

PORTFOLIO TITLE: [Professional Grade Tools & Diagnostic Equipment \(2023 – 2028\)](#)

LEAD STATE: Oklahoma

OVERVIEW:

The Master Agreements in this portfolio offer catalog discounts for a wide variety of professional grade tools and diagnostic equipment.

INITIAL TERM: 2 years

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

TOTAL TERM POSSIBLE: 5 years

PRODUCT CATEGORIES:

- Professional Grade Tools – Distinguished from general use or consumer grade products. Built for extended and repeated heavy use. It is intended to communicate a more durable product with the expectation that it will work both better and longer in an environment where it is used more regularly. Built for extended heavy and repeated use, more rugged and tends to not malfunction as quickly. Also associated with better features and options which produce a high-end result. Excellent and extended warranties for product repairs are usually in place versus throw-away and replacement options.
- Diagnostic Equipment – Used for discovering what is wrong with things that do not work properly. Non-medical equipment. Can include automotive, electrical, plumbing, and other specialized areas which require unique diagnostic analysis for evaluation and repair.



Offerors awarded within any of the above categories also have the option to provide Value Added offerings that fall within the general guidelines for the equipment types listed in that respective Category.

SUPPLIERS AVAILABLE:

- ✓ Hilti, Inc.
- ✓ Lawson Products, Inc.
- ✓ Snap-On Industrial
- ✓ Wurth NSI (Northern Safety Co.)

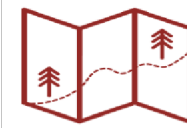


*This portfolio anticipates Master Agreements with a total of five (5) suppliers. The portfolio snapshot will be updated to include the remaining supplier once the agreement becomes fully executed.

KEY BENEFITS:

- Nationwide coverage and support in every state.
- Expanded brands and product offerings.
- Value added services such as warranties, training, vending and inventory management solutions, onsite repair, tool control consultation, and online ordering available.

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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-818 led by the State of Oklahoma. The NASPO Executive Council approved conducting a solicitation for Professional Grade Tools and Diagnostic Equipment to replace the previous expiring contract.

STATES ON SOURCING TEAM:

- ★ Oklahoma – Lead State
- ★ Kentucky
- ★ New Mexico
- ★ South Dakota
- ★ Texas
- ★ Washington



SOLICITATION INFORMATION:

Type: Request for Proposals (RFP)
 Solicitation Number: OK-MA-818-23
 Date Released: March 24, 2023
 Date Closed: May 18, 2023
 Number of Amendments Posted: 2

PUBLIC POSTING OF SOLICITATION:

Website Posted On: State of Oklahoma

Posting Link:

<https://www.ok.gov/dcs/solicit/app/solicitationDetail.php?solID=4510>

Days Publicly Posted: 55

PUBLIC OPENING

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



VENDOR RESPONSES:

- Number of Vendor Responses Received: 10
- Number of Non-Responsive Vendor Responses: 1
- Number of Vendor Responses Evaluated: 9

EVALUATIONS:

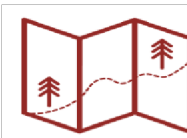
The Sourcing Team met virtually June 12 – 13, 2023 and finalized upon receipt of clarifying information from proposals by the prescribed deadline(s). Final scoring was completed on June 30, 2023.

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	230 points
Scope of Work	300 points
Warranties and Service	200 points
Promotion of NASPO ValuePoint Master Agreement	100 points

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Business Profile	170 points
Management and Leadership	175 points
References	100 points
Value Add Features	50 points
<u>Cost Evaluation Category</u>	<u>Maximum Points Possible</u>
Market Basket Evaluation	50 points
Discount % Off Evaluation	300 points
<u>SCORING:</u> 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/1690411170_Executive%20Summary%20-%20Professional%20Grade%20Tools.pdf	
<u>AWARD:</u> The RFP allowed for multiple vendor awards. The sourcing team recommended awards to five (5) suppliers based on a natural break in the scoring.	<u>SUPPLIERS RECOMMENDED FOR AWARD</u> ✓ Hilti, Inc. ✓ Lawson Products, Inc. ✓ MATCO Tools Corp. ✓ Snap-On Industrial ✓ Wurth NSI (Northern Safety Co.) 

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