lines.

**4.4** These designated individuals should also act as the primary contact for marketing, sales, and any other area deemed essential by the Proposer and Sourcewell.

### D. PROPOSER'S EXCEPTIONS TO TERMS AND CONDITIONS

**4.5** Any exceptions, deviations, or contingencies regarding this RFP that a Proposer requests must be documented on Form C, Exceptions To Proposal, Terms, Conditions And Solutions Request.

4.6 Exceptions, deviations or contingencies requested in the Proposer's response, while possibly necessary in the view of the Proposer, may result in lower scoring or disqualification of a proposal.

#### E. PROPOSAL FORMAT

4.7 All Proposers must examine the entire RFP package to seek clarification of any item or requirement that may not be clear and to check all responses for accuracy before submitting a proposal.

4.8 All proposals must be properly labeled and sent to "Sourcewell, 202 12th Street NE Staples, MN 56479."

4.9 All proposals must be physically delivered to Sourcewell at the above address with all required hard copy documents and signature forms/pages inserted as loose pages at the front of the Vendor's response. The proposal must include these items.

4.9.1 Hard copy original of completed, signed, and dated Forms C, D, F; hard copy of the signed signature-page only from Forms A and P from this RFP;

4.9.2 Signed hard copies of all addenda issued for the RFP;

4.9.3 Hard copy of Certificate of Insurance verifying the coverage identified in this RFP; and

4.9.4 A complete copy of your response on a flash drive (or other approved electronic means). The electronic copy must contain completed Forms A, B, C, D, F, and P, your statement of products and pricing (including apparent discount), and all appropriate attachments. In order to ensure that your full response is evaluated, you must provide an electronic version of any material that you provide in a hard copy format.

As a public agency, Sourcewell's proposals, responses, and awarded contracts are a matter of public record, except for such data that is classified as nonpublic. Accordingly, public data is available for review through a properly submitted public records request. To redact nonpublic information from your proposal (under Minnesota Statute §13.37), you must make your request within thirty (30) days of the contract award or non-award date.

4.10 All Proposal forms must be submitted in English and must be legible. All appropriate forms must be executed by an authorized signatory of the Proposer. Blue ink is preferred for signatures.

4.11 Proposal submissions should be submitted using the electronic forms provided. Proposers that use alternative documents are responsible for ensuring that the content is substantially similar to the Sourcewell form and that the document is readable by Sourcewell.

4.12 The Proposer must ensure that the proposal is in the physical possession of Sourcewell before the submission deadline.

4.12.1 Proposals must be submitted in a sealed envelope or box properly addressed to Sourcewell and prominently identifying the proposal number, proposal category name, the message "**Hold for Proposal Opening,**" and the deadline for proposal submission. Sourcewell is not responsible for untimely proposals. Proposals received by the deadline for proposal submission will be opened and the name of each Proposer and other appropriate information will be publicly read.

4.13 Proposers are responsible for checking directly on the Sourcewell website for any addendums to this RFP. Addendums to this RFP can change the terms and conditions of the RFP, including the proposal submission deadline.

#### F. QUESTIONS AND ANSWERS ABOUT THIS RFP

**4.14** Upon examination of this RFP document, Proposers should promptly notify Sourcewell of any ambiguity, inconsistency, or error they may discover. Interpretations, corrections, and changes to this RFP will be considered by Sourcewell through a written addendum. Interpretations, corrections, or changes that are made in any other manner are not binding, and Proposers must not rely on them.

**4.15** Submit all questions about this RFP, in writing, referencing HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES to James Voelker at Sourcewell, 202 12th Street NE, Staples, MN 56479 or to RFP@sourcewell-mn.gov. You may also call James Voelker at 218-895-4191. Sourcewell urges potential Proposers to communicate all concerns well in advance of the submission deadline to avoid misunderstandings. Questions received within seven (7) days before the submission deadline generally cannot be answered. Sourcewell may, however, field purely procedural questions, questions about Sourcewell-issued addenda, or questions involving a Proposer withdrawing its response before the RFP submission deadline.

**4.16** If Sourcewell deems that its answer to a question has a material impact on other potential Proposers or on the RFP itself, Sourcewell will create an addendum to this RFP.

**4.17** If Sourcewell deems that its answer to a question merely clarifies the existing terms and conditions and does not have a material impact on other potential Proposers or the RFP itself, no further documentation of that question is required.

**4.18** Addenda are written instruments issued by Sourcewell that modify or interpret the RFP. All addenda issued by Sourcewell become a part of the RFP. Addenda will be delivered to all Potential Proposers using the same method of delivery of the original RFP material. Sourcewell accepts no liability in connection with the delivery of any addenda. Copies of addenda will also be made available on the Sourcewell website at [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov) (under "Solicitations") and from the Sourcewell offices. All Proposers must acknowledge their receipt of all addenda in their proposal response.

**4.19** Any amendment to a submitted proposal must be in writing and must be delivered to Sourcewell by the RFP submission deadline.

**4.20 through 4.21 [These sections are intentionally blank.]**

#### G. MODIFICATION OR WITHDRAWAL OF A SUBMITTED PROPOSAL

**4.22** A submitted proposal must not be modified, withdrawn, or cancelled by the Proposer for a period of ninety (90) days following the date proposals were opened. Before the deadline for submission of proposals, any proposal submitted may be modified or withdrawn by notice to the Sourcewell Procurement Manager. Such notice must be submitted in writing and must include the signature of the Proposer. The notice must be delivered to Sourcewell before the deadline for submission of proposals and must be so worded as not to reveal the content of the original proposal. The original proposal will not be physically returned to the potential Proposer until after the official proposal opening. Withdrawn proposals may be resubmitted up to the time designated for the receipt of the proposals if they fully conform with the proposal instructions.

#### H. PROPOSAL OPENING PROCEDURE

**4.23** Sealed and properly identified responses for this RFP entitled HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES will be received by Chris Robinson, Procurement Manager, at Sourcewell Offices, 202 12th Street NE, Staples, MN 56479 until the deadline identified on page one of this RFP. All Proposal responses must be submitted in a sealed package. The outside of the package must plainly identify HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES and the RFP number. To avoid premature opening, the Proposer must label the Proposal response properly. **Sourcewell documents the receipt of proposals by immediately time- and date-stamping them.** At the time of the public opening,

the Sourcewell Director of Procurement or a representative from the Sourcewell Proposal Evaluation Committee will read the Proposer's names aloud and will determine whether each submission has met Level-1 responsiveness.

#### I. SOURCEWELL'S RIGHTS RESERVED

**4.24** Sourcewell may exercise the following rights with regard to the RFP.

**4.24.1** Reject any and all proposals received in response to this RFP;

**4.24.2** Disqualify any Proposer whose conduct or proposal fails to conform to the requirements of this RFP;

**4.24.3** Duplicate without limitation all materials submitted for purposes of RFP evaluation, and duplicate all public information in response to data requests regarding the proposal;

**4.24.4** Consider and accept for evaluation a late modification of a proposal if 1) the proposal itself was submitted on time, 2) the modifications were requested by Sourcewell, and 3) the modifications make the terms of the proposal more favorable to Sourcewell or its members;

**4.24.5** Waive any non-material deviations from the requirements and procedures of this RFP;

**4.24.6** Extend the Contract, in increments determined by Sourcewell, not to exceed a total Contract term of five years;

**4.24.7** Cancel the Request for Proposal at any time and for any reason with no cost or penalty to Sourcewell;

**4.24.8** Correct or amend the RFP at any time with no cost or penalty to Sourcewell. If Sourcewell corrects or amends any segment of the RFP after submission of proposals and before the announcement of the awarded Vendor, all proposers will be afforded a reasonable opportunity to revise their proposals in order to accommodate the RFP amendment and the new submission dates. Sourcewell will not be liable for any errors in the RFP or other responses related to the RFP; and

**4.24.9** Extend proposal due dates.

#### 5 **PRICING**

**5.1** Sourcewell requests that potential Proposers respond to this RFP only if they are able to offer a wide array of products and services at lower prices and with better value than what they would ordinarily offer to a single government agency, a school district, or a regional cooperative.

**5.2** This RFP requests pricing for an indefinite quantity of products or related services with potential national sales distribution and service. While most RFP categories represent significant sales opportunities, Sourcewell makes no guarantees about the quantity of products or services that members will purchase. **The estimated annual value of this contract is \$200 Million.**

Vendors are expected to anticipate additional volume through potential government, educational, and not-for-profit agencies that would find value in a national contract awarded by Sourcewell.

**5.3** Regardless of the payment method selected by Sourcewell or an Sourcewell member, the total cost associated with any purchase option of the products and services must always be disclosed in the proposal and at the time of purchase.

**5.4** All proposers must submit “Primary Pricing” in the form of either “Line-Item Pricing,” or “Percentage Discount from Catalog Pricing,” or a combination of these pricing strategies. Proposers are also encouraged to offer optional pricing strategies such as “Hot List,” “Sourced Products,” and “Volume Discounts,” as well as financing options such as leasing. All pricing documents should include a clear effective date.

#### A. LINE-ITEM PRICING

**5.5** Line-item pricing is a pricing format in which individual products or services are offered at specific Contract prices. Products or services are individually priced and described by characteristics such as manufacture name, stock or part number, size, or functionality. This method of pricing may offer the least amount of confusion, but Proposers with a large number of items may find this method cumbersome. In these situations, a percentage discount from catalog or category pricing model may make more sense and may increase the clarity of the contract pricing format.

**5.6** All line-item pricing items must be numbered, organized, sectioned (including SKUs, when applicable), and prepared to be easily understood by the Evaluation Committee and members.

**5.7** Submit Line-Item Pricing items in an Excel spreadsheet format and include all appropriate identification information necessary to discern the line item from other line items in each Responder’s proposal.

**5.8** Line-item pricing must be submitted to Sourcewell in a searchable spreadsheet format (e.g., Microsoft® Excel®) in order to facilitate quickly finding any particular item of interest. For that reason, Proposers are responsible for providing the appropriate product and service identification information along with the pricing information that is typically found on an invoice or price quote for such product or services.

**5.9** All products or services typically appearing on an invoice or price quote must be individually priced and identified on the line-item price sheet, including any and all ancillary costs.

**5.10** Proposers should provide both a published “List Price” as well as a “Proposed Contract Price” in their pricing matrix. Published List Price will be the standard “quantity of one” price currently available to government and educational customers, excluding cooperative and volume discounts.

#### B. PERCENTAGE DISCOUNT FROM CATALOG OR CATEGORY

**5.11** This pricing model involves a specific percentage discount from a catalog or list price, defined as a published Manufacturer’s Suggested Retail Price (MSRP) for the products or services being proposed.

**5.12** Individualized percentage discounts can be applied to any number of defined product groupings.

**5.13** A percentage discount from MSRP may be applied to all elements identified in MSRP, including all manufacturer options applicable to the products or services.

**5.14** When a Proposer elects to use “Percentage Discount from Catalog or Category,” Proposer will be responsible for providing and maintaining current published MSRP with Sourcewell, and this pricing must be included in its proposal and provided throughout the term of any Contract resulting from this RFP.

#### C. COST PLUS A PERCENTAGE OF COST

**5.15** “Cost plus a percentage of cost” as a primary pricing mechanism is not desirable. It is, however, acceptable for pricing sourced goods or services.

#### D. HOT LIST PRICING

**5.16** Where applicable, a Vendor may opt to offer a specific selection of products or services, defined as “Hot List” pricing, at greater discounts than those listed in the standard Contract pricing. All product and

service pricing, including the Hot List Pricing, must be submitted electronically in a format that is acceptable to Sourcwell. Hot List pricing must be submitted in a line-item format. Products and services may be added or removed from the Hot List at any time through an Sourcwell Price and Product Change Form.

**5.17** Hot List program and pricing may also be used to discount and liquidate close-out and discontinued products and services as long as those close-out and discontinued items are clearly labeled as such. Current ordering process and administrative fees apply. This option must be published and made available to all Sourcwell Members.

#### E. CEILING PRICE

**5.18** Proposal pricing is to be established as a ceiling price. At no time may the proposed products or services be offered under this Contract at prices above this ceiling price without a specific request and approval by Sourcwell. Contract prices may be reduced at any time, for example, to reflect volume discounts or to meet the needs of an Sourcwell Member.

**5.19** [This section is intentionally blank.]

#### F. VOLUME PRICE DISCOUNTS / ADDITIONAL QUANTITIES

**5.20 through 5.23** [These sections are intentionally blank.]

#### G. TOTAL COST OF ACQUISITION

**5.24** The Total Cost of Acquisition for the equipment/products and related services being proposed, including those payable by Sourcwell Members to either the Proposer or a third party, is the cost of the proposed equipment/products product/equipment and related services delivered and operational for its intended purpose in the end-user's location. For example, if you are proposing equipment/products FOB Proposer's dock, your proposal should reflect that the contract pricing does not provide for delivery beyond Proposer's dock, nor any set-up activities or costs associated with those delivery or set-up activities. Any additional costs for delivery and set-up should be clearly disclosed. In contrast, a proposal could state that there are no additional costs of acquisition if the product is delivered to and operational at the end-user's location.

#### H. SOURCED GOOD or OPEN MARKET ITEM

**5.25** A Sourced Good or an Open Market Item is a product that a member wants to buy under contract that is not currently available under the Vendor's Sourcwell contract. This method of procurement can be satisfied through a contract sourcing process. Sourcing options serve to provide a more complete contract solution to meet our members' needs. Sourced items are generally deemed incidental to the total transaction or purchase of contract items.

**5.26** Sourcwell or Sourcwell Members may request products, equipment, and related services that are within the related scope of this RFP, even if they are not included in an awarded Vendor's line-item price list or catalog. These items are known as Sourced Goods or Open Market Items.

**5.27** An awarded Vendor may source such items to the extent that the items are identified as "Sourced Products/Equipment" or "Open Market Items" on any quotation issued in reference to an Sourcwell awarded contract, and that this information is provided to either Sourcwell or an Sourcwell Member. Sourcwell is not responsible for determining whether a Sourced Good is an incidental portion of the overall purchase or whether a Member is able to consider a Sourced Good a purchase under a Sourcwell contract.

**5.28** "Cost plus a percentage" pricing is an acceptable option in pricing of Sourced Goods.

## I. PRODUCT & PRICE CHANGES

**5.29** Awarded Vendors may request product or service changes, additions, or deletions at any time throughout the contract term. All requests must be made in written format by completing the Sourcewell Price and Product Change Request Form (located at the end of this RFP and on the Sourcewell website), signed by an authorized Vendor representative. All changes are subject to review and approval by Sourcewell. Submit your requests through email to your assigned Contract Manager and to [PandP@sourcewell-mn.gov](mailto:PandP@sourcewell-mn.gov).

**5.30** Sourcewell will determine whether the request is both within the scope of the original RFP and in the best interests of Sourcewell and Sourcewell Members. Approved Price and Product Change Request Forms will be returned to the Vendor contact through email.

**5.31** The Vendor must 1) complete this change request form and individually list or attach all items subject to change, 2) provide a sufficiently detailed explanation and documentation for the change, and 3) include a complete restatement of pricing document in appropriate format (preferably Excel). The pricing document must identify all products and services being offered and must conform to the following Sourcewell product and price change naming convention: (Vendor Name) (Sourcewell Contract #) (effective pricing date); for example, "COMPANY 012411-CPY effective 02-12-2016."

**5.32** **The new pricing restatement must include all products and services offered, even for those items whose pricing remains unchanged,** and must include a new effective date on the pricing documents. This requirement reduces confusion by providing a single, current pricing sheet for each vendor and creates a historical record of pricing.

**5.33** ADDITIONS. New products and related services may be added to a Contract resulting from this RFP at any time during that Contract term to the extent that those products and related services are within the scope of this RFP. Allowable new products and related services generally include updated models of products and enhanced services that reflect new technology and improved functionality.

**5.34** DELETIONS. New products and related services may be deleted from a contract if an item is no longer available.

**5.35** PRICE CHANGES. A Vendor may request pricing changes by providing reasonable justification for the change. For example, a request for a 3% increase in a product line that relies heavily on petroleum products may be reasonable if the raw cost of required petroleum products has increased substantially. Conversely, a request for a 3% increase in prices based only on a 3% increase in a cost-of-living index may be considered unreasonable. Although Sourcewell is sensitive to the possibility of fluctuations in raw material costs, prospective Vendors should make every reasonable attempt to account for normal cost changes by proposing pricing that will be effective throughout the duration of the four-year Contract.

**5.35.1** *Price decreases:* Sourcewell expects Vendors to propose their very best prices and anticipates price reductions that are due to advancement in technology and marketplace efficiencies.

**5.35.2** *Price increases:* A Vendor must include reasonable documentation for price-increase requests, along with both current and proposed pricing. Appropriate documentation should be attached to the Price and Product Change Request Form, including letters from suppliers announcing price increases. Price increases must not exceed the industry standard.

**5.36 through 5.37** [These sections are intentionally blank.]

**5.38** Proposers representing multiple manufacturers, or carrying multiple related product lines may also request the addition of new manufacturers or product lines to their Contract to the extent they remain within the scope of this RFP.

**5.39 through 5.43 [These sections are intentionally blank.]**

K. SALES TAX

**5.44** Sales and other taxes should not be included in the prices quoted. The Vendor will charge state and local sales and other applicable taxes on items for which a valid tax-exemption certification has not been provided. Each Sourcewell Member is responsible for providing verification of tax-exempt status to the Vendor. When ordering, Sourcewell Members must indicate that they are tax-exempt entities. Except as set forth herein, no party is responsible for taxes imposed on another party as a result of or arising from the transactions under a Contract resulting from this RFP.

L. SHIPPING

**5.45** Shipping costs can constitute a significant portion of the overall cost of procurement. Consequently, significant weight will be given to the quality of a prospective Vendor's shipping program. Shipping charges should reasonably reflect the actual cost of shipping. Sourcewell understands that Vendors may use other shipping cost methods for simplicity or for transparency. But to the extent that shipping costs are determined to disproportionately increase a Vendor's profit, Sourcewell may reduce the points awarded in the "Pricing" criteria.

