


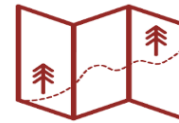




**PORTFOLIO TITLE:** [Construction Equipment \(2018 - 2023\)](#)  
**LEAD STATE:** State of Oklahoma

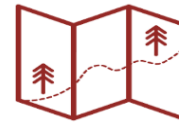
<p><b><u>OVERVIEW:</u></b></p> <p>The Master Agreements in this portfolio offer catalog discounts for a wide variety of construction equipment.</p>	<p><b><u>INITIAL TERM:</u></b> 1 Years</p> <p><b><u>RENEWALS:</u></b> 4</p> <p><b><u>TOTAL TERM POSSIBLE:</u></b> 5 Years</p>
<p><b>PRODUCT CATEGORIES:</b></p> <ul style="list-style-type: none"> <li>• Tracked Loaders</li> <li>• Wheel Loaders</li> <li>• Motor Graders</li> <li>• Telehandlers</li> <li>• Site Dumpers</li> <li>• Articulated Dump Haulers</li> <li>• Backhoes</li> <li>• Skid Steers</li> <li>• Track Excavators</li> <li>• Wheeled Excavators</li> <li>• Dozers</li> </ul> <div style="text-align: right;">   </div>	
<p><b><u>SUPPLIERS AVAILABLE:</u></b></p> <ul style="list-style-type: none"> <li>✓ <a href="#">CASE Construction</a></li> <li>✓ <a href="#">Caterpillar, Inc.</a></li> <li>✓ <a href="#">Clark Equipment Company</a></li> <li>✓ <a href="#">John Deere Construction Retail Sales</a></li> <li>✓ <a href="#">New Holland Corporate North America</a></li> </ul> <div style="text-align: center;">  </div>	<p><b><u>KEY BENEFITS:</u></b></p> <ol style="list-style-type: none"> <li>1. Nationwide coverage with dealer support in every state.</li> <li>2. Fixed discount off contractor’s most current MSRP.</li> <li>3. Diverse selection of compact and full-size equipment.</li> <li>4. Lease/Purchase option available.</li> </ol>
<p><b><u>PRICING:</u></b></p> <p>Master Agreement pricing reflects minimum catalog discount percentages per authorized category. See the supplier’s current pricing on their NASPO ValuePoint website supplier page by following the link in the “SUPPLIERS AVAILABLE” section of this document.</p>	
<p><b><u>PROCUREMENT BACKGROUND:</u></b></p> <p>These contracts are the result of the publicly posted NASPO ValuePoint solicitation number OK-SW-192 led by the State of Oklahoma.</p>	

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<p><b><u>STATES ON SOURCING TEAM:</u></b></p> <ul style="list-style-type: none"> <li>★ Oklahoma – Lead State</li> <li>★ Nebraska</li> <li>★ Louisiana</li> <li>★ Florida</li> <li>★ Texas</li> </ul> 	<p><b><u>SOLICITATION INFORMATION:</u></b></p> <p>Type: Request for Proposal (RFP)</p> <p>Solicitation Number: OK-SW-192</p> <p>Date Released: May 25, 2017</p> <p>Date Closed: July 27, 2017</p>										
<p><b><u>PUBLIC POSTING OF SOLICITATION:</u></b></p> <p>Solicitation was publicly advertised from May 25, 2017 to July 27, 2017.</p> <ul style="list-style-type: none"> <li>• Website Posted On: State of Oklahoma</li> <li>• Posting Link: <a href="https://www.ok.gov/dcs/solicit/app/solicitationDetail.php?conID=2858">https://www.ok.gov/dcs/solicit/app/solicitationDetail.php?conID=2858</a></li> <li>• Number of Days Solicitation was Publicly Posted: 65</li> <li>• Number of Amendments Posted: 1</li> </ul>	<p><b><u>PUBLIC OPENING</u></b></p> <p>Sealed proposals were opened by the lead state following the closing date.</p> 										
<p><b><u>VENDOR RESPONSES:</u></b></p> <ul style="list-style-type: none"> <li>• Number of Vendor Responses Received: 8</li> <li>• Number of Non-Responsive Vendor Responses: 0</li> <li>• Number of Vendor Responses Evaluated: 8</li> </ul>	<p><b><u>EVALUATIONS:</u></b></p> <p>The Sourcing Team met on September 19 – 21, 2017 in Oklahoma City, OK, to complete evaluation and scoring of each offeror’s proposal.</p>										
<p><b><u>EVALUATION CRITERIA:</u></b></p> <p>The Lead State and Sourcing Team used a pass/fail and weighted score methodology of selection with both objective and subjective criteria. Criteria used in evaluation included:</p> <table border="0" style="width: 100%;"> <thead> <tr> <th style="text-align: left;"><u>Evaluation Category</u></th> <th style="text-align: left;"><u>Maximum Points Possible</u></th> </tr> </thead> <tbody> <tr> <td>Technical/Administrative</td> <td>30% - 300 points</td> </tr> <tr> <td>Management and Leadership</td> <td>30% - 300 points</td> </tr> <tr> <td>Cost</td> <td>30% - 300 points</td> </tr> <tr> <td>References</td> <td>10% - 100 points</td> </tr> </tbody> </table>		<u>Evaluation Category</u>	<u>Maximum Points Possible</u>	Technical/Administrative	30% - 300 points	Management and Leadership	30% - 300 points	Cost	30% - 300 points	References	10% - 100 points
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<p><b><u>SCORING:</u></b></p> <p>Responses were scored according to the RFP’s Evaluation Criteria. A copy of the scoring that was used to determine the awards for this RFP is available at <a href="https://s3-us-west-2.amazonaws.com/naspovaluepoint/1523562545_2017-Construction%20Equipment%20Executive%20Summary_Award-Recommendation.docx">https://s3-us-west-2.amazonaws.com/naspovaluepoint/1523562545_2017-Construction%20Equipment%20Executive%20Summary_Award-Recommendation.docx</a>.</p>											

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**AWARD:**

The RFP allowed for multiple vendor awards. The sourcing team recommended awards to five suppliers based on a natural break in the scoring.

**PUBLIC POSTING OF AWARD:**

Award Posting Start: April 11, 2018

Award Posting End: NA

Posting Link:

<https://www.ok.gov/dcs/solicit/app/solicitationDetail.php?conID=2858>

Total Days Posted: NA

Vendors Awarded: 5

Protests Received: 0

**AWARDED VENDORS:**

- CASE Construction
- Caterpillar, Inc.
- Clark Equipment Company
- John Deere Construction Retail Sales
- New Holland Corporate North America



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