

**COMMENT AND REVIEW**

to the  
REQUEST FOR PROPOSAL (RFP) #110719  
Entitled

**Ag Tractors with Related Attachments, Accessories, and Supplies**

The following advertisement was placed September 19, 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](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and September 20, 2019 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Ag Tractors with Related Attachments, Accessories, and Supplies to result in a national contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, 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 November 07, 2019, 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:

AGCO Corporation	Kubota Tractor Corporation
Agland Corp	Maddock Construction Equipment
Agriterra Equipment	Mahindra USA
BJ Fab, LLC	Max Distributing / BCS America
CNH Industrial America, LLC	Morooka USA, LLC
Deere & Company	MTZ Equipment, Ltd
Diamond A Equipment, LLC	Walker Manufacturing Company
HIGH CLASS MANAGEMENT GROUP	Waterware
Kubota Canada, Ltd	York Modern Corporation

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 November 7, 2019, at 4:30 pm CT. Proposals were received from the following:

AGCO Corporation  
CNH Industrial America, LLC  
Deere & Company  
Kubota Tractor Corporation  
Maddock Construction Equipment  
Max Distributing / BCS America

Proposals were reviewed by the Proposal Evaluation Committee:

- Greg Grunig, Sourcwell Procurement Lead Analyst
- Carol Jackson, Sourcwell Procurement Analyst
- Stephanie Haataja, CPIM, Sourcwell Procurement Analyst
- Craig West, Sourcwell Procurement Analyst

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

The Proposal Evaluation Committee used the Sourcwell RFP evaluation criteria and determined that four proposal responses met Level-One and Level-Two Responsiveness and were evaluated. Maddock Construction Equipment and Max Distributing/BCS America were determined to be Level-Two non-responsive and not evaluated.


CNH Industrial America LLC offers the Case IH and New Holland product lines to provide solutions for Sourcwell members. They offer a wide range of products such as tractors, planters, sprayers, hay mowers, balers and numerous other accessories. With 1,400 dealers and 11 parts depots in North America they are able to sell and service their products for Sourcwell members where ever they are located. CNH offers a significant discount to Sourcwell members along with their own financing options.

Deere & Company offers a complete product offering: small, mid-sized and large tractors, rotary cutters, combines, hay and forage balers, planters, sprayers, and attachments. With over 1,700 dealer locations and 800,000 unique parts, Deere & Company offers sales and service to members across the US and Canada. They offer a solid discount with in-house financing to serve Sourcwell members.

For these reasons, the Sourcwell Proposal Review Committee recommends award of Sourcwell Contract #110719 to:

CNH	110719-CNH
Deere & Company	110719-JDC

The preceding recommendations were approved on December 12, 2019.

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 Greg Grunig, Sourcwell Procurement Lead Analyst

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 Carol Jackson, Sourcwell Procurement Analyst

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Stephanie Haataja, CPIM, Sourcewell Procurement Analyst

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*Craig West*  
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Craig West, Sourcewell 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 #110719 for Ag Tractors with Related Attachments, Accessories, and Supplies**.

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, CPPU, ASQ CSSBB  
Chief Procurement Officer