**5.46 through 5.47 [These sections are intentionally blank.]**

**5.48** All shipping and restocking fees must be identified in the price program. Certain industries providing made-to-order products may not allow returns. Proposals will be evaluated not only on the actual costs of shipping, but on the relative flexibility extended to Sourcewell Members relating to restocking fees, shipping errors, customized shipping requirements, the process for rejecting damaged or delayed shipments, and similar subjects.

**5.49 through 5.50 [These sections are intentionally blank.]**

**5.51** Delivered products must be properly packaged. Damaged products may be rejected. If the damage is not readily apparent at the time of delivery, the Vendor must permit the products to be returned within a reasonable time at no cost to Sourcewell or Sourcewell Members. Sourcewell and Sourcewell Members reserve the right to inspect the products at a reasonable time subsequent to delivery where circumstances or conditions prevent effective inspection of the products at the time of delivery.

**5.52** The Vendor must deliver Contract-conforming products in each shipment and may not substitute products without the express approval from Sourcewell or the Sourcewell Member.

**5.53** Sourcewell reserves the right to declare a breach of Contract if the Vendor intentionally delivers substandard or inferior products that are not under Contract and described in its paper or electronic price lists or sourced upon request of any Member under this Contract. In the event of the delivery of nonconforming products, the Sourcewell Member will notify the Vendor as soon as possible and the Vendor will replace nonconforming products with conforming products that are acceptable to the Sourcewell member.

**5.54** Throughout the term of the Contract, Proposer agrees to pay for return shipment on products that arrive in a defective or inoperable condition. Proposer must arrange for the return shipment of the damaged products.

## A. PROPOSAL EVALUATION PROCESS

**6.1** The Sourcewell proposal evaluation committee will evaluate proposals received based on a 1,000 point evaluation system. The committee establishes both the evaluation criteria and designates the relative weight of each criterion by assigning possible scores for each category on Form G of this RFP. The committee may adjust the relative weight of the criteria for each RFP. (For example, if the “Warranty” criterion does not apply to a particular RFP, the points normally awarded under “Warranty” may be used to increase the number of potential points in another evaluation category or categories.) The “Pricing” criterion will contain at least a plurality of points for every RFP.

**6.2** Sourcewell uses a scoring system that gives primary importance to “Pricing.” But pricing includes more than just the absolute lowest initial cost of purchasing, for example, a particular product. Other considerations include the total cost of the acquisition and whether the Proposer’s offering represents the best value. The evaluation committee may consider such factors as life-cycle costs, total cost of ownership, quality, and the suitability of an offering in meeting Sourcewell Members’ needs. Pricing points may be awarded based on pricing clarity and ease of use. Sourcewell may also award points based on whether a response contains exceptions, exclusions, or limitations of liabilities.

**6.3** The Sourcewell Executive Director and Chief Procurement Officer will consider making awards to the selected Proposer(s) based on the recommendations of the proposal evaluation committee. To qualify for the final evaluation, a Proposer must have been deemed responsive as a result of the criteria set forth under “Proposer Responsiveness,” found just below.

## B. PROPOSER RESPONSIVENESS

**6.4** All responses are evaluated for Level-One and Level-Two Responsiveness. If a response does not substantially conform to substantially all of the terms and conditions in the solicitation, or if it requires unreasonable exceptions, it may be considered nonresponsive.

**6.5** All proposals must contain suitable responses to the questions in the proposal forms. The following requirements must be satisfied in order to meet Level-One Responsiveness, which is typically ascertained on the proposal opening date. If these standards are not met, your response may be disqualified as nonresponsive.

**6.6** Level-One Responsiveness means that the response

- 6.6.1** is received before the deadline for submission or it will be returned unopened;
- 6.6.2** is properly addressed and identified as a sealed proposal with a specific RFP number and an opening date and time;
- 6.6.3** contains a pricing document (with apparent discounts) and all other forms fully completed, even if “not applicable” is the answer;
- 6.6.4** includes the original (hard copy) completed, dated, and signed RFP forms C, D, and F. In addition, the response must include the hard-copy signed signature page only from RFP Forms A and P and, if applicable, all signed addenda that have been issued in relation to this RFP;
- 6.6.5** contains an electronic (CD, flash drive, or other suitable) copy of the entire response; and

**6.7** Level-Two Responsiveness (including whether the response is within the RFP’s scope) is determined while evaluating the remaining items listed under Proposal Evaluation Criteria below. These items are not arranged in order of importance. Each item draws from multiple questions, and a Proposer’s responses may affect scoring in multiple evaluation criteria. For example, the answers to Industry-Specific Questions may

help determine scoring relative to a Proposer's marketplace success, ability to sell and service nationwide, and financial strength. Any questions not answered without an explanation will likely result in a loss of points and may lead to a nonaward if the proposal evaluation committee cannot effectively review your response.

### C. PROPOSAL EVALUATION CRITERIA

**6.8** Forms A and P include a series of questions that address the following categories:

- 6.8.1** Company Information and Financial Strength
- 6.8.2** Industry Requirements and Marketplace Success
- 6.8.3** Ability to Sell and Deliver Service Nationwide
- 6.8.4** Marketing Plan
- 6.8.5** Other Cooperative Procurement Contracts
- 6.8.6** Value-Added Attributes
- 6.8.7** Payment Terms and Financing Options
- 6.8.8** Warranty
- 6.8.9** Equipment/Products/Services
- 6.8.10** Pricing and Delivery
- 6.8.11** Industry-Specific Questions

**6.9** [This section is intentionally blank.]

### D. OTHER CONSIDERATIONS

**6.10** In evaluating RFP responses, Sourcewell has no obligation to consider information that is not provided in the Proposer's response. Sourcewell may, however, consider additional information outside the Proposer's response. This research may include such sources as the Proposer's website, industry publications, listed references, and user interviews.

**6.11** Sourcewell may organize RFP responses into separate classes or subcategories, depending on the range of responses. For example, Sourcewell might receive numerous submissions for "Widgets and Related Products and Services." Sourcewell may organize these responses into subcategories, such as manufacturers of fully operational Widgets, manufacturers of component parts for Widgets, and providers of parts and service for Widgets. Sourcewell reserves the right to award Proposers in some or all of such subcategories without regard to the evaluation score given to Proposers in another subcategory. This specifically allows Sourcewell to award Vendors that might not have, for instance, the breadth of products of Proposers in another subcategory, but that nonetheless meet a substantial and articulated need of Sourcewell Members.

**6.12** [This section is intentionally blank.]

**6.13** Sourcewell reserves the right to request and test equipment/products and related services and to seek clarification from Proposers. Before the Contract award, the Proposer must furnish the requested information within three (3) days (or within another agreed-to time frame) or provide an explanation for the delay along with a requested time frame for providing the requested information. Proposers must make reasonable efforts to supply test products promptly. All Proposer products remain the property of the Proposer, and Sourcewell will return such products after the evaluation process. Sourcewell may make provisional contract awards, subject to a Proposer's proper response to a request for information or products.

**6.14** A Proposer's past performance under previously awarded contracts to schools, governmental agencies, and not-for-profit entities is relevant in evaluating a Proposer's current response. Past performance includes the Proposer's record of conforming to published specifications and to standards of good workmanship, as well as the Proposer's history for reasonable and cooperative behavior and for commitment to Member satisfaction. Incumbency as an awarded Vendor does not, by itself, merit positive consideration for a future Contract award.

**6.15** Sourcewell reserves the right to reject any or all proposals.

#### E. COST COMPARISON

**6.16** Sourcewell may use a variety of evaluation methods, including cost comparisons of specific products. Sourcewell reserves the right to use this process when the proposal evaluation committee determines that this will help to make a final determination.

**6.17** This direct cost comparison process will award points for being low to high Proposer for each cost evaluation item selected. A "Market Basket" of identical (or substantially similar) equipment/products and related services may be selected by the proposal evaluation committee, and the unit cost will be used as a basis for determining the point value. Sourcewell will select the "Market Basket" from all appropriate product categories as determined by Sourcewell.

#### F. MARKETING PLAN

**6.18** A Proposer's marketing plan is a critical component of the RFP response. An awarded Vendor's sales force will likely be the primary source of communication with Sourcewell Members and will directly affect the contract's success. Marketing success depends on communicating the contract's value, knowing the contract thoroughly, and communicating the proper use of contracted products and services to the end user. Much of the success and sales reward is a direct result of the commitment to the contract by the awarded Vendor's sales teams. Sourcewell reserves the right to deem a Proposer Level-Two nonresponsive or not to award a contract based on an unacceptable or incomplete marketing plan.

**6.19** Sourcewell marketing expectations include the following components.

**6.19.1** An awarded Vendor must demonstrate the ability to deploy a national sales force or dealer network. The best RFP responses demonstrate the ability to sell, deliver, and service products through acceptable distribution channels to Sourcewell members in all 50 states. Proposers' responses should fully demonstrate their sales and service capabilities, should outline their national sales force network (both numerically geographically), and should describe their method of distribution of the offered products and related services. Service may be independent of the product sales pricing, but Sourcewell encourages related services to be a part of Proposers' response. Despite its preference for awarding contracts to Vendors that demonstrate nationwide sales and service, Sourcewell reserves the right to award contracts that meet specific Member needs locally or regionally.

**6.19.2** Proposers are invited to demonstrate their ability to successfully market, promote, and communicate the benefits of an Sourcewell contract to current and potential Members nationwide. Sourcewell desires a marketing plan that communicates the value of the contract to as many Members as possible.

**6.19.3** Proposers are expected to be receptive to Sourcewell trainings. Awarded Vendors must provide an appropriate training venue for both management and the sales force. Sourcewell commits to providing training on all aspects of communicating the value of the awarded contract, including the authority of Sourcewell to offer the contract to its Members, the value and utility the contract delivers to Sourcewell Members, the scope of Sourcewell Membership, the authority of

Members to use Sourcewell procurement contracts, the preferred marketing and sales methods, and the successful use of specific business sector strategies.

**6.19.4** Awarded Vendors are expected to demonstrate a commitment to fully embrace the Sourcewell contract. Proposers should identify both the appropriate levels of sales management and sales force that will need to understand the value of the Sourcewell contract, as well as the internal procedures needed to deliver the appropriate messaging to Sourcewell Members. Sourcewell will provide a general schedule and a variety of methods describing when and how those individuals should be trained.

**6.19.5** Proposers should outline their proposed involvement in promoting a Sourcewell contract through applicable industry trade show exhibits and related customer meetings. Proposers are encouraged to consider participation with Sourcewell at Sourcewell-endorsed national trade shows.

**6.19.6** Proposers must exhibit the willingness and ability to actively market and develop contract-specific marketing materials including the following items.

**6.19.6.1 Complete Marketing Plan.** Proposers must submit a marketing plan outlining how they will launch the Sourcewell contract to current and potential Sourcewell Members. Sourcewell requires awarded Vendors to embrace and actively promote the contract in cooperation with Sourcewell.

**6.19.6.2 Printed Marketing Materials.** Awarded Vendors will produce and maintain full color print advertisements in camera-ready electronic format, including company logos and contact information to be used in the Sourcewell directory and other approved marketing publications.

**6.19.6.3 Contract announcements and advertisements.** Proposers should outline in the marketing plan their anticipated contract announcements, advertisements in industry periodicals, and other direct or indirect marketing activities promoting the awarded Sourcewell contract.

**6.19.6.4 Proposer's Website.** Proposers should identify how an awarded Contract will be displayed and linked on the Proposer's website. An online shopping experience for Sourcewell Members is desired whenever possible.

**6.19.7** A Sourcewell Vendor contract launch will be scheduled during a reasonable time frame after the award and held at the Sourcewell office in Staples, MN unless the Vendor and Sourcewell agree to a different location.

**6.20** Proposer shall identify their commitment to develop a sales/communication process to facilitate Sourcewell membership and establish status of current and potential agencies/members. Proposer should further express their commitment to capturing sufficient member information as is deemed necessary by Sourcewell.

## G. CERTIFICATE OF INSURANCE

**6.21** Proposers must provide evidence of liability insurance coverage identified below in the form of a Certificate of Insurance (COI) or an ACORD binder form with their proposal. Upon an award issued under this RFP and before the execution of any commerce relating to such award, the awarded Vendor must provide verification, in the form of a Certificate of Insurance, identifying the coverage required below and identifying Sourcewell as a "Certificate Holder." The Vendor must maintain such insurance coverage at its own expense throughout the term of any contract resulting from this solicitation.

**6.22** Any exceptions or assumptions to the insurance requirements must be identified on Form C of this RFP. Exceptions and assumptions will be considered as part of the evaluation process. Any exceptions or assumptions that Proposers submit must be specific. If a Proposer does not include specific exceptions or assumptions when submitting the proposal, Sourcewell will typically not consider any additional exceptions or assumptions during the evaluation process. Upon contract award, the awarded Vendor must provide the Certificate of Insurance identifying the coverage as specified.

**6.23 Insurance Liability Limits.** The awarded Vendor must maintain, for the duration of its contract, \$1.5 million in general liability insurance coverage or general liability insurance in conjunction with an umbrella for a total combined coverage of \$1.5 million. Work on the Contract will not begin until after the awarded Vendor has submitted acceptable evidence of the required insurance coverage. Failure to maintain any required insurance coverage or an acceptable alternative method of insurance will be deemed a breach of contract.

**6.23.1 Minimum Scope and Limits of Insurance.** An awarded Vendor must provide coverage with limits of liability not less than those stated below. An excess liability policy or umbrella liability policy may be used to meet the minimum liability requirements provided that the coverage is written on a “following form” basis.

**6.23.1.1 Commercial General Liability—Occurrence Form**

Policy shall include bodily injury, property damage and broad form contractual liability and XCU coverage.

**6.23.1.2 Each Occurrence** \$1,500,000

**6.24 Insurance Requirements:** The limits listed in this RFP are minimum requirements for this Contract and in no way limit any indemnity covenants contained in this Contract. Sourcewell does not warrant that the minimum limits contained herein are sufficient to protect the Vendor from liabilities that might arise out of the performance of the work under this Contract by the Vendor, its agents, representatives, employees, or subcontractors, and the Vendor is free to purchase additional insurance as may be determined necessary.

**6.25 Acceptability of Insurers:** Insurance is to be placed with insurers duly licensed or authorized to do business in the State of Minnesota and with an “A.M. Best” rating of not less than A- VII. Sourcewell does not warrant that the above required minimum insurer rating is sufficient to protect the Vendor from potential insurer solvency.

**6.26 Subcontractors:** Vendors’ certificate(s) must include all subcontractors as additional insureds under its policies, or the Vendor must furnish to Sourcewell separate certificates for each subcontractor. All coverage for subcontractors are be subject to the minimum requirements identified above.

H. ORDER PROCESS AND/OR FUNDS FLOW

**6.27** Sourcewell Members typically issue a purchase order directly to a Vendor under a Contract resulting from this RFP. Alternatively, a separate contract may be created to facilitate acquiring products or services offered in response to this RFP. Nothing in this Contract restricts the Member and Vendor from agreeing to add terms or conditions to a purchase order or a separate contract provided that such terms or conditions must not be less favorable to Sourcewell’s Members.

**6.28 [This section is intentionally blank.]**

I. ADMINISTRATIVE FEES

**6.29** Vendors will pay to Sourcewell an administrative fee in exchange for Sourcewell facilitating this Contract with its current and potential Members. Sourcewell may grant a conditional contract award to a

Proposer if the proposed administrative fee is unclear, inadequate, or unduly burdensome for Sourcewell to administer. Sales under this Contract should not be processed until the parties resolve the administrative fee issue.

**6.29.1** The administrative fee is typically calculated as a percentage of the dollar volume of all products and services by Sourcewell Members under this Contract, including anything represented to Sourcewell Members as falling under this Contract.

**6.29.2** The administrative fee is included in, and not added to, the pricing included in Proposer's response to the RFP. Awarded Vendors must not charge Sourcewell Members more than permitted in the then current price list in order to offset the administrative fee.

**6.29.3** The administrative fee is designed to cover the costs of Sourcewell's involvement in contract management, facilitating marketing efforts, Vendor training, and any order processing tasks relating to the Contract. Administrative fees may also be used for other purposes as allowed by Minnesota law.

**6.29.4** The typical administrative fee under this Contract is two percent (2%). While Sourcewell does not dictate the particular fee percentage, we require that the Proposer articulate a specific fee in its response. For example, merely stating that "we agree to pay an administrative fee" is considered nonresponsive. Sourcewell acknowledges that the administrative fee percentage may differ between vendors, industries, and responses.

**6.29.5** Sourcewell awarded Vendors are responsible for paying the administrative fee at least quarterly and for generating all related reporting. Vendors agree to cooperate with Sourcewell in auditing these reports to ensure that the administrative fee is paid on all items purchased under the Contract.

**6.29.6** [This section is intentionally blank.]

**6.30 through 6.32** [This section is intentionally blank.]

## J. VALUE-ADDED ATTRIBUTES

**6.33 Desirability of Value-Added Attributes:** Value-added attributes in an RFP response will be given positive consideration in Sourcewell's evaluation process. Such attributes may increase the benefit of a product or service by improving functionality, performance, maintenance, manufacturing, delivery, energy efficiency, ordering, or other items while remaining within the scope of this RFP.

**6.34 Women and Minority Business Enterprise (WMBE), Small Business, and Other Favored Businesses:** Some Sourcewell Members give formal preference to certain types of vendors or contractors. Proposers should document WMBE (or other) status for both their organization and for any affiliates (e.g., supplier networks) involved in fulfilling the terms of this RFP. The ability of a Proposer to provide preferred business entity "credits" to Sourcewell and Sourcewell Members under a Contract will be evaluated positively by Sourcewell and reflected in the "value added" area of the evaluation.

**6.35 Environmentally Preferred Purchasing Opportunities:** Many Sourcewell Members consider the environmental impact of the products and services they purchase. "Green" characteristics demonstrated by Proposers will be evaluated positively by Sourcewell and reflected in the "value added" area of the evaluation. Please identify any green characteristics of any offering in your proposal and identify the sanctioning body determining that characteristic. Where appropriate, please indicate which products have been certified as green and by which certifying agency.

