



PORTFOLIO TITLE: [Ground Maintenance Equipment \(2024 - 2029\)](#)

LEAD STATE: Commonwealth of Virginia

OVERVIEW:

The Master Agreements in this portfolio offer up to six product categories of Ground Maintenance Equipment direct from the Original Equipment Manufacturers (OEMs) or from nationwide resellers.

INITIAL TERM: 2 years

RENEWALS: 3 additional renewal periods of one (1) year each, not to exceed 5 years total.

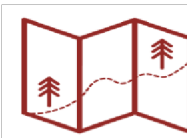
TOTAL TERM POSSIBLE: 5 years

PRODUCT CATEGORIES:

1. **Commercial Mowers** - Includes commercial self-propelled riding mowers, zero turn riding mowers, stand on mowers, walk behind mowers, wide area and robotic mowers.
2. **Tractors** - Includes heavy-duty and compact tractors, Towed PTO Driven medium and heavy duty.
3. **Utility Vehicles** – Includes gas powered, battery operated and diesel powered 4x2 utility vehicles. Includes gas and diesel powered, and battery operated 4x4 utility vehicles.
4. **Golf Equipment** – Includes greens and fairway golf specific grounds maintenance equipment, including gang, flail and reel mowers.
5. **Turf Equipment** – Includes walk-behind & pull-type aerators, pluggers, spikers, seeders, spreaders, tillers and other related turf equipment.
6. **Handheld Equipment** – Includes gas and battery powered trimmers, leaf blowers, and other related ground maintenance handheld equipment.



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SUPPLIERS AVAILABLE:



- ✓ Alamo Group
 - ✓ Bush Hog, LLC – on 3/27/2025, Bush Hog's name changed to Alamo Group Ag Americas, LLC dba Bush Hog, RhinoAg, Dixie Chopper
 - ✓ CNH Industrial America LLC dba Case IH*
 - ✓ CNH Industrial America LLC dba New Holland Agriculture*
 - ✓ Deere & Company*
 - ✓ Doosan Bobcat*
 - ✓ Exmark Manufacturing
 - ✓ Generac Power Systems
 - ✓ ~~Rhino Ag LLC~~ – on 3/27/2025, RhinoAg LLC merged into Bush Hog, LLC
 - ✓ The Toro Company*
- *Denotes incumbent supplier

KEY BENEFITS:

1. Provides a wider offering of Ground Maintenance Equipment, including commercial grade electric mowers, utility task vehicles, cutters, seeders, sprayers and tillers.
2. This re-solicited NASPO ValuePoint portfolio adds a new category for golf course related ground maintenance equipment, adding a sourcing option for ground equipment for state owned parks.

PRICING:

Master Agreement pricing reflects minimum catalog discount percentages per authorized Category. See the supplier's current pricing on their NASPO ValuePoint website supplier page.

PROCUREMENT BACKGROUND:

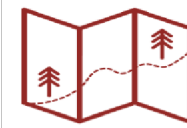
These contracts are the result of the publicly posted NASPO ValuePoint solicitation number RFP 61514 led by the Commonwealth of Virginia. The NASPO Executive Council approved conducting a solicitation for Ground Maintenance Equipment to replace the previous expiring contract.

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<u>STATES ON SOURCING TEAM:</u> ★ Virginia – Lead State ★ Kansas ★ Kentucky ★ Montana ★ South Carolina 	<u>SOLICITATION INFORMATION:</u> Type: Request for Proposals (RFP) Solicitation Number: RFP 61514 Date Released: May 01, 2024 Date Closed: June 12, 2024 Number of Amendments Posted: 1 Pre-Proposal Conference: May 8, 2024																				
<u>PUBLIC POSTING OF SOLICITATION:</u> Website Posted On: Commonwealth of Virginia Posting Link: https://mvendor.cgieva.com/Vendor/public/AllOpportunities.jsp Days Publicly Posted: 42	<u>PUBLIC OPENING</u> Sealed proposals were opened by the lead state following the closing date. 																				
<u>VENDOR RESPONSES:</u> • Number of Vendor Responses Received: 19 • Number of Non-Responsive Vendor Responses: 3 • Number of Vendor Responses Evaluated: 16	<u>EVALUATIONS:</u> In-person technical evaluation meetings were held with the Sourcing Team from 06/24/2024 – 06/25/2024 and finalized upon receipt of reference checks and clarifying information from proposals by the prescribed deadline. Final scoring was completed on July 2, 2024.																				
<u>EVALUATION CRITERIA:</u> Proposals that met or exceeded the Mandatory Minimum Requirements were evaluated against the following criteria: <table> <tr> <th><u>Technical Evaluation Category (70%)</u></th><th><u>Maximum Points Possible (700 points)</u></th></tr> <tr> <td>Experience and Qualifications</td><td>200 points</td></tr> <tr> <td>Scope of Work</td><td>200 points</td></tr> <tr> <td>Warranty and Service</td><td>100 points</td></tr> <tr> <td>Product Selection/Availability/Value Add Items</td><td>100 points</td></tr> <tr> <td>Implementation and Promotion of NASPO ValuePoint</td><td>100 points</td></tr> <tr> <td>Master Agreement</td><td></td></tr> </table> <table> <tr> <th><u>Cost Evaluation Category (30%)</u></th><th><u>Maximum Points Possible (300 points)</u></th></tr> <tr> <td>Market Basket Evaluation</td><td>200 points</td></tr> <tr> <td>Discount % Off Evaluation</td><td>100 points</td></tr> </table>		<u>Technical Evaluation Category (70%)</u>	<u>Maximum Points Possible (700 points)</u>	Experience and Qualifications	200 points	Scope of Work	200 points	Warranty and Service	100 points	Product Selection/Availability/Value Add Items	100 points	Implementation and Promotion of NASPO ValuePoint	100 points	Master Agreement		<u>Cost Evaluation Category (30%)</u>	<u>Maximum Points Possible (300 points)</u>	Market Basket Evaluation	200 points	Discount % Off Evaluation	100 points
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SCORING:

Responses were scored according to the RFP's Evaluation Criteria.

AWARD:

The RFP allowed for multiple vendor awards. The sourcing team recommended awards to nine (9) suppliers across the six categories in alignment with the criteria set forth in the RFP. One supplier responded separately with their DBAs listed, and resulted in two (2) Master Agreements, for a total of ten (10) Master Agreements published on the ValuePoint site.



Category	Alamo Group	Bush Hog LLC Alamo Group Ag Americas LLC	CNH Industrial America LLC dba Case IH	CNH Industrial America LLC dba New Holland	Deere & Company	Doosan Bobcat	Exmark Man	Generac Power Systems	Rhino Ag LLC*	The Toro Company
Commercial Mowers	✓	✓			✓	✓	✓	✓	✓	✓
Tractors	✓		✓	✓	✓	✓				
Utility Vehicles					✓	✓				✓
Golf Equipment	✓				✓	✓				✓
Turf Equipment					✓	✓	✓			✓
Handheld Equipment										✓

*Modification #1 to the Master Agreement was effective March 27, 2025, and includes 2 actions: 1) The merge of RhinoAg LLC into Bush Hog LLC, where RhinoAg LLC's Master Agreement is assigned and made part of the Bush Hog LLC Master Agreement. 2) Bush Hog LLC's name changed to Alamo Group Ag Americas, LLC dba Bush Hog, RhinoAg, Dixie Chopper.

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