COMMENT AND REVIEW

to the
REQUEST FOR PROPOSAL (RFP) #032119
Entitled

HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES

The following advertisement was placed in Oregon’s Daily Journal of Commerce on February 1, 2019 and January 31, 2019 in Utah’s The Salt Lake Tribune, in USA Today, in South Carolina’s The State, and on the Sourcewell website www.sourcewell-mn.gov, Biddingo, Merx, The New York State Contract Reporter website www.nyscr.ny.gov, Onvia website www.onvia.com, and PublicPurchase.com:

Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #032119 HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES. Details of this RFP are available beginning January 31, 2019. Details may be obtained by letter of request to James Voelker, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@sourcewell-mn.gov. Proposals will be received until March 21, 2019 at 4:30 p.m. Central Time at the above address and opened March 22, 2019 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

<table>
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<tr>
<th>Able Equipment Rental</th>
<th>Komatsu America Corp.</th>
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<tr>
<td>AGS Safety and Supply</td>
<td>Langefels Equipment Co. LLC</td>
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<td>Ahern Rentals</td>
<td>Leschak Kitchens Mob, LLC</td>
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<tr>
<td>Alden Equipment, Inc.</td>
<td>Liddell Industries, Inc.</td>
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<td>All American Poly Corp.</td>
<td>Link Belt Cranes</td>
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<td>All Around Access LLC</td>
<td>Manitex</td>
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<td>Anderson Equipment Co.</td>
<td>Manitou</td>
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<td>ASV Holdings, Inc.</td>
<td>Manitowoc</td>
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<td>Bear Cat Mfg.</td>
<td>Mazergroup</td>
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<td>Ben Berg Farm &amp; Industrial equipment Ltd</td>
<td>M-B Companies</td>
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<td>Bid Ocean, Inc.</td>
<td>McCloskey International Ltd.</td>
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<td>Black River Contracting</td>
<td>Midwest Equipment Auctions</td>
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<td>Bobcat of Helena</td>
<td>MTZ Equipment</td>
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<td>Bobcat/Doosan/Clark Equip.</td>
<td>NorMont Equipment Company</td>
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<td>BOMAG</td>
<td>Nortrax Canada Inc.</td>
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<td>C&amp;B Billings</td>
<td>Odyne Systems</td>
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<td>CASE Construction</td>
<td>Office Tree Products</td>
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<td>Cashman Equipment Co</td>
<td>Paladin Attachments</td>
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<td>Caterpillar, Inc.</td>
<td>Pape Machinery, Inc.</td>
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Proposals were opened on March 22, 2019, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

BOMAG Americas, Inc.
Caterpillar Inc.
CNH Industrial America LLC
Doggett Heavy Machinery
Doosan Infracore North America, LLC
Dynapac North America LLC
Grove U.S. L.L.C. (dba Manitowac)
Hyundai Construction Equipment Americas, Inc.
John Deere Construction Retail Sales
Kobelco Construction Machinery USA, Inc.
Komatsu America Corp.
Link Belt Cranes
Roadtec, Inc
Volvo Construction Equipment North America, LLC
Wirtgen America, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst
Greg Grunig, Sourcewell Procurement Lead Analyst
Carol Jackson, Sourcewell Procurement Analyst III
Michael Munoz, Sourcewell Procurement Analyst III
Craig West, Sourcewell Procurement Analyst II

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

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One responsiveness except for the response received from Doggett Heavy Machinery. The response of Doggett Heavy Machinery was determined to be Level-One non-responsive because the questions on Forms A and P were not answered. All other proposals were found to be responsive and were evaluated.

BOMAG Americas, Inc. is a manufacturer that specializes in roadway construction equipment. BOMAG Americas offers asphalt pavers, screeds, milling machines, rollers and more. The ECO package available on most of their compaction equipment allows for up to a 20 percent reduction in fuel consumption. BOMAG Americas has a strong sales and distribution network throughout the United States and Canada to meet Member needs. BOMAG Americas offers a significant discount for Sourcewell Members.