**6.36 Online Requisitioning Systems:** When applicable, online requisitioning systems will be viewed as a value-added characteristic. Proposers should demonstrate how their system makes online ordering easier

for Sourcewell Members, including how Members could integrate their current e-Procurement or enterprise resource planning (ERP) systems into the Proposer's ordering process.

**6.37 Financing:** The ability of the Proposer to provide financing solutions to Members for the products and services being proposed will be viewed as a value-added attribute.

**6.38 Technology:** Technological advances that appreciably improve the proposed products or services will be considered value-added attributes.

#### K. WAIVER OF FORMALITIES

**6.39** Sourcewell reserves the right to waive minor formalities (or to accept minor irregularities) in any proposal, when it determines that considering the proposal may be in the best interest of its Members.

### 7 POST-AWARD OPERATING ISSUES

#### A. SUBSEQUENT AGREEMENTS

**7.1 Purchase Order.** Purchase orders for products and services may be executed between Sourcewell Members and the awarded Vendor (or Vendor's sub-contractors) under this Contract. Sourcewell Members and Vendors must indicate on the face of such purchase orders that "This purchase order is issued under Sourcewell contract #XXXXXX" (insert the relevant contract number). Purchase order flow and procedure will be developed jointly between Sourcewell and an awarded Vendor after an award is made.

**7.2 Governing Law.** Purchase orders must be construed in accordance with, and governed by, the laws of a competent jurisdiction with respect to the Member. (See also Section 8.5 of this RFP.) All provisions required by law to be included in the purchase order should be read and enforced as if they were included. If through mistake or otherwise any such provision is not included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction. The venue for any litigation arising out of disputes related to purchase order will be a court of competent jurisdiction with respect to the Member.

**7.3 Additional Terms and Conditions.** Additional terms and conditions to a purchase order may be proposed by Sourcewell, Sourcewell Members, or Vendors. Acceptance of these additional terms and conditions is optional to all parties to the purchase order. One purpose of these additional terms and conditions is to address job- or industry-specific requirements of law such as prevailing wage legislation. Additional terms and conditions may also include specific local policy requirements and standard business practices of the issuing Member or the Vendor. Such additional terms and conditions are not considered valid to the extent that they interfere with the general purpose, intent, or currently established terms and conditions contain in this RFP document. For example, a Vendor and Member may agree to add a "net 30" payment requirement to the purchase order instead of applying a "net 10" requirement. But the added terms and conditions must not be less favorable to the Member unless Sourcewell, the Member, and the Vendor agree to a Contract amendment or similar modification.

**7.4 Specialized Service Requirements.** In the event that the Sourcewell Member desires service requirements or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in the Contract resulting from this RFP, the Sourcewell Member and the Vendor may enter into a separate, standalone agreement, apart from a Contract resulting from this RFP. Any proposed service requirements or specialized performance requirements require pre-approval by the Vendor. Any separate agreement developed to address these specialized service or performance requirements is exclusively between the Sourcewell Member and Vendor. Sourcewell, its agents, and employees shall not be made a party to any claim for breach of such agreement. Product sourcing is not considered a service. Sourcewell Members will need to conduct procurements for any specialized services not identified as a part of or within the scope of the awarded Contract.

**7.5 Performance Bond.** At the request of the Member, a Vendor will provide all performance bonds typically and customarily required in their industry. These bonds will be issued pursuant to the requirements of purchase orders for products and services. If a purchase order is cancelled for lack of a required performance bond by the member agency, Sourcewell recommends that the current pending purchase order be canceled. Each Member has the final decision on purchase order continuation. Any performance bonding required by the Member, the Member's state laws, or by local policy is to be mutually agreed upon and secured between the Vendor and the Member.

**7.6 Asset Management Contracts:** Asset Management-type Contracts can be initiated under a Contract resulting from this RFP at any time during the term of this Contract. Such a contract could involve, for example, picking up, storing, repairing, inventorying, salvaging, and delivery products falling within the scope of this Contract. The intention in using Asset Management Contracts is to promote the long-term efficiency of Sourcewell's contracts by (among other things) extending the use and re-use of products. Asset Management Contracts cannot be created under this Contract unless they are executed within the authorized term of a Contract resulting from this RFP. The actual term of the Asset Management Contract may, however, extend beyond the expiration date of this Contract.

#### B. SOURCEWELL MEMBER SIGN-UP PROCEDURE

**7.7** Awarded Vendors are responsible for familiarizing their sales and service forces with the various forms of Sourcewell membership documentation and will encourage and assist potential Members in establishing membership with Sourcewell. Sourcewell membership is available at no cost, obligation, or liability to the Member or the Vendor.

#### C. REPORTING OF SALES ACTIVITY

**7.8** Awarded Vendors must report at least quarterly the total gross dollar volume of all products and services purchased by Sourcewell Members as it applies to this RFP and Contract. This report must include the name and address of the purchasing agency, Member number, amount of purchase, and a description of the items purchased.

**7.8.1 Zero sales reports:** Awarded Vendors must provide a quarterly Contract sales report regardless of the amount of sales.

#### D. AUDITS

**7.9** Sourcewell relies substantially on the reasonable auditing efforts of both Members and awarded Vendors to ensure that Members are obtaining the products, services, pricing, and other benefits under all Sourcewell contracts. Nonetheless, the Vendor must retain and make available to Sourcewell all order and invoicing documentation related to purchases that Members make from the Vendor under the awarded Contract. Sourcewell must not request such information more than once per calendar year, and Sourcewell must make such requests in writing with at least fourteen (14) days' notice. Sourcewell may employ an independent auditor at its own expense or conduct an audit on its own. In either event, the Vendor agrees to cooperate fully with Sourcewell or its agents in order to ensure compliance with this Contract.

#### E. HUB PARTNER

**7.10 Hub Partner:** Sourcewell Members may request special services through a "Hub Partner" for the purpose of complying with a law, regulation, or rule that an Sourcewell Member deems to apply in its jurisdiction. Hub Partners may bring value to the proposed transactions through consultancy, through qualifying for disadvantaged business entity credits, or through other means.

**7.11 Hub Partner Fees:** Sourcewell Members are responsible for any transaction fees, costs, or expenses that arise under this Contract for special service provided by the Hub Partner. The fees, costs, or expenses levied by the Hub Vendor must be clearly itemized in the transaction documentation. To the extent that the

Vendor stands in the chain of title during a transaction resulting from this RFP, the documentation must clearly indicate that the transaction is “Executed for the Benefit of [Sourcewell Member name].”

#### F. TRADE-INS

**7.12** The value in US Dollars for Trade-ins will be negotiated between Sourcewell or an Sourcewell Member, and an Awarded Vendor. That identified “Trade-In” value shall be viewed as a down payment and credited in full against the Sourcewell purchase price identified in a purchase order issued pursuant to any Awarded Sourcewell procurement contract. The full value of the trade-in will be consideration.

#### G. OUT OF STOCK NOTIFICATION

**7.13** The Vendor must immediately notify Sourcewell Members when they order an out-of-stock item. The Vendor must also tell the Member when the item will be available and whether there are equivalent substitutes. The Member must have the option of accepting the suggested substitute or canceling the item from the order. Under no circumstance may the Vendor make unauthorized substitutions. Unfilled or substituted items must be indicated on the packing list.

#### H. CONTRACT TERMINATION FOR CAUSE AND WITHOUT CAUSE

**7.14** Sourcewell reserves the right to cancel all or any part of this Contract if the Vendor fails to fulfill any material obligation, term, or condition as described in the following procedure. Before any such termination for cause, Sourcewell will provide written notice to the Vendor, an opportunity to respond, and a reasonable opportunity to cure the breach. The following are some examples of material breaches.

**7.14.1** The Vendor provides products or services that do not meet reasonable quality standards and that are not remedied under the warranty;

**7.14.2** The Vendor fails to ship the products or to provide the services within a reasonable amount of time;

**7.14.3** Sourcewell reasonably believes that the Vendor will not or cannot perform to the requirements or expectations of the Contract, Sourcewell issues a request for assurance, and the Vendor fails to respond;

**7.14.4** The Vendor fails to fulfill any of the material terms and conditions of the Contract;

**7.14.5** The Vendor fails to follow the established procedure for purchase orders, invoices, or receipt of funds as established by Sourcewell and the Vendor;

**7.14.6** The Vendor fails to properly report quarterly sales;

**7.14.7** The Vendor fails to actively market this Contract within the guidelines provided in this RFP and defined in the Sourcewell contract launch.

**7.15** Upon receipt of the written notice of breach, the Vendor will have ten (10) business days to provide a satisfactory response to Sourcewell. If the Vendor fails to reasonably address all issues in the written notice, Sourcewell may terminate the Contract immediately. If Sourcewell allows the Vendor more time to remedy the breach, such forbearance does not limit Sourcewell’s authority to immediately terminate the Contract for continued breaches for which notice was given to the Vendor. Termination of the Contract for cause does not relieve either party of the financial, product, or service obligations incurred before the termination.

**7.16** Sourcewell may terminate the Contract if the Vendor files for bankruptcy protection or is acquired by an independent third party. The Vendor must disclose to Sourcewell any litigation, bankruptcy, or

suspensions/disbarments that occur during the Contract period. Failure to disclose such information authorizes Sourcewell to immediately terminate the Contract.

**7.17** Sourcewell may terminate the Contract without cause by giving the Vendor sixty (60) days' written notice of termination. Termination of the Contract without cause does not relieve either party of the financial, product, or service obligations incurred before the termination.

**7.18** Sourcewell may immediately terminate any Contract without further obligation if any Sourcewell employee significantly involved in initiating, negotiating, securing, drafting, or creating the Contract on behalf of Sourcewell has colluded with any Proposer for personal gain. Sourcewell may also immediately cancel a Contract if it finds that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Vendor or any agent or representative of the Vendor, to any employee of Sourcewell. Such terminations are effective upon written notice from Sourcewell or at a later date designated in the notice. Termination of the Contract does not relieve either party of the financial, product, or service obligations incurred before the termination.

## 8 GENERAL TERMS AND CONDITIONS

### **8.** ADVERTISING A CONTRACT RESULTING FROM THIS RFP

**8.1** Proposer/Vendor must not advertise or publish information concerning this Contract before the award is announced by Sourcewell. Once the award is made, a Vendor is expected to advertise the awarded Contract to both current and potential Sourcewell Members.

#### B. APPLICABLE LAW

**8.2** [This section is intentionally blank.]

**8.3 Sourcewell Compliance with Minnesota Procurement Law:** Sourcewell has designed its procurement process to comply with best practices in the State of Minnesota. Sourcewell's solicitation methods are also created to comply with many of the various requirements that our Members must satisfy in their own procurement processes. But these requirements may differ considerably and may change from time to time. So each Sourcewell Member must make its own determination whether Sourcewell's solicitation process satisfies the procurement rules in the Member's jurisdiction.

**8.4 Governing law with respect to delivery and acceptance:** All applicable portions of the Minnesota Uniform Commercial Code, all other applicable Minnesota laws, and the applicable laws and rules of delivery and inspection of the Federal Acquisition Regulations (FAR) laws will govern Sourcewell contracts resulting from this solicitation.

**8.5 Jurisdiction:** Any claims that arise against Sourcewell pertaining to this RFP, and any resulting contract that develops between Sourcewell and any other party, must be brought only in courts in Todd County in the State of Minnesota unless otherwise agreed to.

**8.5.1** Purchase orders or other agreements created pursuant to a contract resulting from this solicitation must be construed in accordance with, and governed by, the laws of the issuing Member. Any claim arising from such a purchase order or agreement must be filed and venued in a court of competent jurisdiction of the Member unless otherwise agreed to.

**8.6 through 8.7** [This section is intentionally blank.]

**8.8 Indemnification:** Each party is responsible for its own acts and is not responsible for the acts of the other party and the results thereof. Sourcewell's liability is governed by the Minnesota Tort Claims Act (Minn. Stat. §3.736) and other applicable law.

**8.9 Prevailing wage:** The Vendor must comply with applicable prevailing wage legislation in effect in the jurisdiction of the Sourcewell Member. The Vendor must monitor the prevailing wage rates as established by the appropriate federal governmental entity during the term of this Contract and adjust wage rates accordingly.

**8.10 Patent and copyright infringement:** The Vendor agrees to indemnify and hold harmless Sourcewell and Sourcewell Members against any and all suits, claims, judgments, and costs instituted or recovered against the Vendor, Sourcewell, or Sourcewell Members by any person on account of the use or sale of any articles by Sourcewell or Sourcewell Members if the Vendor supplied such articles in violation of applicable patent or copyright laws.

#### C. ASSIGNMENT OF CONTRACT

**8.11** No right or interest in this Contract may be assigned or transferred by the Vendor without prior written permission by Sourcewell. No delegation of any duty of the Vendor under this Contract may be made without prior written permission of Sourcewell. Sourcewell will notify Members by posting approved assignments on the Sourcewell website ([www.sourcewell-mn.gov](http://www.sourcewell-mn.gov)).

**8.12** If the original Vendor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor-in-interest must perform all obligations under this Contract. Sourcewell reserves the right to reject the acquiring entity as a Vendor. A change of name agreement will not change the contractual obligations of the Vendor.

#### D. LIST OF PROPOSERS

**8.13** Sourcewell will not maintain a list of interested proposers, nor will it automatically send RFPs to them. All interested proposers must request the RFP as a result of Sourcewell's national solicitation advertisements. Because of the wide scope of the potential Members and qualified national suppliers, Sourcewell has determined this to be the best method of fairly soliciting proposals.

#### E. CAPTIONS, HEADINGS, AND ILLUSTRATIONS

**8.14** The captions, illustrations, headings, and subheadings in this RFP are for convenience and ease of understanding and in no way define or limit the scope or intent of this request.

#### F. DATA PRACTICES

**8.15** All materials submitted in response to this RFP become Sourcewell's property and become public records (under Minn. Stat. §13.591) after the evaluation process is completed. If the Proposer submits information in response to this RFP that it requests to be classified as nonpublic information (as defined by the Minnesota Government Data Practices Act, Minn. Stat. §13.37), the Proposer must meet the following requirements.

**8.15.1** The Proposer must make the request within thirty (30) days of the award/nonaward notification, and include the appropriate statutory justification. Pricing, marketing plans, and financial information is generally not redactable. The Sourcewell Legal Department will review the request to determine whether the information can be withheld or redacted. If Sourcewell determines that it must disclose the information upon a proper request for such information, Sourcewell will inform the Proposer of such determination.

**8.15.2** The Proposer must defend any action seeking release of the materials that it believes to be nonpublic information, and it must indemnify and hold harmless Sourcewell, its agents, and employees, from any judgments or damages awarded against Sourcewell in favor of the party requesting the materials, and any and all costs connected with that defense. This indemnification survives the term of any contract awarded under this RFP. In submitting a response to this RFP,

the Proposer agrees that this indemnification survives as long as Sourcewell possesses the confidential information.

**8.16 [This section is intentionally blank.]**

G. ENTIRE AGREEMENT

**8.17** This Contract, as defined herein, constitutes the entire agreement between the parties to this Contract. A Contract resulting from this RFP is formed when the vendor, Sourcewell Executive Director and Chief Procurement Officer approves and signs the applicable Contract Award & Acceptance document (Form E).

H. FORCE MAJEURE

**8.18** Except for payments of sums due, neither party is liable to the other nor deemed in default under this Contract if and to the extent that such party's performance of this Contract is prevented due to force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence including, but not limited to, the following: acts of God, acts of the public enemy, war, riots, strikes, mobilization, labor disputes, civil disorders, fire, flood, snow, earthquakes, tornadoes or violent wind, tsunamis, wind shears, squalls, Chinooks, blizzards, hail storms, volcanic eruptions, meteor strikes, famine, sink holes, avalanches, lockouts, injunctions-intervention-acts, terrorist events or failures or refusals to act by government authority and/or other similar occurrences where such party is unable to prevent by exercising reasonable diligence. The force majeure is deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and is deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with a Contract resulting from this RFP. Force majeure does not include late deliveries of products and services caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or other similar occurrences. If either party is delayed at any time by force majeure, then the delayed party must (if possible) notify the other party of such delay within forty-eight (48) hours.

**8.19 through 8.20 [These sections are intentionally blank.]**

I. LICENSES

**8.21** The Vendor must maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of the business that the Vendor conducts with Sourcewell and Sourcewell Members.

**8.22** All responding Proposers must be licensed (where required) and must have the authority to sell and distribute the offered products and services to Sourcewell and Sourcewell Members. Documentation of the required licenses and authorities, if applicable, should be included in the Proposer's response to this RFP.

J. MATERIAL SUPPLIERS AND SUB-CONTRACTORS

**8.23** The awarded Vendor must supply the names and addresses of sourcing suppliers and sub-contractors as a part of the purchase order when requested by Sourcewell or a Sourcewell Member.

K. NON-WAIVER OF RIGHTS

**8.24** No failure of either party to exercise any power given to it hereunder, nor a failure to insist upon strict compliance by the other party with its obligations hereunder, nor a custom or practice of the parties at variance with the terms hereof, nor any payment under a Contract resulting from this RFP constitutes a waiver of either party's right to demand exact compliance with the terms hereof. Failure by Sourcewell to take action or to assert any right hereunder does not constitute a waiver of such right.

#### L. PROTESTS OF AWARDS MADE

**8.25** Any protests must be filed with Sourcewell's Executive Director and must be resolved in accordance with appropriate Minnesota rules. Protests will only be accepted from Proposers. A protest of an award or nonaward must be filed in writing with Sourcewell within ten (10) calendar days after the public notice or announcement of the award or nonaward. A protest must include the following items.

- 8.25.1** The name, address, and telephone number of the protester;
- 8.25.2** The original signature of the protester or its representative (you must document the authority of the representative);
- 8.25.3** Identification of the solicitation by RFP number;
- 8.25.4** Identification of the statute or procedure that is alleged to have been violated;
- 8.25.5** A precise statement of the relevant facts;
- 8.25.6** Identification of the issues to be resolved;
- 8.25.7** The aggrieved party's argument and supporting documentation;
- 8.25.8** The aggrieved party's statement of potential financial damages; and
- 8.25.9** A protest bond in the name of Sourcewell and in the amount of 10% of the aggrieved party's statement of potential financial damages.

