

PORTFOLIO TITLE: SNOWPLOW & GRADER CUTTING EDGES

LEAD STATE: VERMONT

OVERVIEW:

The State of Vermont, in partnership with NASPO ValuePoint has awarded Snowplow & Grader Cutting Edges.

The Master Agreements in this portfolio allows state and local governments across the country to source snowplow cutting & grader edges from qualified and competitively priced suppliers.

INITIAL TERM: 5 years

RENEWALS: two (2) additional renewal periods of one (1) year each.

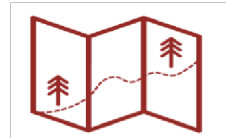
TOTAL TERM POSSIBLE: 7 years

PRODUCT CATEGORIES:

1. Truck Mounted Blades – Truck-mounted snowplow blades, edges, and scrapers capable of being mounted on the front, wing, underbody, or similar on the vehicle.
2. Grader Mounted Blades – Grader-mounted blades, edges, and scrapers, that include steel, tungsten carbide, single carbide, armored, dual carbide, grade scarifier systems, specialty blades (i.e., flexible carbides, rubber / poly blades), and similar as described below, for various snowplow operations:
 - Steel Grader Blades - Steel grader blades (high carbon, flame hardened, etc.), Single Edge Carbide or “steel carbides”, “Flat Top”, etc. Dimensions range from - 6” x 3/4, 5” x 7/8”, 5/8” inserts, 3/4” inserts, and similar, according to industry standards.
 - Tungsten Carbide Tipped Blades - Tungsten carbide tipped blades and inserts.
 - Single Carbide Grader Blades - Single carbide grader blades, single edge “Beveled Top”, 5”x7/8, 5/8” trap insert for use on underbody / grader, and similar.
 - Armored Grader Blades - Armored grader blades (carbides with welded cover blade) and similar.
 - Dual Carbide Grader Blades - Dual carbide grader blades and inserts with an underbody / grader, and similar. Center of holes shall be in line within 1/32” of established centerline. The tolerance on the length of the steel portion of the blade to be +0.0/-0.06
 - Grader Scarifier Systems - Grader scarifier systems with blades used for tearing up pavement, as well as breaking up packed ice, asphalt, and similar.
 - Flexible Carbides.
3. Loader Bucket Edges – Loader-mounted snowplow bucket blades, edges and scrapers, with a variety of different spacing and sizing options available by the manufacturer.



Offerors awarded within any of the above categories also have the option to provide Value Add options (equipment, goods, or services) that align with their awarded categories. Value-added items may include but are not limited to: plow accessories (i.e., shoes, markers, spinners, etc.), guards (i.e., center and curb guards), and other essential wear parts.



SOLICITATION INFORMATION:

- Type: Request for Proposals (RFP)
- Date Released: May 3, 2023
- Date Closed: June 12, 2023
- Number of Amendments Posted: 1
- Days Publicly Posted: 40

STATES ON SOURCING TEAM:

- Vermont – Lead State
- Idaho
- South Dakota
- Texas

EVALUATION INFORMATION:

The Sourcing Team met virtually August 29 – 30, 2023, and finalized evaluation upon receipt of clarifying information from proposals by the prescribed deadline(s). Final scoring was completed on October 6, 2023.

VENDOR RESPONSES:

- Number of Vendor Responses Received: 6
- Number of Non-Responsive Vendor Responses: 0
- Number of Vendor Responses Evaluated: 6

Responses were evaluated based on the following Evaluation Criteria:

• Initial Responsiveness

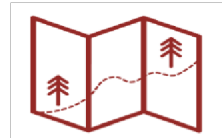
Administrative review was completed by the lead state of Vermont, reviewing proposals for completeness and initial responsiveness against the mandatory minimum requirements outlined in the RFP.

• Technical Evaluation

<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 the NASPO ValuePoint Master Agreement:	100 points
Business Profile	200 points
Management and Leadership	175 points
Value Add Services	50 points
Total Technical Points Available	1,225 points

• Cost Evaluation

<u>Cost Evaluation Category</u>	<u>Maximum Points Possible</u>
Market Basket Evaluation	200 points
Minimum Discount % Off Evaluation	250 points
Total Cost Points Available	500 points



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/1698094847_Attachment%20D%20-%20RFP%20Evaluation%20Plan%20-%20Vermont%20Snowplow%20Cutting%20Edges.pdf

AWARD:

The RFP allowed for multiple vendor awards. The sourcing team recommended awards to six (6) suppliers based on a natural break in the scoring.

PRICING:

Master Agreement pricing reflects minimum catalog discount percentages per authorized Category. See the supplier's current pricing on their NASPO ValuePoint portfolio website page by following the link in the "SUPPLIERS AVAILABLE" section of this document.

Category	Chemung Supply Co	Ironhawk Industrial	Kueper North America	Nordik Blades	Valk Manufacturing	Winter Equipment
Truck Mounted Blades	✓	✓	✓	✓	✓	✓
Grader Mounted Blades	✓	✓	✓	✓	✓	✓
Loader Bucket Edges	✓	✓	✓	✓	✓	✓

Suppliers Available:

- [Chemung Supply Company dba Evolution Edges](#)
- ~~[Ironhawk Industrial Distribution LLC](#)~~***
- [Kueper North America](#)
- [Nordik Blades](#)
- [Valk Manufacturing](#)
- [Winter Equipment Company Inc.](#)

*** As of January 29, 2025, Ironhawk Industrial Distribution LLC no longer holds a Master Agreement for this portfolio.