Caterpillar, Inc provides an extensive line of construction equipment that includes multiple varieties of wheel and track loaders, excavators, skid steers, motor graders, rollers and pavers just to name a few. Remote monitoring and telematics are available on every machine allowing Members to monitor machine health and operation. Caterpillar has an extensive network of approximately 600 authorized dealer locations and 167 rental stores in the United States and Canada that will serve Sourcewell Members. They offer Members a competitive discount on pricing.

CNH Industrial America LLC’s construction equipment catalog offers a full complement of backhoes, dozers, motor graders, compaction equipment, rough terrain forklifts, wheel loaders and excavators of different sizes and designs. Case’s Heavy Equipment line receive Case ProCare which includes a factory warranty and planned maintenance for the first 3 years/3000 hours and a 3-year advanced telematics subscription. CNH boasts a dedicated dealer network of over 1100 locations across North America. CNH provides Members a solid discount from MSRP.
Grove U.S. LLC dba Manitowoc’s product offering includes industrial, rough terrain, all-terrain, lattice and hydraulic crawler, truck mounted and boom truck cranes. Manitowoc includes an initial operation and maintenance training package as part of delivery with every purchase at no additional charge. Manitowoc’s robust dealer network is located throughout the United States and Canada. They are offering Members a strong discount from published list prices.

Hyundai Construction Equipment Americas, Inc. provides multiple models of construction equipment including excavators in a range of sizes, wheel loaders, compaction rollers and hydraulic breakers. Hyundai’s excavators and wheel loaders have the All Around View Monitoring (AAVM) camera system that provides a 360 degree field of view to the operator available as an enhanced safety feature. Hyundai is prepared to serve Members through a distribution network covering the United States and Canada. Hyundai also offers a competitive discount from catalog prices.

John Deere Construction Retail Sales catalog offers a comprehensive solution of construction equipment including, but not limited to backhoes, crawler, tractor and wheel loaders, dozers, excavators, motor graders and skid steers. John Deere’s WorkSight suite of technologies provides features including JDLink Telematics, machine health prognostics, remote diagnostics and programming, payload weighing and grade control. John Deere’s extensive dealer network of nearly 1,500 locations in the United States and Canada stands ready to support Members. John Deere offers Sourcewell Members a significant discount from list prices.

Komatsu America Corp. is providing Sourcewell Members a deep selection of construction equipment including excavators, crawler dozers, motor graders, excavators and wheel loaders. Komatsu also offers two models of hybrid excavators which decrease fuel consumption by up to 20 percent, reduce carbon dioxide emissions and provide a quieter operating environment. Their large dealer network and ten regional parts depots are located across North America to serve Members. Komatsu provides a strong discount from list prices.

Link Belt Cranes offers a wide selection cranes including lattice crawler, telescopic crawler, telescopic rough terrain, telescopic truck and all-terrain models. Link Belt provides a free 24-month subscription to their iCraneTrax Lite telematics network. Their distribution sales team and technicians are located across North America to provide sales and service support. Link Belt offers Members a competitive discount from list prices.

Volvo Construction Equipment North America, LLC catalog includes an extensive array of construction equipment including wheel loaders, excavators, haulers, compactors, pavers, skid steers and compact track loaders. Volvo Co-Pilot offers a fully integrated and supported touch screen machine indication system to machine and operator performance. Volvo’s large dealer network is ready to serve Sourcewell Members throughout the United States and Canada. Their pricing proposal offers Members a solid discount from MSRP.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #032119 to:

- BOMAG Americas, Inc. #032119-BAI
- Caterpillar, Inc. #032119-CAT
- CNH Industrial America LLC #032119-CNHI
- Grove U.S. LLC dba Manitowoc #032119-GUS
The preceding recommendations were approved on May 9, 2019.

James Voelker, CPCM, CFCM, Sourcewell Procurement Lead Analyst

Greg Grunig, Sourcewell Procurement Lead Analyst

Carol Jackson, Sourcewell Procurement Analyst III

Michael Munoz, Sourcewell Procurement Analyst III

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