#### M. SUSPENSION OR DISBARMENT STATUS

**8.26** If within the past five (5) years, any firm, business, person or Proposer responding to a Sourcewell solicitation has been lawfully terminated, suspended, or precluded from participating in any public procurement activity with a federal, state, or local government or education agency, the Proposer must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the suspension or debarment, the duration of the suspension or debarment, and the relevant circumstances relating to the suspension or debarment. Any failure to supply such a letter or to disclose pertinent information may result in the termination of a Contract. By signing the proposal affidavit, the Proposer certifies that no current suspension or debarment exists.

#### N. AFFIRMATIVE ACTION AND IMMIGRATION STATUS CERTIFICATION

**8.27** An Affirmative Action Plan, Certificate of Affirmative Action, or other documentation regarding Affirmative Action may be required by Sourcewell or Sourcewell Members relating to a transaction from this RFP. Vendors must comply with any such requirements or requests.

**8.28** Immigration Status Certification may be required by Sourcewell or Sourcewell Members relating to a transaction from this RFP. Vendors must comply with any such requirements or requests.

#### O. SEVERABILITY

**8.29** In the event that any of the terms of a Contract resulting from this RFP are in conflict with any rule, law, or statutory provision, or are otherwise unenforceable under the laws or regulations of any government or subdivision thereof, such terms will be deemed stricken from the Contract, but such invalidity or unenforceability shall not invalidate any of the other terms of an awarded Contract resulting from this RFP.

#### P. RELATIONSHIP OF PARTIES

**8.30** No Contract resulting from this RFP may be considered a contract of employment. The relationship between Sourcewell and an awarded Vendor is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. The parties neither intend the proposed Contract to create, nor is to be construed as creating, a partnership, joint venture, master-servant, principal-agent, or any other, relationship. Except as provided elsewhere in this RFP, neither party may be held liable for acts of omission or commission of the other party and neither party is authorized or has the power to obligate the other party by contract, agreement, warranty, representation, or otherwise in any manner whatsoever except as may be expressly provided herein.

Q. PROVISIONS FOR NON-FEDERAL ENTITY PROCUREMENTS UNDER FEDERAL AWARDS OR OTHER AWARDS; AIRPORT IMPROVEMENT PROGRAM PROVISIONS

**8.31** Procurements by Sourcewell or Sourcewell Members utilizing funds under a federal grant or contract may be subject to specific federal laws, regulations, and requirements in addition to those under state and local laws. Applicable law may include, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR Part 200 (also referred to as the “Uniform Guidance” or “EDGAR”). The terms included in this section express Proposers willingness and ability to comply with certain requirements which may be applicable to specific Sourcewell Member purchases using federal grant or contract dollars. Sourcewell Members may also require Proposers to enter into ancillary agreements, in addition to the Sourcewell contract’s general terms and conditions, to address the Member’s specific contractual needs, including contract requirements for a procurement using federal grants or contracts. Sourcewell reserves the right at any time within a contract term to require an awarded Vendor to reaffirm or resubmit proper documentation relating to these requirements. The numbering and identification contained within this section is only for reference purposes and does not identify any actual Federal designation or location of the rule. Rules are located in 2 CFR Part 200.

**8.32** Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Sourcewell reserves all rights and privileges under the applicable laws and regulations with respect to this procurement process in the event of breach of contract by either party.

**8.33** Contracts in excess of \$10,000 must address termination for cause and for convenience by the non-Federal entity including the manner by which it will be effected and the basis for settlement.

Sourcewell reserves the right to terminate any agreement resulting from this procurement process pursuant to Sourcewell RFP sections 7.13 and 7.17. Prior to any termination for cause, Sourcewell will provide written notice to the Proposer, opportunity to respond and opportunity to cure. Sourcewell reserves the right to terminate any agreement resulting from this procurement process without cause with a required 60-day written notice of termination. Termination of Contract shall not relieve either party of financial, product or service obligations incurred or accrued prior to termination.

**8.34** Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” This provision is hereby incorporated by reference into all applicable contracts.

The equal opportunity clause is incorporated by reference herein.

**8.35** Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Proposer shall be in compliance with all applicable Davis-Bacon Act provisions.

**8.36** Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into all applicable contracts.

Proposer certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Proposer shall comply with applicable requirements as referenced above.

**8.37** Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of "funding agreement" under 37 CFR § 401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Proposer certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Proposer shall comply with applicable requirements as referenced above.

**8.38** Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251- 1387).

Violations shall be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Proposer certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Proposer shall comply with applicable requirements as referenced above.

**8.39** Debarment and Suspension (Executive Orders 12549 and 12689). A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Proposer nor its principals shall be presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

**8.40** Byrd Anti-Lobbying Amendment, as amended (31 U.S.C. 1352). Proposers shall file any required certifications. Proposers shall not have used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Proposers shall disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Proposers shall file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

**8.41** Record Retention Requirements. To the extent applicable, Proposer shall comply with the record retention requirements detailed in 2 CFR § 200.333. The Vendor further certifies that Vendor will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

**8.42** Energy Policy and Conservation Act Compliance. To the extent applicable, Proposer shall comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

**8.43** Buy American Provisions Compliance. To the extent applicable, Proposer agrees to comply with 49 U.S.C. § 50101, which provides that Federal funds may not be obligated unless all steel and manufactured goods used in AIP funded projects are produced in the United States, unless the Federal Aviation Administration has issued a waiver for the product; the product is listed as an Excepted Article, Material Or Supply in Federal Acquisition Regulation subpart 25.108; or is included in the FAA Nationwide Buy American Waivers Issued list. Purchases made in accordance with the Buy American Act shall follow the applicable procurement rules calling for free and open competition.

**8.44** Title VI Solicitation Notice. Sourcewell, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 USC §§ 2000d to 2000d-4) and the Regulations, hereby notifies all bidders or offerors that it will affirmatively ensure that any contract entered into pursuant to this advertisement, disadvantaged business enterprises or airport concession disadvantaged business enterprises will be afforded full and fair opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.

**8.45** Trade Restriction Certification. To the extent applicable, Proposer will comply with the provision in 49 U.S.C. § 50104 regarding certification and notice requirements for firm ownership or control by one or

more citizens of a foreign county listed by the Office of the United States Trade Representative as discriminating against U.S. firms.

**8.46** Procurement of Recovered Materials. To the extent applicable, Proposer agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act, and the regulatory provisions of 40 CFR Part 247.

**8.47** Access to Records (2 CFR § 200.336). Proposer agrees that duly authorized representatives of an Agency shall have access to any books, documents, papers and records of Proposer that are directly pertinent to Proposer's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Proposer's personnel for the purpose of interview and discussion relating to such documents.

9

**FORMS**

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**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**



Company Name: John Deere Construction Retail Sales (JDCRS)

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS
3.14/6	Unless stated otherwise, a manufacturer or wholesale distributor Proposer is assumed to have a documented relationship with their dealer network where that dealer network is informed of, and authorized to accept, purchase orders pursuant to any Contract resulting from this RFP on behalf of the manufacturer or wholesale distributor Proposer. Any such dealer will be considered a sub-contractor of the Proposer/Vendor.	<p>JDCRS approves dealer groups to sell direct under this contract upon their acceptance of the Sourcewell T&amp;Cs. JDCRS will sell direct where a dealer group has yet to accept the contract terms.</p> <p>JDCRS and U.S. dealer sales reporting and admin fee payment functions will be processed by our JDCRS office.</p> <p>"Sub-contractor" does not apply to our dealer network. Our network is comprised of independently owned dealer groups that are bound by a dealer agreement. John Deere is not responsible for the acts or omissions of the dealer network.</p> <p>We request all sub-contractor verbiage/reference be stricken.</p>	Sourcewell accepts
3.23.2/8	Proposers are assumed to have sub-contractor relationships with all organizations and individuals whom are external to the Proposer and are involved in providing or delivering the equipment/products/services being proposed. Vendor assumes all responsibility for the equipment/products/services and actions of any such Sub-Contractor.	<p>"Sub-contractor" does not apply to our dealer network. Our network is comprised of independently owned dealer groups that are bound by a dealer agreement. John Deere is not responsible for the acts or omissions of the dealer network.</p> <p>We request all sub-contractor verbiage/reference be stricken.</p>	Sourcewell accepts
3.28.1/10	With respect to Members within the Commonwealth of Virginia, this RFP is intended to be a "joint procurement agreement" as described in Vir. Code § 2.2-	We offer our contract to all eligible member agencies. Should any state, governing body, or buying agency impose or require any additional administrative or transaction fee of any kind, said	Sourcewell accepts

	4304(A), and those Virginia Members identified in Appendix C must be allowed to use this Contract as a Joint Purchaser.	fee will reduce the List discounts accordingly.	
5.18/16	Proposal pricing is to be established as a ceiling price. At no time may the proposed products or services be offered under this Contract at prices above this ceiling price without a specific request and approval by Sourcewell.	We offer our contract to all eligible member agencies. Should any state, governing body, or buying agency impose or require any additional administrative or transaction fee of any kind, said fee will reduce the List discounts accordingly.	Sourcewell accepts
5.51/18 5.54/18	Throughout the term of the Contract, Proposer agrees to pay for return shipment on products that arrive in a defective or inoperable condition. Proposer must arrange for the return shipment of the damaged products.	Standard warranty defines covered items and services. Freight and transport to and from dealership are not covered items.	Sourcewell accepts
6.26/23	<b>Subcontractors:</b> Vendors' certificate(s) must include all subcontractors as additional insureds under its policies, or the Vendor must furnish to Sourcewell separate certificates for each subcontractor. All coverage for subcontractors are be subject to the minimum requirements identified above.	"Subcontractor" does not apply to our dealer network. Our network is comprised of independently owned dealer groups that are bound by a dealer agreement. John Deere is not responsible for the acts or omissions of the dealer network.  We request all subcontractor verbiage/reference be stricken.	Sourcewell accepts
7.13/27	The Vendor must immediately notify Sourcewell Members when they order an out-of-stock item.	Unless a dealer stock unit is being offered, retail machines are made to order. 90 day lead time or less is the general guidance, but there may be exceptions.	Sourcewell accepts
7.16/27-28	The Vendor must disclose to Sourcewell any litigation, bankruptcy, or suspensions / disbarments that occur during the Contract period.	As was clarified in the pre-proposal conference, what needs to be advised is any <i>major</i> scenario that would impact the vendor's financial standing and their ability to uphold the contract agreement. JDCRS is not at liberty to share all litigation scenarios that may arise.  We request the "litigation" verbiage be stricken.	Sourcewell accepts the removal of "litigation;" however, all other requirements remain.
8.11/29	No delegation of any duty of the Vendor under this Contract may be made without prior written permission of Sourcewell.	We request permission to approve dealer groups to sell direct. Dealer groups must first agree to abide by the Sourcewell Terms & Conditions as agreed by JDCRS.	Sourcewell accepts

		JDCRS will include U.S. dealer sales in our reporting and admin fee processing. Allowing so on the previous contract has proven value-added as it has; allowed dealers to fully embrace the contract, streamlined the sales process, and continued to increase sales each year.	
8.31/32	<p>Procurements by Sourcewell or Sourcewell Members utilizing funds under a federal grant or contract may be subject to specific federal laws, regulations, and requirements in addition to those under state and local laws. Applicable law may include, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR Part 200 (also referred to as the "Uniform Guidance" or "EDGAR").</p> <p>The terms included in this section express Proposer willingness and ability to comply with certain requirements which may be applicable to specific Sourcewell Member purchases using federal grant or contract dollars.</p>	<p>While JDCRS endeavors to supply all equipment requests, we cannot commit to all unknown requirements ahead of time. We will gladly review each request at time of inquiry for feasibility and follow-through as may be applicable.</p>	Sourcewell accepts
Form D/48	<p>The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.</p>	<p>"Subcontractor" does not apply to our dealer network. Our network is comprised of independently owned dealer groups that are bound by a dealer agreement. John Deere is not responsible for the acts or omissions of the dealer network.</p> <p>We request all subcontractor verbiage/reference be stricken.</p>	Sourcewell accepts
Appendix D/69 (PDF copy)	<p>Procurements by Sourcewell<sup>SM</sup> (Formerly NJPA) or Sourcewell Members utilizing funds under a federal grant or contract funded all or in part by the Federal Emergency Management Agency (FEMA) may be subject to specific federal laws, regulations, and requirements in addition to those under other federal, state and local laws. This may include, but is not limited to, the procurement standards of the Uniform</p>	<p>While JDCRS endeavors to supply all equipment requests, we cannot commit to all unknown requirements ahead of time. We will gladly review each request at time of inquiry for feasibility and follow-through as may be applicable.</p>	Sourcewell accepts

	<p>Administrative Requirements for Grants and Cooperative Agreements to State and Local Governments, Title 44 of the Code of Federal Regulations, Part 13 (44 CFR Part 13). The terms included in this section express Vendors willingness and ability to comply with certain requirements which may be applicable to specific Sourcewell Member purchases using FEMA grant or contract dollars.</p>		

Proposer's Signature: *Matt Olin* Date: 3/18/2019

**Sourcewell's clarification on exceptions listed above:**



Contract Award  
RFP #032019



**FORM D**

**Formal Offering of Proposal**  
(To be completed only by the Proposer)

**HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES**

In compliance with the Request for Proposal (RFP) for HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response ~~and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.~~ Exception is noted in our RFP response, asking for this text to be stricken as we do not use subcontractors. Our dealer network is independently owned.

Company Name: John Deere Construction Retail Sales Date: 3/14/2019

Company Address: 1515 5<sup>th</sup> Avenue

City: Moline State: IL Zip: 61265

CAGE  
Code/DUNS: 3PSD7/142124762

Contact Person: Richard Murga Title: Contract Administrator

Authorized Signature: *Mark Oliver* Mark Oliver  
(Name printed or typed)

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 032119-JDC

Proposer's full legal name: John Deere Construction Retail Sales

**Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.**

The effective date of the Contract will be May 13, 2019 and will expire on May 13, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

**Sourcewell Authorized Signatures:**

DocuSigned by:  
Jeremy Schwartz  
C0ED2A139D0648B  
SOURCEWELL DIRECTOR OF OPERATIONS AND  
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

DocuSigned by:  
Chad Coquette  
7E4288FB17A84CC  
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on May 10, 2019

Sourcewell Contract # 032119-JDC

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name John Deere Construction Retail Sales

Authorized Signatory's Title Manager, Contract Sales

Mark Oliver  
VENDOR AUTHORIZED SIGNATURE

Mark Oliver  
(NAME PRINTED OR TYPED)

Executed on 10 May, 2019

Sourcewell Contract # 032119-JDC



**Form F**

**PROPOSER ASSURANCE OF COMPLIANCE**

**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: John Deere Construction Retail Sales

Address: 1515 5th Avenue

City/State/Zip: Moline, IL 61265

Telephone Number: 309-748-3418

E-mail Address: OliverMarkR@JohnDeere.com

Authorized Signature: *Mark Oliver*

Authorized Name (printed): Mark Oliver

Title: Manager Contract Sales

Date: 3/14/2019

**Notarized**

Subscribed and sworn to before me this 14 day of MARCH, 2019

Notary Public in and for the County of ROCK ISLAND State of IL

My commission expires: 10/26/2021

Signature: *Cindy L. Schoo*





**Form G**

**OVERALL EVALUATION AND CRITERIA**

For the Proposed Subject **HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES**

Conformance to RFP Terms and Conditions	50	
Financial Viability and Marketplace Success	75	
Ability to Sell and Deliver Service Nationwide	100	
Marketing Plan	50	
Value-Added Attributes	75	
Warranty	50	
Depth and Breadth of Offered Products and Related Services	200	
Pricing	400	
<b>TOTAL POINTS</b>	<b>1000</b>	

Reviewed by: \_\_\_\_\_ Its \_\_\_\_\_  
\_\_\_\_\_ Its \_\_\_\_\_



**Form P**

**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: John Deere Construction Retail Sales

Questionnaire completed by: Richard Murga

**Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?

JDCRS' only option for payment terms is Net 30 Days.

- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

JDCRS (contract vendor) does not play a role in leasing, financing or payment terms other than Net 30 Days.

John Deere Financial offers leasing/financing options. The John Deere Municipal Lease Purchase Plan is a special low-rate financing plan that is designed to provide flexibility of leasing while building equity toward ownership of the John Deere equipment. Any state or local government body, or their political subdivisions, having the power to tax may be eligible for the John Deere Municipal Lease Purchase Plan, subject to approval.

John Deere Financial also offers other leasing and financing options for governmental, educational, and non-profit entities, subject to approval.

All leasing and financing options are handled through the local dealer and John Deere Financial. The lease/finance provider funds the contract sales invoice within 30 days.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

JDCRS authorizes U.S. dealer groups to sell direct after they agree to uphold Sourcewell's T&Cs in writing.

Sourcewell members will contact their local dealer for assistance with machine and option selection.  
<https://dealerlocator.deere.com/servlet/country=US>

The local dealer will provide the contract quote. Sourcewell members will submit their purchase orders to the authorized quoting party noted on their contract quote. The quote number and the Sourcewell contract number must be noted on the PO. If a municipal lease is involved, that too must be made known on the PO.

JDCRS will ship the unit to the selling U.S. dealer. For sales outside of the U.S., the local selling dealer will quote and arrange the freight move from factory to dealer and from dealer to customer.

Setup, installs, inspection and final delivery are handled by the local dealer. Authorized seller will invoice Sourcewell member upon receipt of product delivery acceptance notice.

U.S. sales reports will be processed and submitted by JDCRS on a quarterly basis.

Canada sales reports will be processed and submitted by John Deere Limited on a quarterly basis. Per our previous Sourcewell addendum to expand into Canada, John Deere Limited is the Canada-based sales branch office that owns the relationship with the Canadian dealer groups.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

P-card payments are accepted with a 3% processing fee added to the contract quote. P-card usage is to be made known at time of quote request. Customer PO must cover the added fee.

