Sourcewell

Borough of Harrington Park
85 Harriot Ave Ste 1
Harrington Park, NJ 07640-1500

ID# 29767

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COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #031721
Entitled

Tree Maintenance Equipment, Attachments, and Accessories

The following advertisement was placed January 27, 2021 in *USA Today*, in South Carolina's *The State,* in Oregon's *Daily Journal of Commerce*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal https://proportal.sourcewell-mn.gov, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com:

> *Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Tree Maintenance Equipment, Attachments, and Accessories to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 17, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Air Burners, Inc.	Jarraff Industries, Inc.
Blue Diamond Attachments	Kleis Equipment, LLC
Builtrite Manufacturing, Inc.	Max Distributing / BCS America
Chevin Fleet Solutions, LLC	MORBARK, LLC
Custom Truck & Equipment, LLC	Power Distributors, LLC
ELLIOTT AUTO SUPPLY CO., INC	Prototype Integrated Solutions
Fecon, LLC	Reel Strong Utility Fleet
GRYB USA	Tobroco Machinery, LLC
Husqvarna Professional Products, Inc.	Vermeer Corporation
Indeco North America, Inc.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on March 17, 2021, at 4:31:43 pm CT. Proposals were received from the following:

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Blue Diamond Attachments
Fecon, LLC
GRYB USA
Indeco North America, Inc.
MORBARK, LLC
Tobroco Machinery, LLC
Vermeer Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
Craig West, Procurement Analyst
Carol Jackson, Procurement Analyst
Jenny Holmes, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Vermeer Corporation offers a range of equipment to aid in tree maintenance such as brush and limb chippers, stump grinders along with a variety of attachments. Their dealer network covers the U.S. and Canada with 143 locations allowing them to serve Sourcewell participating entities during and after the sale. Vermeer offers competitive discounts across its equipment lines.

Morbark, LLC is offering equipment to process wood and organics for conversion into usable materials. Their products include mulching attachments, stump cutters, brush chippers, with available service contracts. The Morbark dealer network consists of 230 locations and brings sales and service to Sourcewell participating entities throughout the U.S. and Canada. They are offering a solid discount from MSRP.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #031721 to:

Vermeer Corporation	#031721-VRM
Morbark, LLC	#031721-MBI

The preceding recommendations were approved on May 4, 2021.

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Greg Grunig
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Greg Grunig, Procurement Lead Analyst

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DocuSigned by:
Craig West
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Craig West, Procurement Analyst

DocuSigned by:
Carol Jackson
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Carol Jackson, Procurement Analyst

DocuSigned by:
Jenny Holmes
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Jenny Holmes, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #031721** for **Tree Maintenance Equipment, Attachments, and Accessories**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.

2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz
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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer

Sourcewell

Vermeer #031721-VRM

Pricing for contract #031721-VRM offers Sourcewell participating agencies the following discounts:

- Up to a 14% discount off list price
- In addition to the discount off MSRP, Vermeer's dealership network has the authority to consider volume discounts, member loyalty, and additional discounts at their discretion. Please contact the appropriate Vermeer Dealer or the Vermeer Corporate Accounts Department to discuss.

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Proposal Opening Record

Date of opening: March 17, 2021

Sourcewell posted Request for Proposal #031721, for the procurement of Tree Maintenance Equipment, Attachments, and Accessories, on the Sourcewell Procurement Portal [proportal.sourcewell-mn.gov] on Wednesday, January 27, 2021, and the solicitation remained in an open status within the portal until March 17, 2021, at 4:30 pm CT. The RFP required that all proposals be submitted through the Sourcewell Procurement Portal no later than 4:30 pm CT on March 17, 2021, the date and time specified in the Solicitation Schedule.

The undersigned certify that all responses received on Request for Proposal #031721 were submitted through the Sourcewell Procurement Portal, and that each Proposer's response material was digitally sealed upon submission and remained inaccessible until the due date and time specified in the Solicitation Schedule.

Responses were received from the following:

Blue Diamond Attachments - Submitted 3/17/21 at 12:52:44 PM
Fecon, LLC - Submitted 3/17/21 at 7:21:05 AM
GRYB USA - Submitted 3/17/21 at 10:34:50 AM
Indeco North America, Inc. - Submitted 3/17/21 at 9:30:15 AM
MORBARK, LLC - Submitted 3/17/21 at 7:19:29 AM
Tobroco Machinery, LLC - Submitted 3/16/21 at 3:35:10 PM
Vermeer Corporation - Submitted 3/17/21 at 1:29:36 PM

The Proposals were opened electronically, and a list of all Proposers was made publicly available in the Sourcewell Procurement Portal, on March 17, 2021, at 4:31:43 PM CT. All responsive proposals were then submitted for review by the Sourcewell Evaluation Committee.

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Greg Grunig
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Greg Grunig, Procurement Lead Analyst

DocuSigned by:
Carol Jackson
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Carol Jackson, Procurement Analyst

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Proposal Evaluation

Tree Maintenance Equipment, Attachments, and Accessories RFP #031721

	Possible Points	Blue Diamond Attachments	FECON LLC	GRYB USA	Indeco North American	MORBARK LLC	Tobroco Machinery	Vermeer Corporation
Conformance to Terms/ Conditions to Include Documentation	50	39	35	33	37	42	39	45
Pricing	400	315	315	289	336	331	278	368
Financial, Industry and Marketplace Successes	75	61	64	53	54	69	55	68
Bidder's Ability to Sell/ Service Contract Nationally	100	82	73	71	65	84	68	91
Bidder's Marketing Plan	50	38	30	34	35	42	37	45
Value Added Attributes	75	58	58	50	51	64	55	69
Warranty Coverages and Information	50	41	40	42	39	42	37	43
Selection and Variety of Products and Services Offered	200	154	163	165	139	171	124	170
Total Points	1,000	788	778	737	756	845	693	899
Rank Order		3	4	6	5	2	7	1

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Greg Grunig, Procurement Lead Analyst

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