



Heavy Equipment, Parts, Accessories, Supplies & Related Services
Executive Summary

Lead Agency: City of Tucson, AZ
RFP Issued: September 27, 2016
Date Open: November 14, 2016

Solicitation: RFP #161534
Pre-Proposal Date: October 12, 2016
Proposals Received: 4

Awarded to: Caterpillar

The City of Tucson, AZ Department of Procurement issued RFP #161534 on September 27, 2016 to establish a national cooperative contract for heavy equipment, parts, accessories, supplies and related services.

The solicitation included cooperative purchasing language in the National Contract Requirements section:

The City, as the Principal Procurement Agency, as defined in Attachment A, has partnered with the National Intergovernmental Purchasing Alliance Company (“National IPA”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by National IPA) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through National IPA’s cooperative purchasing program. The City is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA’s cooperative purchasing program. Attachment A contains additional information on National IPA and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Arizona Business Gazette
- City of Tucson Procurement Site
- Deseret News
- DJC Oregon
- Honolulu Star Advertiser
- Houston Chronicle
- National IPA Website
- New Jersey Herald
- Richmond Times
- San Bernardino Sun
- Seattle Daily Journal of Commerce
- The Advocate

- The Herald News
- The State South Carolina
- Times Union
- USA Today

On November 14, 2016 proposals were received from the following offerors:

- Caterpillar
- John Deere
- Sunbelt Rentals

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with the top ranked firm, Caterpillar.

The City of Tucson, AZ, National IPA and Caterpillar successfully negotiated a contract and the City of Tucson executed the agreement with a contract effective date of May 1, 2017.

Contract includes: Heavy equipment, parts, accessories, supplies and related services

Term:

Initial one year agreement from May 1, 2017 through April 30, 2018, with option to renew for four (4) additional one-year periods through April 30, 2022.

Pricing/Discount:

Minimum discount off list price.

Serviced and supported by local Cat dealers.

Value Added Services:

- Financing options
- Used equipment
- Rentals
- Extended warranties
- Maintenance agreements
- Trade-in or Buyback options

National IPA Web Landing Pages: www.nationalipa.org/Vendors/Pages/Caterpillar.aspx