### **Warranty**

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Copy of standard warranty is attached in addition to the below responses.



Standard  
Warranty.pdf

- Do your warranties cover all products, parts, and labor?  
12 months full machine standard warranty is provided, as outlined in the standard warranty document.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?  
Full-size machines receive 12 months of coverage with no hour limit.  
Compact machines (Commercial Worksite) receive 24 months of coverage with 2,000-hour limit.  
Limitations on usage behavior are in place for all goods.
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? No
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? No How will Sourcewell Members in these regions be provided service for warranty repair? Dealers are assigned for coverage of the entire U.S.
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer? As outlined in the standard warranty document, non-Deere items are handled by original OEM.
- What are your proposed exchange and return programs and policies?  
As noted in the standard warranty document, "John Deere will repair or replace, at its option, any parts... of a new John Deere product that, as delivered to the original retail purchaser(s), are defective in material or workmanship." See full text for detailed explanation.

- 6) Describe any service contract options for the items included in your proposal.

No service contracts are made part of this RFP response or resultant award. Local dealers are allowed to quote service contracts and extended warranties at time of machine quote for buying agency's consideration.

### **Pricing, Delivery, Audits, and Administrative Fee**

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Customer solutions offered in response to this RFP are John Deere's Construction Equipment (CE) and Compact Construction Equipment (CCE) product lines. Heavy, medium and compact machines are available to meet the Sourcewell members' needs. Specifically, there are 15 categories of 90 plus machines, each with their own factory options and attachments. Additionally, there are 120 plus attachment offerings to be used in conjunction with the compact line of machines. Many of these attachments are functional on a variety of the four compact machine categories, adding great versatility to the end-user. Further, local dealers will have the ability to provide customer requested goods and services to complete the desired machine functionality.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

As in previous contracts, we will use a discount off current List price for each product model. Complete commercial price pages as well as a discount matrix are included with our bid response. Base machine and four-digit factory build codes will receive the machine discount. Non-factory items will be quoted by the dealer.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The discount range varies from 20% to 44% off our published List prices.

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

5-7 machines receive 1% additional discount  
8-14 machines receive 2% additional discount  
15-30 machines receive 3% additional discount

No rebates are offered.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

JDCRS can certainly offer "Sourced Goods". "Sourced Goods" are also referred to by John Deere as non-contract items, allied items, referral attachments, dealer provided goods/services... We define non-contract as John Deere non-factory items, such as Field Kits and Parts for dealer installation that appear in the price pages. Allied equipment is defined as other OEM equipment (ex. Bradco Rock Saw). Dealer provided goods/services are items such as; Attachments, Parts, Setup, Installs, Inspection, Preventative Maintenance services, Extended Warranty...

Non-contract, allied, and dealer provided goods/services would be sold as sourced goods and the price of the item or service is quoted by the John Deere dealer. Sourced goods will appear on the quote along with the contract item and would be listed as "Dealer provide..."

For example, a Sourcewell Member could purchase a John Deere Skid Steer Loader, an extra fuel tank cap (non-contract part) and a Bradco Rock Saw (allied) by utilizing the Sourcewell contract, but the price of the fuel tank cap and rock saw would be determined by the John Deere dealer and both would be listed on the PO as “Dealer provided fuel cap and Dealer provided Bradco Rock Saw”. We successfully use this process on other contracts.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial/pre-delivery inspection. Identify any parties that impose such costs and their relationship to the Proposer.

**Dealer provided goods and services:** Customer requested non-factory goods/services will be quoted by dealer.

**Set-up and installation fees:** Dealer applied charges that cover their costs for installing and ensuring the proper operation of sourced goods and field attachments. The set-up and installation fees are quoted by the dealer.

**Pre-Delivery Inspection (PDI):** A PDI is performed on all new machine purchases to ensure proper fluid levels, check system pressures, verify accurate system operation, and cleaning of the unit prior to delivery. The cost of the PDI is quoted by the dealer and will vary by machine model and complexity.

**Taxes:** Local taxes, if applicable, will be assessed.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

JDCRS believes that charging the corporate contracted freight rates for each and every sale is most equitable due to the known sizes & weights and unknown distances that goods will travel to reach the Sourcewell member’s local John Deere dealership. All shipments in the continental U.S. (CONUS) region will therefore be FOB Destination, Pre-Paid and Added. Factory to dealer freight will be quoted. Local delivery by dealer to customer location will also be quoted.

Prospective buying agency must supply the full address for the end-user’s delivery location at time of quote request. Should buying agency choose not to use their nearest compact equipment dealer, the preferred dealer needs to be clearly stated on the Purchase Order accordingly. Full-size equipment dealers have a defined coverage area and are not selectable by the customer.

JDCRS will make every effort to deliver ordered items in as timely a fashion as possible. Actual delivery cannot be defined ahead of time as warehouse dates are assigned based on number of orders placed on the factory, logistics assignment, transit time to local dealer, installs/setup/inspection by local dealer and final delivery to end user. In most cases, goods are delivered within 90 days, but there may be exceptions from time to time.

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

As is the case for the continental U.S., factory to dealer freight as well as local delivery by dealer to end-user will be quoted and invoiced. Location specific constraints related to moves by; ocean, barge, inland... may affect final delivery time.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

None noted that vary from what has previously been described. Should a request come in that requires further consideration, we will be happy to review for applicability.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

For sales that are processed through our office, the quote and purchase order are reviewed by the in-house account manager for accuracy. If the purchase order needs to be modified, the change request is submitted prior to commencing the factory ordering process.

Monthly spot checks are performed by our accounting department to ensure the department is compliant with published pricing and contract discounts. Additionally, the accuracy of the contract sales reporting and administrative fee paying are also audited.

For sales that are processed through the dealer network, the quote and purchase order are reviewed by the selling dealer. Dealers acquire the machines at a discount when selling through this contract. A program code has been established for use at time of dealer settlement to claim their discount. On a quarterly basis, JDCRS receives a dealer settlement report from which the dealer sales are retrieved and added to the in-house sales noted above. Together, the full report is reviewed, approved and processed for sales reporting to Sourcewell and for payment of admin fees.

- 18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

We propose a 1% admin fee applicable only to the equipment's contract selling price (List price of equipment on contract reduced by the contract discount percentage). The incidental, non-factory items and dealer provided goods and services (all items not priced/discounted by contract), will be excluded from the calculation. This process has proven functional in the past to accurately report sales activity stemming from dealers across the nation and for paying admin fees in a timely fashion.

### **Industry-Specific Questions**

- 19) Describe any industry-specific quality management system certifications obtained by your organization.

John Deere is registered with the International Standards Organization 9001 for quality management.

- 20) Describe any environmental management system certifications obtained by your organization.

For more information on John Deere's Environmental Stewardship visit:

[http://www.deere.com/en\\_US/corporate/our\\_company/citizenship/environmental\\_stewardship/environmental\\_stewardship.page?](http://www.deere.com/en_US/corporate/our_company/citizenship/environmental_stewardship/environmental_stewardship.page?)

- 21) Describe any preventive maintenance programs that your organization offers for the solutions you are proposing in your response.

Preventative maintenance services are dealer-provided. Please review Form P item 12 above.

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

3/14/2019

AMENDMENT TO  
Sourcewell Contract #032119-JDC

This AMENDMENT (“Amendment”) to Sourcewell Contract # 032119-JDC (“Agreement”) is effective on the date hereof, by and between Sourcewell® and John Deere Construction Retail Sales (“Vendor”)

WHEREAS, Vendor was awarded a Sourcewell Contract for Heavy Construction Equipment with Related Accessories, Attachments and Supplies effective May 13, 2019 until May 13, 2023 relating to the provision of products and services to Sourcewell and its members;

WHEREAS, John Deere Construction Retail Sales and Wirtgen America, Inc. have historically held separate Sourcewell contracts, it was errantly assumed separate submittals was the most appropriate response for RFP 032119. It has been since determined that the most effective way to serve Sourcewell members is to provide both John Deere and Wirtgen America offerings in tandem through contract award, 032119-JDC. John Deere Construction Retail Sales will remain the contract holder and Wirtgen America, Inc.’s products, ordering process, and sales/administration contacts will be included in John Deere’s portfolio for direct purchase and processing through the Wirtgen America, Inc. dealer channel. To summarize; John Deere offerings will only be sold through John Deere Construction Retail Sales and its authorized dealer channel, Wirtgen America, Inc. offerings will only be sold through Wirtgen America, Inc. and its authorized dealer channel. Those wishing to engage either product line must do so through the appropriate dealer channel;

WHEREAS, Vendor and Sourcewell desire to add Wirtgen America, Inc.’s product line (Wirtgen, Hamm and Voegle brands) under the Agreement (all sold by Wirtgen America, Inc. dealers);

WHEREAS, Vendor and Sourcewell acknowledge that Wirtgen America, Inc. shall be supporting sales of Wirtgen America offerings to Sourcewell members within the U.S. and Canada as well as responsible for related sales reporting and administrative fee paying;

WHEREAS, Vendor and Sourcewell acknowledge that Wirtgen America, Inc. failure to perform to contract terms and conditions may result in termination of contract;

WHEREAS, all parties agree that certain terms within the Agreement shall be updated and amended; and only to the extent as hereunder provided.

NOW, THEREFORE, in consideration of the mutual covenants and agreements described in this Amendment, the parties hereby agree as follows:

1. Form P Question 4 response is amended as follows:  
After the first paragraph, insert:  
“Wirtgen America, Inc. does not accept the P-card procurement and payment process.”

2. Form P Question 5 response is amended as follows:  
After the first paragraph, insert:  
“Wirtgen America, Inc. also offers 12 months of standard warranty but with a 1,000-hour limit.”

3. Form P Question 7 response is amended as follows:  
After the first paragraph, insert:  
“Wirtgen America, Inc.’s product line (Wirtgen, Hamm and Voegle) is being offered to provide 130+ equipment variations in the following categories: Milling, Recycling, Stabilizing, Paving, Spreading, Compacting and Rollers. Further, local dealers will be allowed to provide customer requested goods and services to complete the desired machine functionality.

John Deere Construction Retail Sales will also be offering Program Eligible machines to Sourcewell members in both the U.S. and Canada. “Program Eligible” opens the contract’s machine eligibility to include Demonstration machines, Training Center machines and Marketing machines as defined below.

**Program Eligible Criteria:**

Never retailed,  
Less than three years old for compact and mid-size machines,  
Less than four years old for Production Class Equipment (Articulated Dump Trucks, 950 and larger size Dozers, 470 and larger size Excavators, 744 and larger size 4WD Loaders).

**Program Eligible Pricing Model:**

Original List - Contract Discount = Standard Contract Selling Price  
Standard Contract Selling Price - Depreciation = Program Eligible Selling Price.  
Depreciation varies based on age, hours, and machine type.  
Depreciation is negotiated between dealer and customer.  
Sourcewell Administration Fee will be paid on Standard Contract Selling Price.”

4. Form P Question 9 response is amended as follows:  
Replace the initial response with the following verbiage:  
“The discount range varies from 17% to 44% off the manufacturer’s published List prices.”
5. Lastly, Form P Question 3 and Form A question 32 identify the John Deere sales branch in Canada as “John Deere Limited”, the proper business name is “John Deere Canada ULC.”

Except as amended by this Amendment, the Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date hereof.

**Sourcewell®**

DocuSigned by:  
x Jeremy Schwartz  
Authorized Signature – **Signed**

By Jeremy Schwartz  
Name – **Printed**

Title Director of Operations & Procurement/CPO

Date 3/12/2020 | 1:59 PM CDT

**John Deere Construction Retail Sales**

DocuSigned by:  
x Richard Murga  
Authorized Signature – **Signed**

By Richard Murga  
Name – **Printed**

Title Account Manager, Fed & State

Date 3/12/2020 | 1:43 PM CDT

APPROVED:

**Sourcewell®**

DocuSigned by:  
x Chad Coauette  
Authorized Signature – **Signed**

By Chad Coauette  
Name – **Printed**

Title Executive Director / CEO

Date 3/12/2020 | 2:08 PM CDT

**AMENDMENT #2  
TO  
SOURCEWELL CONTRACT #032119-JDC**

This Amendment is by and between **Sourcewell** (Sourcewell) and **John Deere Construction Retail Sales, a division of John Deere Shared Services, Inc.** (Vendor).

Vendor was awarded a Sourcewell contract for Heavy Construction Equipment with Related Accessories, Attachments, and Supplies #032119-JDC (Original Contract). The parties agree that certain terms within the Original Contract will be amended as hereunder provided.

In consideration of the mutual covenants and agreements described in this Amendment, the parties agree as follows:

1. This Amendment is effective upon the date of the last signature below.
2. Form P, Question 18, is modified to read that Vendor's Administrative Fee will be 0.50%.

Except as amended by this Amendment, the Original Agreement remains in full force and effect.

**Sourcewell**

BY: Jeremy Schwartz  
Authc: DocuSigned by:  
C0FD2A139D06489...

Jeremy Schwartz  
Name – Printed

Title: Director of Operations & Procurement/CPO

Date: 3/18/2020 | 3:25 PM CDT

**John Deere Construction Retail Sales, a  
division of John Deere Shared Services, Inc.**

BY: Richard Murga  
Authc: DocuSigned by:  
B5FD5EFBEF6045A...

Richard Murga  
Name – Printed

Title: Contract Administrator

Date: 3/18/2020 | 12:27 PM CDT

**APPROVED:**

BY: Chad Coauette  
Authc: DocuSigned by:  
7E42BBF817A64CC...

Chad Coauette  
Name – Printed

Title: Executive Director/CEO

Date: 3/18/2020 | 5:05 PM CDT



## Appendix A

Sourcewell on behalf of itself and its current and potential Member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal governmental, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution.

For your reference, the links below include some, but not all, of the entities included in this proposal.

[http://www.usa.gov/Agencies/Local\\_Government/Cities.shtml](http://www.usa.gov/Agencies/Local_Government/Cities.shtml)

<http://nces.ed.gov/globallocator/>

[https://www.census.gov/2010census/partners/pdf/FIPS\\_StateCounty\\_Code.pdf](https://www.census.gov/2010census/partners/pdf/FIPS_StateCounty_Code.pdf)

<http://nccs.urban.org/sites/all/nccs-archive/html//PubApps/search.php>

<https://www.usa.gov/tribes#item-37647>

<http://www.usa.gov/Agencies/State-and-Territories.shtml>

[Oregon](#)

[Hawaii](#)

[Washington](#)













Hawaii

Idaho

West Pearl-Orville Fire District  
 Western Ada Recreation District  
 Wilder Recreation District  
 Wilder Irrigation District  
 Wilder Public Library District  
 Wilder Rural Fire Protection District  
 Wilderness Ranch Fire Protection District  
 Winona Highway District  
 Winder Highway District

**State**  
 Idaho Department of Administration  
 Idaho Department of Health and Welfare  
 State of Idaho

**Tribes**  
 Nez Perce Tribe  
 Shoshone-Banock Tribes

Oregon

Cascade People's Utility District  
 Cascade Rural Fire Protection District  
 Cascade Valley Fire District  
 Clatsop County Housing Authority  
 Clatsop Rural Fire Protection District  
 Clatsop Wild Fire Protection District  
 Colton Fire District  
 Colton Water District  
 Columbia Health District  
 Columbia Improvement District  
 Columbia River People's Utility District  
 Coos County Airport District  
 Coos County Fire District  
 Coquille Indian Housing Authority  
 Coquille Valley Hospital District  
 Corbett Water District  
 Corvallis Rural Fire Protection District  
 Cove Rural Fire Protection District  
 Coward Rural Fire Protection District  
 Crooked River Spauld Road District  
 Curry Public Library District  
 Curry Health District  
 Dallas Cemetery District No. 4  
 Dean-Millard Water District  
 Deer Rural Fire Protection District  
 Deschutes County Fire District  
 Deschutes County Rural Fire District No. 1  
 Deschutes Valley Water District  
 Devils Lake Water Improvement District  
 Dexter Rural Fire Protection District  
 Douglas County Fire District No. 2  
 Douglas County Water District  
 Douglas Soil and Water Conservation District  
 Drake Crossing Rural Fire Protection District  
 Dufur Recreation District  
 Eagle Valley Soil and Water Conservation District  
 East Fork Irrigation District  
 East Fork Soil and Water Conservation District  
 East Umatilla County Health District  
 East Valley Water District  
 Echo Rural Fire District  
 Elsie-Vernampho Rural Fire Protection District No. 11  
 Emerald People's Utility District  
 Empire Fire District No. 69  
 Falcon Water District  
 Falcon Cove Beach Water District  
 Farmers Irrigation District  
 Gardiner Sanitary District  
 Gaston Rural Fire District  
 Gates Rural Fire Protection District  
 Gem National Fire Protection District  
 Glendale Rural Fire Protection District  
 Glendon Sanitary District  
 Goshen Fire District  
 Government Camp Sanitary District  
 Grand Ronde Sanitary District  
 Grand Ronde Water District  
 Grand Valley Sanitary District  
 Grant Soil and Water Conservation District  
 Green Pass Irrigation District  
 Green Sanitary District  
 Hallem Road Spauld District  
 Halsey Rural Fire Protection District  
 Harney County Health District  
 Harney Sanitary District  
 Harney Water Public Utility District  
 Harney District Hospital  
 Harney Soil and Water Conservation District  
 Harman Rural Fire Protection District  
 Harney County Water District  
 Hartsel Rural Fire Protection District  
 Hells Jolt Water and Sewer Authority  
 Heets Water District  
 Hermiton Cemetery District  
 Hermiton Fire and Emergency Services District  
 Hermiton Irrigation District  
 Hood River County Library District  
 Hood River County Water District  
 Hood River Valley Parks and Recreation District  
 Hoodland Fire District No. 74  
 Hubbard Rural Fire Protection District  
 Ice-Fountain Water District  
 Illinois Valley Rural Fire Protection District  
 Imbler Rural Fire Protection District  
 Irigan Community Park and Recreation Maintenance District  
 Jackson County Airport Authority  
 Jackson County Fire District No. 3  
 Jackson County Fire District No. 5  
 Jackson County Housing Authority  
 Jackson County Library District  
 Jackson County Water Control District  
 Jackson County Water Conservation District  
 Jackson Soil and Water Conservation District  
 Jefferson Rural Fire Protection District  
 John Day/Canyon City Parks and Recreation District

