



PORTFOLIO TITLE: [Heavy Construction & Industrial Equipment](#)

LEAD STATE: Oklahoma

OVERVIEW:

The Master Agreements in this portfolio offer catalog discounts for heavy construction equipment, industrial equipment and supplemental value equipment options.

INITIAL TERM: 07/10/2023 – 07/09/2025

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

TOTAL TERM POSSIBLE: Through 07/09/2028

PRODUCT CATEGORIES:

Heavy Construction Equipment Categories:

- Articulated Dump Haulers
- Articulated Haulers
- Backhoes
- Planer / Cold Planer
- Compactors: Road, Asphalt, & Landfill
- Dozers
- Motor Graders
- Pavers
- Reclaimers
- Site Dumpers
- Skid Steers
- Telehandlers
- Track Excavators
- Tracked Loaders
- Wheel Loaders
- Wheeled Excavator
- Sweepers: Airport Runway, Riding, Parking Lot, Sidewalk, and Street
- Asphalt Distributor
- Chip Spreader
- Crack Router/Sealant
- Ditcher
- Emulsion Tank
- Patch Truck, Patchers
- Road Widener
- Scraper, Screed
- Sprayer/Water Truck/Water Tank
- Stabilizer

Industrial Equipment Categories:

- Air Compressors
- Backup Battery Pack
- Generators
- Forklifts
- Light Tower



Offerors awarded within any of the above categories also have the option to provide Value Add – Additional Equipment offerings that fall within the general guidelines for the equipment types listed in that respective Category. These items may be an emerging technology in construction equipment or general enhancements such as: Brooms, Conveyers (Drum, Single, Double, Combi, Stati), Melter, Mills, Mixers, Oil Distributor, Rollers, Remote Control, Automation, Safety Features, and Alternative Fuel Options.

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SUPPLIERS AVAILABLE:

1. [Caterpillar, Inc.](#)
2. [Clark Equipment Company](#)
3. [Falcon](#)
4. [JCB](#)
5. [John Deere Construction Retail Sales](#)
6. [New Holland Corporate North America](#)
7. [Thorworks Industries Inc. dba Sealmaster](#)
8. [Volvo](#)

*This portfolio anticipates Master Agreements with a total of nine (9) suppliers. The portfolio snapshot will be updated to include the remaining supplier once the agreement becomes fully executed.

KEY BENEFITS:

- ✓ Nationwide coverage with dealer support in every state.
- ✓ Fixed discount off contractor's most current MSRP.
- ✓ Diverse selection of compact and full-size equipment.
- ✓ Lease/Purchase option available.

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 by following the link in the "SUPPLIERS AVAILABLE" section of this document.

PROCUREMENT BACKGROUND:

These contracts are the result of the publicly posted NASPO ValuePoint solicitation number OK-MA-192-23 led by the State of Oklahoma.

STATES ON SOURCING TEAM:

- ★ Oklahoma – Lead State
- ★ Alaska
- ★ Florida
- ★ Louisiana
- ★ Vermont



SOLICITATION INFORMATION:

Type: Request for Proposal (RFP)
 Solicitation Number: OK-MA-192-23
 Date Released: December 19, 2022
 Date Closed: March 16, 2023

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PUBLIC POSTING OF SOLICITATION:

Solicitation was publicly advertised from December 19, 2022, to March 16, 2023.

- Website Posted On: State of Oklahoma
- Posting Link:
<https://www.ok.gov/dcs/solicit/app/solicitationDetail.php?sollD=4415>
- Number of Days Solicitation was Publicly Posted: 87
- Number of Amendments Posted: 5

PUBLIC OPENING

Sealed proposals were opened by the lead state following the closing date.



VENDOR RESPONSES:

- Number of Vendor Responses Received: 14
- Number of Non-Responsive Vendor Responses: 3
- Number of Vendor Responses Evaluated: 11

EVALUATIONS:

The Sourcing Team met virtually April 27 – 30, 2023 and finalized upon receipt of clarifying information from proposals by the prescribed deadline(s). Final scoring was completed on May 3, 2023

EVALUATION CRITERIA:

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:

<u>Technical Evaluation Category</u>	<u>Maximum Points Possible</u>
Experience and Qualifications	200 points
Ability to Meet SOW	300 points
Warranties and Service	200 points
Promotion of NASPO ValuePoint Master Agreement	100 points
Business Profile	200 points
Management and Leadership	200 points
References	100 points
Value Add Plan	50 points
Value Add Items Offered	150 points
 <u>Cost Evaluation Category</u>	 <u>Maximum Points Possible</u>
Number of Categories Proposed	100 points
Market Basket Evaluation	200 points
Discount % Off Evaluation	200 points

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SCORING:

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 https://s3-us-west-2.amazonaws.com/naspovaluepoint/1684272430_Executive%20Summary%20-%20Construction%20Equip%205.10.2023.pdf

AWARD:

The RFP allowed for multiple vendor awards. The sourcing team recommended awards to nine (9) 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 Recommended for Award: 9

Protests Received: 0

SUPPLIERS RECOMMENDED FOR AWARD:

- ★ Caterpillar
- ★ Case Construction
- ★ Clark Equipment Company
- ★ Falcon
- ★ JCB
- ★ John Deere Construction Retail Sales
- ★ New Holland Corporate America
- ★ ThorWorks (Seal Master)
- ★ Volvo



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