Utah

South Carolina Department of Revenue  
 South Carolina General Services Division  
 South Carolina State Auditor and Control Board  
 South Carolina State Treasurer's Office  
 State of South Carolina  
 Township  
 Township of Grand Meadow  
 Catawba Indian Nation

Washington

Crowley School District No. 410  
 DeWitt School District  
 Othello School District  
 Palouse School District No. 102  
 Palouse School District No. 301  
 Pasco School District No. 1  
 Peaslee School District  
 Pelly School District No. 50  
 Pell School District No. 301  
 Peninsula School District  
 Pioneer School District No. 402  
 Pomeroy School District No. 110  
 Port Angeles School District No. 121  
 Port Townsend School District No. 50  
 Pullman School District No. 402/51  
 Prosser School District No. 116  
 Puget Sound Educational Service District  
 Pullman School District No. 397  
 Pullman School District No. 5  
 Quilicura School District No. 20  
 Quilicura Valley School District No. 402  
 Quincy School District No. 144  
 Rainier School District No. 307  
 Raymond School District No. 116  
 Rainier School District No. 144  
 Rainier School District No. 403  
 Republic School District  
 Richland School District No. 400  
 Ridgefield School District No. 122  
 Rivelle School District  
 Riverview School District No. 407  
 Rochester School District  
 Rosalia School District No. 320  
 Royal School District  
 Sam Juan Island School District No. 149  
 Sandy School District No. 104  
 Seattle Public Schools  
 Seena-Whalley School District No. 101  
 Seena-Whalley School District No. 102  
 Selah School District No. 119  
 Selkirk School District No. 70  
 Sequim School District No. 329  
 Shelton School District No. 310  
 Shelton School District No. 300  
 Shoreline School District No. 412  
 Skykomish School District  
 Snohomish School District No. 201  
 Snohomish Valley School District No. 450  
 Spagi Lake School District No. 101  
 Spokane School District No. 118  
 South Knapah School District No. 402  
 South Whidbey School District No. 206  
 Southside School District  
 Spokane Public Schools  
 Sprague School District  
 Spokane Valley School District No. 222  
 Spokane Valley School District No. 223  
 Stanwood-Camano School District No. 401  
 Stillacoom Historical School District No. 1  
 Steptoe School District No. 304  
 Stevens-Carson School District No. 309  
 Sullen School District No. 311  
 Summit School District No. 202  
 Sumner School District No. 320  
 Sunnyside School District No. 201  
 Tacoma School District No. 10  
 Thelma School District No. 409  
 The Dalles School District No. 402  
 Toke School District No. 402  
 Toke School District No. 227  
 Tonasket School District  
 Toppenish School District No. 202  
 Trout Lake School District No. 330  
 Trout Lake School District No. 330  
 Trout Lake School District No. R-400  
 Tulewilla School District No. 406  
 Tumwater School District No. 33  
 Union Gap School District No. 2  
 University Place School District No. 63  
 Valley School District  
 Valley School District No. 70  
 Vancouver School District No. 37  
 Vashon Island School District No. 402  
 Wahkiakum School District No. 200  
 Wahkiakum School District No. 73  
 Walla Walla School District No. 140  
 Walla Walla School District No. 207  
 Wapato School District No. 207  
 Warden School District No. 146-161  
 Washington Schools Risk Management Pool  
 Washington State Educational Service District

Junction City Rural Fire Protection District  
 Juniper Flat Rural Fire Protection District  
 Keating Soil and Water Conservation District  
 Ketchikan Fire District  
 Koss Fire Protection District  
 Kermville-Glendale Beach-Jinokhi Beach Water District  
 Klamath County Fire District No. 1  
 Klamath County Library Service District  
 Klamath Housing Authority  
 Klamath Vector Control District  
 La Grande Rural Fire Protection District  
 La Pine Park and Recreation District  
 La Pine Rural Fire Protection District  
 La Pine Water District  
 Lake County Fire District No. 1  
 Lake Grove Water District  
 Lakeside Fire District No. 4  
 Lane County Fire District No. 1  
 Lane Transit District  
 Lehigh Fire District  
 Lehigh Special Sewer District  
 Lebanon Aquatic District  
 Lebanon Fire District  
 Lewis and Clark Rural Fire Protection District  
 Libby Drainage District  
 Lin-Benson Housing Authority  
 Little Ferry Fire District  
 Lonoke Rural Fire Protection District  
 Lowell Rural Fire Protection District  
 Lower Umphug Hospital District  
 Lusted Water District  
 Madras Aquatic Center District  
 Madras Fire District  
 Malheur Rural Fire Protection District  
 Malheur Water District  
 Marion County Fire District No. 1  
 Marion Soil and Water Conservation District  
 Medford Irrigation District  
 Merrill Rural Fire Protection District  
 Merwin Fire District  
 McMinnville Water & Light  
 Mid-County Cemetery Maintenance District  
 Middle Fork Irrigation District  
 Miles Crossing Sanitary Sewer District  
 Milers Ferry Fire District  
 Milers Ferry Water Control District  
 Mills-Bitterfield Rural Fire Protection District  
 Mohawk Valley Rural Fire District  
 Modula River Improvement District  
 Modula Rural Fire Protection District No. 73  
 Moscow County Health District  
 Mountain View Hospital District  
 Mt. Angel Fire District  
 Multnomah County Drainage District No. 1  
 Multnomah County Rural Fire Protection District No. 10  
 Multnomah County Rural Fire Protection District No. 14  
 Nampa Rural Fire Protection District  
 Nels B. Walker Water Control District  
 Neskowin Regional Sanitary Authority  
 Nestucca Rural Fire Protection District  
 Nevers-Oregonale Sanitary District  
 Nevers-Oregonale Rural Fire Protection District  
 Nevers-Oregonale Water District  
 North Bend City/Coos-County Housing Authority  
 North Central Public Health District  
 North Clatsop Parks and Recreation District  
 North County Recreation District  
 North Gilliam Cemetery District  
 North Gilliam Fire Protection District  
 North Humboldt Fire and Rescue District No. 1  
 North Powder Rural Fire Protection District  
 North Sherman County Rural Fire Protection District  
 North Unit Irrigation District  
 Northeast Oregon Housing Authority  
 Northgate Community Center District  
 Northern Wasco County People's Utility District  
 Northwest Oregon Housing Authority  
 Nysta Road Assessment District No. 2  
 Nysta Rural Fire Protection District  
 Oak Hill Sanitary District  
 Oak Lodge Sanitary District  
 Oakeside Water District  
 Oaxo West Sanitary District  
 Okell Sanitary District  
 Ontario Library District  
 Oregon Fire District Association  
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 Oregon Fire District No. 91  
 Oregon Fire District No. 92  
 Oregon Fire District No. 93  
 Oregon Fire District No. 94  
 Oregon Fire District No. 95  
 Oregon Fire District No. 96  
 Oregon Fire District No. 97  
 Oregon Fire District No. 98  
 Oregon Fire District No. 99  
 Oregon Fire District No. 100  
 Oregon Water Wondersland Light & Sanitary District  
 Owyhee Irrigation District

Washington School District  
 Westaustralia School District  
 Westaustralia School District No. 209  
 Wellfield School District  
 Wenatchee School District No. 246  
 West Valley School District No. 208, Yakima County  
 West Valley School District No. 363, Spokane County  
 White Pass School District No. 303  
 White River School District No. 414  
 White Salmon Valley School District No. 405-17  
 Willmar School District No. 200  
 Willapa Valley School District No. 150  
 Wilson Creek School District  
 Winlock School District No. 232  
 Wishkah Valley School District No. 117  
 Wolcott School District No. 404  
 Yakima School District No. 7  
 Yelm Community School District No. 2  
 Zillah School District No. 205  
 Special District  
 Acme Water District No. 18  
 Adams County Fire District No. 1  
 Adams County Mosquito Control District  
 Adams County Water District  
 Adkins Lake Irrigation District  
 Alderwood Water and Wastewater District  
 Alpine Water District  
 Anacosta Housing Authority  
 Anacosta Water District  
 Annapolis Fire District No. 1  
 Astoria Cemetery District No. 1  
 Astoria Conservation District  
 Astoria Fire District No. 1  
 Astoria Housing Authority  
 Astoria Public Utility District No. 1  
 Astoria Water District  
 Bainbridge Island Metropolitan Park and Recreation District  
 Bainbridge Water District  
 Bayview Beach Water District  
 Beakon Hill Water and Sewer District  
 Beavette Irrigation District  
 Bellamy Water District No. 1  
 Bellamy Water District No. 2  
 Bellingham Housing Authority  
 Bellingham Public Development Authority  
 Benton County Fire Protection District No. 1  
 Benton County Fire Protection District No. 2  
 Benton County Fire Protection District No. 3  
 Benton County Fire Protection District No. 4  
 Benton County Fire Protection District No. 5  
 Benton County Fire Protection District No. 6  
 Benton County Mosquito Control District  
 Benton County Public Utility District No. 1  
 Benton County Public Utility District No. 2  
 Benton County Public Utility District No. 3  
 Beverly Water District  
 Birch Bay Water and Sewer District  
 Black Diamond Water District  
 Bremerton Housing Authority  
 Buckhorn-Upriver County Airport Authority  
 Buhlman Irrigation District No. 1  
 Buhlman Irrigation District No. 2  
 Canby Irrigation District No. 7  
 Cascade Conservation District  
 Cedar River Water and Sewer District  
 Central Pierce Fire and Rescue District No. 5  
 Central Pierce Fire and Rescue District No. 6  
 Central Pierce Fire and Rescue District No. 7  
 Central Valley Ambulance Authority  
 Chelan County Fire District No. 1  
 Chelan County Fire District No. 2  
 Chelan County Fire District No. 3  
 Chelan County Fire District No. 4  
 Chelan County Fire District No. 5  
 Chelan County Fire District No. 6  
 Chelan County Fire District No. 7  
 Chelan County Fire District No. 8  
 Chelan County Fire District No. 9  
 Chelan County Public Hospital District No. 1  
 Chelan County Public Utility District No. 1  
 Chelan County Public Utility District No. 2  
 Chelan County Wenatchee Housing Authority  
 Chelan Water District  
 Chelan Water District  
 Chukiat Community Forest Park District  
 Chillum Conservation District  
 Chillum County Fire District No. 2  
 Chillum County Fire District No. 5  
 Chillum County Fire District No. 6  
 Chillum County Fire District No. 7  
 Chillum County Fire Protection District No. 1  
 Chillum County Fire Protection District No. 2  
 Chillum County Fire Protection District No. 3  
 Chillum County Fire Protection District No. 4  
 Chillum County Hospital District No. 1  
 Chillum County Housing Authority  
 Chillum County Parks and Recreation District No. 1  
 Chillum County Parks and Recreation District No. 2  
 Chillum County Public Utility District No. 1  
 Clark County Fire District No. 11  
 Clark County Fire District No. 12  
 Clark County Fire District No. 13





- Lake Stevens Sewer District
- Lake Washington Water District
- Lake Whitcom Water and Sewer District
- Lakewood Water District
- Lanora Water and Sewer District
- Lewis County Conservation District
- Lewis County Fire District No. 11
- Lewis County Fire District No. 13
- Lewis County Fire District No. 18
- Lewis County Fire District No. 9
- Lewis County Fire Protection District No. 14
- Lewis County Fire Protection District No. 15
- Lewis County Fire Protection District No. 2
- Lewis County Fire Protection District No. 5
- Lewis County Fire Protection District No. 6
- Lewis County Fire Protection District No. 8
- Lewis County Hospital District No. 1
- Lewis County Hospital District No. 2
- Lewis County Public Utility District No. 1
- Lewis County Water District No. 1
- Lewis County Water District No. 3
- Lewis Public Transportation Benefit Area Authority
- Liberty Lake Sewer and Water District
- Lincoln County Fire District No. 4
- Lincoln County Fire Protection District No. 5
- Lincoln County Fire Protection District No. 6
- Lincoln County Fire Protection District No. 8
- Lincoln County Hospital District No. 3
- Lincoln County Fire Protection District No. 9
- Lopez Island Fire Protection District No. 3
- Lopez Island Library District
- Lower Elwha Housing Authority
- Lummi Housing Authority
- Lummi Tribal Sewer and Water District
- Luttrell Housing Authority
- Madaga Water District
- Manchester Water District
- Manson Park and Recreation District
- Marshall Flood Control District
- Marquette Fire District
- Mason County Fire District No. 13
- Mason County Fire District No. 17
- Mason County Fire District No. 2
- Mason County Fire District No. 4
- Mason County Fire Protection District No. 5
- Mason County Fire Protection District No. 8
- Mason County Hearing Authority
- Mason County Public Hospital District No. 1
- Mason County Public Utility District No. 1
- Mason County Public Utility District No. 3
- Mason County Transit Authority
- Mason County Water District
- Mid-Columbia Library District
- Midway Sewer District
- Mosab Irrigation District No. 20
- Moses Lake Irrigation and Rehabilitation District
- Mudzee Water and Wastewater District
- Naselle Fire District
- North Beach Water District
- North Central Washington Economic Development District
- North City Water District
- North County Regional Fire Authority
- North Highline Fire District
- North Kitsap Water District
- North Park Fire Protection District
- Northwest Sammamish Sewer and Water District
- Northshore Utility District
- Northwest Park and Recreation District No. 2
- Okanagan Conservation District
- Okanagan County Cemetery District No. 4
- Okanagan County Cemetery District No. 5
- Okanagan County Fire Protection District No. 11
- Okanagan County Housing Authority
- Okanagan County Public Hospital District No. 3
- Okanagan County Public Utility District No. 4
- Okanagan County Public Utility District No. 1
- Okanagan County Public Utility District No. 16
- Okanagan Irrigation District
- Olympic View Water and Sewer District
- Olympus Terrace Sewer District
- Orcas Island Irrigation District No. 6
- Orcas Island Library District
- Oroville Housing Authority
- Oroville Housing Authority District
- Othello Housing Authority
- Othello Conservation District
- Pacific County Fire District No. 1
- Pacific County Fire District No. 2
- Pacific County Fire Protection District No. 1
- Pacific County Fire Protection District No. 3

- Pacific County Public Healthcare Services District No. 3
- Pacific County Public Healthcare Services District No. 4
- Pacific Hospital Preservation and Development Authority
- Palouse Conservation District
- Pend Oreille County Housing Authority
- Pend Oreille County Fire District No. 2
- Pend Oreille County Fire District No. 4
- Pend Oreille County Fire District No. 5
- Pend Oreille County Library District
- Pend Oreille County Public Hospital District No. 1
- Pend Oreille County Public Utility District No. 1
- Peminsula Housing Authority
- Peminsula Metropolitan Park District
- Peminsula Regional District
- Peminsula Water District
- Pierce Conservation District
- Pierce County Fire District No. 13
- Pierce County Fire District No. 16
- Pierce County Fire District No. 18
- Pierce County Fire District No. 23
- Pierce County Fire District No. 2
- Pierce County Fire District No. 3
- Pierce County Fire District No. 5
- Pierce County Fire District No. 8
- Pierce County Fire Protection District No. 14
- Pierce County Fire Protection District No. 2
- Pierce County Fire Protection District No. 21
- Pierce County Housing Authority
- Pike Place Market Preservation and Development Authority
- Point Roberts Water District No. 4
- Ponkey Shores Water and Sewer District
- Port Ludlow Drainage District
- Port Townsend Preservation District
- Presser Fire District No. 3
- Presser Public Hospital District
- Public Hospital District No. 1
- Public Hospital District No. 3
- Public Utility District No. 1
- Public Utility District No. 2
- Public Utility District No. 3
- Quilicura Housing Authority
- Quilicura Housing Authority
- Quincy-Columbia Basin Irrigation District
- Remton Housing Authority
- Richard Housing Authority
- Ridgely Public Hospital District
- Rosalia Water District
- Rosa Irrigation District
- Sachse Lake Sewer and Water District
- Sammamish Plateau Water and Sewer District
- San Juan Island Library District
- Sammamish Water District
- Seattle Hill Water District
- Seattle Chinatown International District Preservation and Development Authority
- Seattle Housing Authority
- Seattle Southside Regional Tourism Authority
- Sibb-Mexce Irrigation District
- Si View Metropolitan Park District
- Silver Lake Water District
- Silver Lake Water and Sewer District
- Silverdale Water District
- Sliverdale Conservation District
- Slaght County Cemetery District No. 2
- Slaght County Fire District No. 10
- Slaght County Fire District No. 11
- Slaght County Fire District No. 15
- Slaght County Fire District No. 9
- Slaght County Fire Protection District No. 13
- Slaght County Fire Protection District No. 14
- Slaght County Fire Protection District No. 2
- Slaght County Fire Protection District No. 3
- Slaght County Fire Protection District No. 4
- Slaght County Fire Protection District No. 5
- Slaght County Fire Protection District No. 8
- Slaght County Housing Authority
- Slaght County Public Hospital District No. 1
- Slaght County Public Hospital District No. 2
- Slaght County Public Hospital District No. 304
- Slaght County Public Utility District No. 1
- Slaght County Sewer District No. 1
- Slaght County Sewer District No. 2
- Slaght Valley Public Hospital District No. 1
- Stansall County Fire District No. 1
- Stansall County Fire District No. 2
- Stansall County Public Hospital District No. 1
- Stansall County Public Utility District No. 1
- Stansall County Water and Sewer District
- Stansall County Water and Sewer District
- Stansall County Fire District No. 15
- Stansall County Fire District No. 16
- Stansall County Fire District No. 18
- Stansall County Fire District No. 25
- Stansall County Fire District No. 5
- Stansall County Fire Protection District No. 1
- Stansall County Fire Protection District No. 17















State	Agency/Authority	Agency/Authority	Agency/Authority	Agency/Authority	Agency/Authority
Alabama	Alabama Water and Sewer District				
Alaska	Bald Highway District				
Arizona	Bull Run Fire Protection District				
Arkansas	Burley Highway District				
California	Cadwell Housing Authority				
Colorado	Canyon Highway District No. 4				
Connecticut	Canby Fire District				
Delaware	Central Fire District				
District of Columbia	Central Shoshone County Water District				
Florida	Chickasaw Fire District				
Georgia	Chickasaw Fire District				
Hawaii	Chickasaw Fire District				
Idaho	Chickasaw Fire District				
Illinois	Chickasaw Fire District				
Indiana	Chickasaw Fire District				
Iowa	Chickasaw Fire District				
Kansas	Chickasaw Fire District				
Kentucky	Chickasaw Fire District				
Louisiana	Chickasaw Fire District				
Maine	Chickasaw Fire District				
Maryland	Chickasaw Fire District				
Massachusetts	Chickasaw Fire District				
Michigan	Chickasaw Fire District				
Minnesota	Chickasaw Fire District				
Mississippi	Chickasaw Fire District				
Missouri	Chickasaw Fire District				
Montana	Chickasaw Fire District				
Nebraska	Chickasaw Fire District				
Nevada	Chickasaw Fire District				
New Hampshire	Chickasaw Fire District				
New Jersey	Chickasaw Fire District				
New Mexico	Chickasaw Fire District				
New York	Chickasaw Fire District				
North Carolina	Chickasaw Fire District				
North Dakota	Chickasaw Fire District				
Ohio	Chickasaw Fire District				
Oklahoma	Chickasaw Fire District				
Oregon	Chickasaw Fire District				
Pennsylvania	Chickasaw Fire District				
Rhode Island	Chickasaw Fire District				
South Carolina	Chickasaw Fire District				
South Dakota	Chickasaw Fire District				
Tennessee	Chickasaw Fire District				
Texas	Chickasaw Fire District				
Utah	Chickasaw Fire District				
Vermont	Chickasaw Fire District				
Virginia	Chickasaw Fire District				
Washington	Chickasaw Fire District				
West Virginia	Chickasaw Fire District				
Wisconsin	Chickasaw Fire District				
Wyoming	Chickasaw Fire District				



Hawaii

Idaho

West Ford Oneilla Fire District  
 Western Blaine County Recreation District  
 Wilder Recreation District  
 Wilder Public Library District  
 Wilder Rural Fire Protection District  
 Wilderness Ranch Fire Protection District  
 Wolfley Fire District  
 Wolfley Highway District

**State**  
 Idaho Department of Administration  
 Idaho Department of Health and Welfare  
 State of Idaho  
 Tobacco

**Tribes**  
 Coeur d'Alene Tribe  
 Kootenai Tribe of Idaho  
 Nez Perce Tribal Enterprises  
 Nez Perce Tribe  
 Shoshone-Bannock Tribes

Illinois

Chickasaw People's Utility District  
 Clarksville Fire District  
 Claborn Care Center Health District  
 Clatsop County Housing Authority  
 Cloverdale Rural Fire Protection District  
 Coburg Rural Fire Protection District  
 Colton Fire District  
 Columbia Community Health District  
 Columbia County Drainage Districts Joint Connecting Authority  
 Columbia Health District  
 Columbia Improvement District  
 Columbia River People's Utility District  
 Columbia Soil and Water Conservation District  
 Coos County Airport District  
 Coos County Districts  
 Coquille Valley Hospital District  
 Corbett Water District  
 Corvallis Rural Fire Protection District  
 Cove Rural Fire Protection District  
 Crocker-Randall Hospital District  
 Crooked River Ranch Special Road District  
 Curry Health District  
 Curry Public Library District  
 Dallas Cemetery District No. 4  
 Dean-Millard Water District  
 Deschutes County Health District  
 Deschutes County Rural Fire District No. 1  
 Deschutes Valley Water District  
 Devils Lake Water Improvement District  
 Dezer Rural Fire Protection District  
 Douglas County Health District  
 Douglas County Housing Authority  
 Douglas Soil and Water Conservation District  
 Drakes Crossing Rural Fire Protection District  
 Dufur Recreation District  
 Eagle Valley Soil and Water Conservation District  
 East Fork Irrigation District  
 East Fork Soil and Water Conservation District  
 East Umatilla County Health District  
 East Valley Water District  
 Echo Rural Fire District  
 Eldorado-Vernonia Rural Fire Protection District No. 11  
 Emerald Peak Public Utility District  
 Emerald Valley Rural Fire District No. 89  
 Fairview Water District  
 Falcon Cove Beach Water District  
 Farmers Irrigation District  
 Gardner-Sanitary District  
 Gaston Rural Fire District  
 Goshute County Health District  
 Grant Rural Fire Protection District  
 Glendale Rural Fire Protection District  
 Glendale-Sanitary District  
 Goshon Fire District  
 Government Camp Sanitary District  
 Grand Coulee Irrigation District  
 Grand Coulee Transportation District  
 Grant Soil and Water Conservation District  
 Grants Pass Irrigation District  
 Green Sanitary District  
 Hallem Food Special District  
 Harney County Rural Fire Protection District  
 Harney Rural Fire Protection District  
 Harbor Sanitary District  
 Harbor Water Public Utility District  
 Harney District Hospital  
 Harney Soil and Water Conservation District  
 Harrisburg Rural Fire Protection District  
 Harlow Public Utility District  
 Harlow Rural Fire Protection District  
 Hells Creek Water and Sewer Authority  
 Heona Water District  
 Hermiton Cemetery District  
 Hermiton Fire and Emergency Services District  
 Hermiton Irrigation District  
 Hermiton Water District  
 Hood River County Transportation District  
 Hood River Valley Parks and Recreation District  
 Hoodland Fire District No. 74  
 Hubbard Rural Fire Protection District  
 Ice Mountain Water District  
 Imbler-Sanitary District  
 Ine Rural Fire Protection District  
 Irwin Community Parks and Recreation Maintenance District  
 Jackson County Airport Authority  
 Jackson County Fire District No. 3  
 Jackson County Fire District No. 5  
 Jackson County Health District  
 Jackson County Hospital District  
 Jackson County Vector Control District  
 Jackson Soil and Water Conservation District  
 Jefferson Rural Fire Protection District  
 John Day/Canyon City Parks and Recreation District

South Carolina

South Carolina Department of Revenue  
 South Carolina Department of Transportation  
 South Carolina Office of Regulatory Staff  
 South Carolina State Budget and Control Board  
 South Carolina State Treasurer's Office  
 State of South Carolina  
 Township  
 University of South Carolina  
 Township of Grand Meadow  
 Tobacco  
 Catawba Indian Nation

Utah

Washington

Orville School District No. 410  
 Otis School District  
 Othello School District No. 344  
 Otis School District  
 Palouse School District No. 102  
 Palouse School District No. 301  
 Pasco School District No. 1  
 Pasco School District No. 50  
 Park School District No. 301  
 Park School District  
 Pentacosta School District  
 Pioneer School District No. 402  
 Pomeroy School District No. 110  
 Port Angeles School District No. 121  
 Port Townsend School District No. 30  
 Port Townsend School District No. 402/37  
 Priddy Prep Schools  
 Prosser School District No. 116  
 Puget Sound Educational Service District  
 Pullman School District No. 267  
 Puyallup School District No. 3  
 Puyallup School District No. 70  
 Quesada School District No. 48  
 Quilley Valley School District No. 402  
 Quincy School District No. 144  
 Rainier School District No. 307  
 Raymond School District No. 116  
 Rainier School District  
 Rainier School District No. 403  
 Republic School District  
 Richland School District No. 400  
 Ridgefield School District No. 122  
 Riverview School District  
 Riverview School District  
 Riversdale School District No. 407  
 Rochester School District  
 Rosalia School District No. 320  
 Royal School District  
 San Juan Island School District No. 149  
 Sandy School District No. 104  
 Sallis School District  
 Seabeach Public School District  
 Seaton-Woolley School District No. 101  
 Selkirk School District No. 119  
 Selkirk School District No. 70  
 Sequim School District No. 323  
 Shaker School District No. 30  
 Shaker School District No. 300  
 Shoreline School District No. 412  
 Skykomish School District  
 Snohomish School District No. 201  
 Snohomish School District No. 410  
 Soap Lake School District No. 198  
 Spokane School District No. 402  
 South Kitsap School District No. 402  
 South Whidbey School District No. 205  
 Southside School District  
 Spokane Public Schools  
 Sprague School District  
 Sprague School District No. 323  
 Sprague School District No. 323  
 Stanwood-Camano School District No. 401  
 Stillacoom Historical School District No. 1  
 Steptoe School District No. 304  
 Stevenson-Creson School District No. 303  
 Sullivan School District No. 311  
 Sumner School District No. 402  
 Sumner School District No. 320  
 Sumner School District No. 201  
 Tacoma School District No. 10  
 Tacoma School District No. 77  
 Tahama School District No. 409  
 Tahama School District No. 408  
 Tahoma School District No. 402  
 Thoreau School District No. 402  
 Tonahill School District No. 237  
 Tonasket School District  
 Toppensish School District No. 202  
 Towner School District No. 300  
 Towner School District No. 30  
 Trout Lake School District No. R-400  
 Tukwila School District No. 406  
 Tumwater School District No. 33  
 Union Gap School District No. 2  
 University Place School District No. 83  
 University School District No. 70  
 Valley School District  
 Vancouver School District No. 37  
 Vashon Island School District No. 402  
 Wahkiakum School District No. 200  
 Wahkiakum School District No. 73  
 Walla Walla School District  
 Walla Walla School District No. 140  
 Wapato School District No. 207  
 Warden School District No. 146-161  
 Washington Schools Risk Management Pool  
 Washington State Educational Service District

Junction City Rural Fire Protection District  
 Juniper Flat Rural Fire Protection District  
 Kalamazoo Fire Protection District  
 Kaler Rural Fire Protection District  
 Keno Fire Protection District  
 Kernville-Glendon Beach-Umohi Beach Water District  
 Klamath County Library Service District  
 Klamath County Rural Fire Protection District  
 Klamath Irrigation District  
 Klamath Vector Control District  
 La Grande Rural Fire Protection District  
 La Pine Park and Recreation District  
 La Pine Rural Fire Protection District  
 Lake District  
 Lake District Hospital  
 Lake Grove Water District  
 Lakeland Fire District No. 4  
 Lane County Fire District No. 1  
 Lane Library District  
 Lane Water District  
 Latah Water District  
 Lathrop Special Sewer District  
 Lebanon Fire District  
 Lewis and Clark Rural Fire Protection District  
 Lincoln Fire District  
 Lincoln Irrigation Authority  
 Lion Fire Protection District  
 Lookoutpass Rural Fire District  
 Lorain Rural Fire Protection District  
 Lowell Rural Fire Protection District  
 Lower Umpqua Hospital District  
 Lower Umpqua Water District  
 Malheur County Fire District  
 Malheur County Housing Authority  
 Malheur Rural Fire Protection District  
 Mapleton Water District  
 Marion County Fire District No. 1  
 Marion Soil and Water Conservation District  
 Marshall Fire District  
 Merrill Rural Fire Protection District  
 Micro  
 McMinnville Water & Light  
 Mid-County Cemetery Maintenance District  
 Middle Fork Irrigation District  
 Middle Fork Water District  
 Mill City Rural Fire Protection District  
 Milton-Fresewater Water Control District  
 Miss-Birkenfield Rural Fire Protection District  
 Mohawk Valley Rural Fire District  
 Modula River Improvement District  
 Modoc County Fire District No. 73  
 Monmouth Fire Protection District  
 Morrow County Health District  
 Mountain View Hospital District  
 Mt. Angel Fire District  
 Multnomah County Drainage District No. 1  
 Multnomah County Rural Fire Protection District No. 10  
 Multnomah County Rural Fire Protection District No. 14  
 Nalla Beach-Quail Water District  
 Nalla Beach-Quail Water District  
 Neskeown Regional Sanitary Authority  
 Nestucca Rural Fire Protection District  
 Netarts Oceanides Sanitary District  
 Netarts Regional Sanitary District  
 North Bay Rural Protection Fire District  
 North Bend City/Coos-Curry Housing Authority  
 North Central Public Health District  
 North Clatsop Parks and Recreation District  
 North County Recreation District  
 North Fork Astoria Regional Fire Protection District  
 North Gilliam County Rural Fire Protection District  
 North Lincoln Fire and Rescue District No. 1  
 North Powder Rural Fire Protection District  
 North Sherman County Rural Fire Protection District  
 North Umpqua Regional Fire Authority  
 Northern Oregon Parks and Recreation District  
 Northern Wasco County People's Utility District  
 Northwest Oregon Housing Authority  
 Nyssa Road Assessment District No. 2  
 Nyssa Rural Fire Protection District  
 Oak Lake Sanitary District  
 Oak Lodge Water District  
 Opanside Water District  
 Oxbow West Sanitary District  
 Odell Sanitary District  
 Oregano Library District  
 Oregon Infrastructure Finance Authority  
 Oregon Trail Library District  
 Oregon Water Wonder Island Unit I Sanitary District  
 Owyhee Irrigation District

Washougal School District  
 Wasco School District  
 Wasco-White School District No. 209  
 Wellpoint School District  
 Wendwath School District No. 246  
 West Valley School District No. 208, Yakima County  
 West Valley School District No. 383, Spokane County  
 White River School District No. 42  
 White River School District No. 416  
 White Salmon Valley School District No. 405-17  
 Willbur School District No. 200  
 Willapa Valley School District No. 180  
 Wilson Creek School District  
 Winlock School District No. 222  
 Woodard School District No. 117  
 Woodard School District No. 404  
 Yakima School District No. 7  
 Yelm Community School District No. 2  
 Zillah School District No. 205

Special Districts:  
 Adams County Fire District No. 18  
 Adams County Fire Protection District No. 1  
 Adams County Mosquito Control District  
 Aeneas Lake Irrigation District  
 Alderwood Water and Wastewater District  
 Alpine Water District  
 Anacortes Water District  
 Anasolok Water District  
 Astoria County Cemetery District No. 1  
 Astoria County Conservation District  
 Astoria County Fire District No. 1  
 Astoria County Housing Authority  
 Astoria Municipal Fire District No. 1  
 Baker-Mountlake Irrigation District  
 Bainbridge Island Metropolitan Park and Recreation District  
 Basin City Water/Sewer District  
 Bayview Beach Water District  
 Beacon Hill Water and Sewer District  
 Bellevue Irrigation District  
 Bellevue Water District  
 Bellevue Water District No.  
 Bellevue Convention Center Authority  
 Bellingham Housing Authority  
 Bellingham Public Development Authority  
 Benton County Fire Protection District No. 1  
 Benton County Fire Protection District No. 2  
 Benton County Fire Protection District No. 3  
 Benton County Fire Protection District No. 4  
 Benton County Fire Protection District No. 5  
 Benton County Fire Protection District No. 6  
 Benton County Mosquito Control District  
 Benton County Public Utility District No. 1  
 Benton County Regional Fire District  
 Benton-Franklin Health District  
 Beverly Water District  
 Birch Bay Water and Sewer District  
 Black Diamond Water District  
 Bremerton Housing Authority  
 Bremerton Municipal Fire District  
 Burbank Irrigation District No. 4  
 Burnaby Irrigation District No. 7  
 Cascade Conservation District  
 Cedar River Water and Sewer District  
 Central Middlesex County Park and Recreation District  
 Central Pierce Regional Fire District No. 5  
 Central Pierce Regional Fire District No. 6  
 Central Pierce Regional Transit Authority  
 Central Valley Ambulance Authority  
 Chehalis County Fire District No. 1  
 Chehalis County Fire District No. 2  
 Chehalis County Fire District No. 3  
 Chehalis County Fire District No. 4  
 Chehalis County Fire District No. 5  
 Chehalis County Fire District No. 6  
 Chehalis County Fire District No. 7  
 Chehalis County Fire District No. 8  
 Chehalis County Fire District No. 9  
 Chehalis County Public Hospital District No. 1  
 Chehalis County Public Utility District No. 1  
 Chehalis County Wenaslope Housing Authority  
 Chehalis Water District  
 Chelan County Community Forest Park District  
 Chelan County Fire District No. 2  
 Chelan County Fire District No. 3  
 Chelan County Fire District No. 4  
 Chelan County Fire District No. 5  
 Chelan County Fire District No. 6  
 Chelan County Fire District No. 7  
 Chelan County Fire District No. 8  
 Chelan County Fire District No. 9  
 Chelan County Public Hospital District No. 1  
 Chelan County Public Utility District No. 1  
 Chelan County Wenaslope Housing Authority  
 Chelan Water District  
 Chukiamat Community Forest Park District  
 Clallam Conservation District  
 Clallam County Fire District No. 2  
 Clallam County Fire District No. 3  
 Clallam County Fire Protection District No. 1  
 Clallam County Fire Protection District No. 2  
 Clallam County Fire Protection District No. 3  
 Clallam County Fire Protection District No. 4  
 Clallam County Hospital District No. 1  
 Clallam County Housing Authority  
 Clallam County Public Hospital District No. 1  
 Clallam County Public Utility District No. 1  
 Clallam County Public Utility District No. 2  
 Clark County Fire District No. 11  
 Clark County Fire District No. 13

Pacific City Joint Water Sanitary Authority  
 Palouse Community District  
 Palouse Hill Water District  
 Peninsula Drainage District No. 1  
 Peninsula Drainage District No. 2  
 Pike Road Fire Protection District  
 Pleasant Hill Fire Protection District  
 Pleasant Home Water District  
 Polk County Fire District No. 1  
 Polk County Housing Authority  
 Polk Soil and Water Conservation District  
 Portland Metropolitan Area Water District  
 Portland Water Bureau  
 Raleigh Water District  
 Redmond Area Park and Recreation District  
 Riddle Rural Fire District  
 River Forest Acres Special Road District  
 River Road Park and Recreation District  
 River View Water District  
 Road End Sanitary District  
 Roberts Creek Water District  
 Redwood Water People's Utility District  
 Rogue River Cemetery Maintenance District  
 Rogue Valley Transportation District  
 Roseburg Community Authority  
 Sabie Drive Road District  
 Salem Area Mass Trunk District  
 Salem Housing Authority  
 Salem-Kelso Trunk District  
 Sams Clara Rural Fire Protection District  
 Sandy Community District  
 Seaside Rural Fire District  
 Seaside Rural Fire District  
 Seaside Rural Fire District  
 Seal Rock Water District  
 Seaside Water District  
 Shelby View Irrigation District  
 Siletz Rural Fire Protection District  
 Silverton Fire District  
 Sliemers-Cambo Sherman Rural Fire Protection District  
 Siuslaw Public Library District  
 South Astoria Irrigation District  
 South Astoria Sanitary District  
 Southern Curry Cemetery Maintenance District  
 Southwest Lincoln County Water District  
 Spring River Special Road District  
 Springfield Utility District  
 Starfield Fire District No. 7402  
 Stevedore Community District  
 Suburban East Salem Water District  
 Sunnyside Water Authority  
 Sunset Empire Transportation District  
 Swallow Irrigation District  
 Sweet Home Fire and Ambulance District  
 Sweet Home Irrigation District  
 Terrence Bonaparte Water District  
 Three Sisters Irrigation District  
 Tillamook County Transportation District  
 Tillamook People's Utility District  
 Tillier Rural Fire District  
 Tilton Community District  
 Tri-City Rural Fire District No. 4  
 Tri-City Water District  
 Tri-City Service District  
 Tri-County Metropolitan Transportation District  
 Tulelain Hills Park and Recreation District  
 Tulelain Hills Park and Recreation District  
 Tulelain Valley Water District  
 Tumalo Irrigation District  
 Twin Rocks Sanitary District  
 Umatilla County Housing Authority  
 Umatilla Hospital District  
 Umatilla Housing Authority  
 Umatilla Morrow Radio and Data District  
 Umatilla Reservation Housing Authority  
 Umatilla Rural Fire Protection District  
 Union Cemetery District  
 Vale Oregon Irrigation District  
 Vancouver Community District  
 Wasco Area Special Road District  
 Winford Mountain Water and Improvement District  
 Walla Walla River Irrigation District  
 Wallowa County Health Care District  
 Wentworth Water and Sanitary Authority  
 Weston-Grimm Water and Sanitary Authority  
 Washington County Fire District No. 2  
 Washington County Housing Authority  
 Water Wonderland Improvement District  
 Weidenburn Sanitary District

Clark County Fire District No. 5  
 Clark County Fire District No. 6  
 Clark County Fire Protection District No. 3  
 Clark County Public Utility District No. 1  
 Clark County Public Utility District No. 6  
 Clark Regional Wastewater District  
 Clifton Irrigation District  
 Clifton Water District  
 Columbia County  
 Columbia County Jail District  
 Columbia County Fire District No. 3  
 Columbia County Public Hospital District No. 1  
 Columbia County Rural Library District  
 Columbia Irrigation District  
 Columbia Valley Water District  
 Columbia Valley Water District  
 Complicated Irrigation District No. 14  
 Covington Water District  
 Cowlicks Sewer District  
 Cowlicks County Fire District No. 2  
 Cowlicks County Fire District No. 6  
 Cowlicks County Fire District No. 1  
 Cowlicks Transit Authority  
 Cross Valley Water District  
 Dallaport Water District  
 Douglas County Fire District No. 2  
 Douglas County Fire Protection District No. 5  
 Douglas County Fire Protection District No. 1  
 Douglas County Fire Protection District No. 2  
 Douglas County Sewer District No. 1  
 Douglas-Clatsop County Fire District No. 15  
 East Columbia Basin Irrigation District  
 East Gill Harbor Water District  
 East Lewis County Public Development Authority  
 East Lewis County Fire District No. 22  
 East Lewis County Fire District No. 23  
 East Weatcoches Water District  
 Eastmont Metropolitan Park District  
 Eastmond Sewer and Water District  
 Edmonds Public Facilities District  
 Empire Electric Power and Light Authority  
 Empire Community District No. 7  
 Enlist Irrigation District  
 Everett Housing Authority  
 Everett Public Facilities District  
 Evergreen Water-Sewer District No. 19  
 Ferry County  
 Ferry County Public Utility District No. 1  
 Ferry/Oregon County Fire Protection District No. 13  
 Fisherman Bay Sewer District  
 Foster Creek Conservation District  
 Four Lakes Water District No. 10  
 Franklin Conservation District  
 Franklin County Fire District No. 2  
 Franklin County Fire District No. 1  
 Franklin County Fire District No. 3  
 Franklin County Irrigation District No. 1  
 Franklin County Public Utility District No. 1  
 Franklin Water and Sewer District  
 French Creek Community District  
 Garfield Irrigation District No. 13  
 Garfield Special Utility District  
 Grand Coulee Project Hydroelectric Authority  
 Grandview Irrigation District  
 Grant County Airport District No. 1  
 Grant County Airport District No. 2  
 Grant County Fire District No. 11  
 Grant County Fire District No. 3  
 Grant County Fire District No. 4  
 Grant County Fire District No. 7  
 Grant County Fire Protection District No. 5  
 Grant County Housing Authority  
 Grant County Mosquito Control District No. 1  
 Grant County Mosquito Control District No. 2  
 Grant County Port District No. 4  
 Grant County Port District No. 6  
 Grant County Port District No. 7  
 Grant County Public Hospital District No. 1  
 Grant County Public Hospital District No. 2  
 Grant County Public Hospital District No. 3  
 Grant County Public Hospital District No. 4  
 Grant County Public Utility District No. 2  
 Grant Transit Authority  
 Grays Harbor Conservation District  
 Grays Harbor County Fire Protection District No. 1  
 Grays Harbor County Fire Protection District No. 12  
 Grays Harbor County Fire Protection District No. 14  
 Grays Harbor County Fire Protection District No. 2  
 Grays Harbor County Fire Protection District No. 7  
 Grays Harbor County Housing Authority  
 Grays Harbor County Mosquito Control District No. 1  
 Grays Harbor County Water District No. 2  
 Grays Harbor Drainage District No. 1  
 Grays Harbor Fire District No. 10  
 Grays Harbor Historical Seaport Authority  
 Grays Harbor Public Utility District No. 1

West-Slope Water District  
 West-Tri-County  
 Western Lake Ambulance District  
 Westport Mount Rain Fire Protection District  
 Westwood Hills Road District  
 Ward Memorial Park District  
 Wapinitia Fire District  
 Wapinitia Fire Protection District  
 Willow Creek Park District  
 Winchester Bay Sanitary District  
 Winslow-Dillard Fire District  
 Winslow-Dillard Water District  
 Winston Rural Fire Protection District  
 Yacolt-Columbia Fire District  
 Youngs River-Lewis and Clark Water District

State

Oregon Department of Administrative Services  
 Oregon Department of Revenue  
 Oregon Health Division  
 Oregon Higher Education Coordinating Commission  
 Oregon Secretary of State  
 Oregon State Board of Nursing

Tribal

Confederated Tribes  
 Confederated Tribes of the Grand Ronde Community  
 Confederated Tribes of the Umatilla Indian Reservation  
 Confederated Tribes of the Warm-Springs  
 Confederated Tribes  
 Klamath Tribes

Greater Tri-County Transportation Authority  
 Greater Tri-County Transit District  
 Greater Wenatchee Regional Events Center Public Facilities District  
 Green Tank Irrigation District No. 11  
 Harbortone Pointe Water-Sewer District  
 Highland Water District  
 Highlands Sewer District  
 Kelso  
 Historic Scenic Preservation and Development Authority  
 Holmes Harbor Sewer District  
 Hunters Water District  
 Hydro Irrigation District No. 9  
 Idaho Irrigation District  
 Idaho Irrigation District No. 5  
 Ingh Water District No. 5  
 Island County Fire District No. 3  
 Island County Fire Protection District No. 1  
 Island County Housing Authority  
 Jefferson County Conservation District  
 Jefferson County Fire Protection District No. 1  
 Jefferson County Fire Protection District No. 3  
 Jefferson County Public Utility District No. 1  
 Jefferson County Water District No. 3  
 Jefferson Transit Authority  
 Jinger  
 Kelso  
 Kelso Market District  
 Kelso Housing Authority  
 Kennewick-Hooding Authority  
 Kennewick Irrigation District  
 Kennewick Public Facilities District  
 Kent  
 Kent Fire Department Regional Fire Authority  
 Key Peninsula Metro Parks District  
 King County Airport District No. 1  
 King County Ferry District  
 King County Fire Protection District No. 16  
 King County Fire Protection District No. 2  
 King County Fire Protection District No. 20  
 King County Fire Protection District No. 25  
 King County Fire Protection District No. 27  
 King County Fire Protection District No. 28  
 King County Fire Protection District No. 34  
 King County Fire Protection District No. 37  
 King County Fire Protection District No. 40  
 King County Fire Protection District No. 43  
 King County Fire Protection District No. 44  
 King County Fire Protection District No. 45  
 King County Fire Protection District No. 47  
 King County Fire Protection District No. 50  
 King County Fire Protection District No. 51  
 King County Hospital District No. 4  
 King County Housing Authority  
 King County Hospital District No. 1  
 King County Hospital District No. 2  
 King County Water District No. 1  
 King County Water District No. 11  
 King County Water District No. 17  
 King County Water District No. 119  
 King County Water District No. 125  
 King County Water District No. 19  
 King County Water District No. 20  
 King County Water District No. 45  
 King County Water District No. 49  
 King County Water District No. 54  
 King County Water District No. 90  
 Kitsap Conservation District  
 Kitsap County Consolidated Housing Authority  
 Kitsap County Fire District No. 10  
 Kitsap County Fire District No. 1  
 Kitsap County Rural Library District  
 Kitsap Public Health District  
 Kittitas County Conservation District  
 Kittitas County Fire District No. 2  
 Kittitas County Fire Protection District No. 7  
 Kittitas County Fire Protection District No. 12  
 Kittitas County Housing Authority  
 Kittitas County Public Utility District No. 1  
 Kittitas County Water District No. 5  
 Kittitas County Water District No. 6  
 Kittitas County Water District No. 7  
 Kittitas County Water District No. 14  
 Kittitas County Fire District No. 15  
 Kittitas County Fire District No. 1  
 Kittitas County Fire Protection District No. 4  
 Kittitas County Fire Protection District No. 5  
 Kittitas County Port District No. 1  
 Kittitas County Public Hospital District No. 1  
 Kittitas County Public Utility District No. 1  
 Kittitas County Public Utility District No. 1  
 Lacey Fire District 3  
 Lake-Chain Redemulion District  
 Lake-Chain-Sewer District  
 Lake Forest Park Water District













# EXHIBIT “B”

Quote Id: 27025972

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Prepared For:  
**CITY OF LONG BEACH - FINANCIAL MANAGEMENT - FLEET SERVICES BUREAU**



Prepared By: **CHRISTOPHER CESA**

Coastline Equipment Company  
6242 N Paramount Blvd Bldg A  
Long Beach, CA 90805

Tel: 562-272-7400

Fax: 562-272-7444

Email: [chris.cesa@coastlineequipment.com](mailto:chris.cesa@coastlineequipment.com)

Date: 06 July 2022

Offer Expires: 31 July 2022

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*Confidential*

**Quote Summary**

**Prepared For:**

CITY OF LONG BEACH - FINANCIAL MANAGEMENT -  
FLEET SERVICES BUREAU  
2600 TEMPLE AVE  
LONG BEACH, CA 90806

**Prepared By:**

CHRISTOPHER CESA  
Coastline Equipment Company  
6242 N Paramount Blvd Bldg A  
Long Beach, CA 90805  
Phone: 562-272-7400  
chris.cesa@coastlineequipment.com

**Quote Id:** 27025972  
**Created On:** 06 July 2022

**Expiration Date:** 31 July 2022

Equipment Summary	Total Price	Sourcewell Discount		Extended
NEW JOHN DEERE 310L BACKHOE LOADER (ENCLOSED CAB, 4-1 LOADER BUCKET, MULTI BRAND COUPLER, COMPACTION WHEEL 18", BUCKETS 18", 24")	\$ 194,680.00	(\$ 54,288.80)	=	\$ 140,391.20
John Deere Extended Warranty-5 yr / 5,000hr Powertrain & Hydraulic		\$ 2,947.00	X 1 =	\$ 2,947.00
<b>Sub Total</b>				<b>\$ 143,338.20</b>
<b>Equipment Total</b>				<b>\$ 143,338.20</b>

**Quote Summary**

Equipment Total	\$ 143,338.20
Documentation Fee	\$ 510.00
SubTotal	\$ 143,848.20
Sales Tax - (10.25%)	\$ 14,692.17
<b>Total</b>	<b>\$ 158,540.37</b>
<b>Balance Due</b>	<b>\$ 158,540.37</b>

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

# Selling Equipment

**Quote Id:** 27025972

**Customer:** CITY OF LONG BEACH - FINANCIAL MANAGEMENT - FLEET SERVICES BUREAU

## NEW JOHN DEERE 310L BACKHOE LOADER (ENCLOSED CAB, 4-1 LOADER BUCKET, MULTI BRAND COUPLER, COMPACTION WHEEL 18", BUCKETS 18", 24")

**Hours:**
**Suggested List**
**Stock Number:**
**\$ 194,680.00**

Code	Description	Qty
0A61T	310L BACKHOE LOADER	1

### Standard Options - Per Unit

170K	JDLink™	1
1065	John Deere PowerTech™ EWL 4.5L (276 Cu. In.) Engine Meets Final Tier 4 and Stage IV Emissions	1
2035	Cab	1
2401	English Decals with English Operator and Safety Manuals	1
3065	Mechanical Front Wheel Drive (MFWD) with Limited Slip Differential	1
4464	Galaxy 19.5L - 24 in. 12 PR Rear & 12.5/80-18 10PR Front	1
5285	Pilot Controls, Two Lever, with Pattern Selection	1
5420	Multi-Brand Quick Coupler - Less Thumb	1
5500	Less Backhoe Bucket with Bucket Pins	1
6020	Extendible Dipperstick	1
6230	Auxiliary Hydraulic with One & Two Way Flow (Hammer & Thumb/Swinger)	1
7080	Three-Function Loader Hydraulics, Single Lever	1
7675	1.25 Cu. Yd. (.96 Cu. M.), 86 in.(2.18 m) wide Multipurpose Bucket	1
8485	1250 Lb. (567 kg) Front Counterweight	1
8635	Single Maintenance Free Battery With Disconnect and Jump Post	1
9045	Chrome Exhaust Extension	1
9060	Front View Mirror	1
9110	Manual Ride Control	1
9116	LED Light Package	1
9210	Left Side Console Storage with Cup Holders	1
9515	Diagnostic Oil Sampling Ports	1
9905	Strobe Light with Magnetic Mount	1
9916	Radio, Bosch Premium Package	1

# Selling Equipment

Quote Id: 27025972

Customer: CITY OF LONG BEACH - FINANCIAL MANAGEMENT - FLEET  
SERVICES BUREAU

9919	Sun Visor	1
9920	Exterior Rear View Mirrors (2)	1
9965	Seat, Cloth Air-Suspension	1
<b>Dealer Attachments</b>		
AT313592	6 inch Amber Warning Light with LED Beacon and Magnetic Roof Mounting Kit	1
	SHOP - INSTALLATION	1
	BUCKET PINS - 3 SETS	1
	NEW BUCKET 18"	1
	NEW BUCKET 24"	1
	COMPACTION WHEEL 18"	1
<b>Service Agreements</b>		
	John Deere Extended Warranty - 5 yr / 5,000hr Powertrain & Hydraulic	

## Extended Warranty Proposal

<b>NEW JOHN DEERE 310L BACKHOE LOADER (ENCLOSED CAB, 4-1 LOADER BUCKET, MULTI BRAND COUPLER, COMPACTION WHEEL 18", BUCKETS 18", 24")</b>			
Date : July 29, 2022			
<b>Machine/Use Information</b>		<b>Plan Description</b>	<b>Price</b>
Manufacturer	JOHN DEERE	Application	Deductible
Equipment Type	310L LOADER BACKHOE	Coverage	List \$ 2,947.00
Model	310L LOADER BACKHOE	Total Months	
Country	US	Total Hours	
<small>Extended Warranty is available only through authorized John Deere Dealers for John Deere Products, and may be purchased at any time before the product's Standard Warranty, or Extended Warranty expires.</small>			

**Extended Warranty Proposal Prepared for:** \_\_\_\_\_ I have been offered this extended warranty and

Customer Name - Please Print

I ACCEPT the Extended Warranty

I DECLINE the Extended Warranty

Customer Signature

If declined, I fully understand that any equipment listed above is not covered for customer expenses due to component failures beyond the original basic warranty period provided by John Deere.

**Note :** This is not a contract. For specific Extended Warranty coverage terms and conditions, please refer to the actual Extended Warranty contract for more information and the terms, conditions and limitations of the agreement.

### What Extended Warranty is :

The Extended Warranty Program is for the reimbursement on parts and labor for covered components that fail due to faulty material or original workmanship that occur beyond the John Deere Basic Warranty coverage period. The agreement is between Deere & Company and the owners of select John Deere Construction and Forestry equipment, who purchase the Extended Warranty Plans for the desired coverage as indicated in this proposal.

### What Extended Warranty is not :

Extended Warranty is not insurance. It also does not cover routine maintenance or high wear items, or insurance-related risks/perils such as collision, overturn, vandalism, wind, fire, hail, etc. It does not cover loss of income during or after an equipment failure. See the actual product-specific Extended Warranty agreement for a complete listing of covered components, and limitations and conditions under the program.

### Features/Benefits:

- Extended Warranty includes the following features and benefits under the program :
- Pays for parts and labor costs incurred on failed covered components (less any applicable deductibles),
- Does not require pre-approval before repairs are made by the authorized John Deere dealership,
- Payments are reimbursed directly to the dealership with no prepayment required by the contract holder.