



Groundskeeping Materials – Fertilizer, Pesticide, Herbicide, Grass Seed and Related Items

Executive Summary

Lead Agency: City of Rochester Hills, MI

Solicitation: RFP-RH-18-014

RFP Issued: May 31, 2018

Pre-Proposal Date: June 14, 2018

Response Due Date: July 12, 2018

Proposals Received: 2

Awarded to: Harrell's LLC

The City of Rochester Hills, Michigan Purchasing Department, issued RFP RH-18-014 on May 31, 2018, to establish a national cooperative contract for Harrell's LLC.

The solicitation included cooperative purchasing language in Sections 1 and 3:

NATIONAL CONTRACT REQUIREMENTS. The City of Rochester Hills, 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 of Rochester Hills 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:

- MITN website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald News, IL
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Las Vegas Journal Review, NV
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On July 12, 2018 proposals were received from the following offerors:

- Harrell's LLC
- Simplot Partners

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Harrell's LLC and proceeding with a contract award upon successful completion of negotiations.

The City of Rochester Hills, Michigan, National IPA and Harrell's LLC successfully negotiated a contract, and the City of Rochester Hills executed the agreement with a contract effective date of December 1, 2018.

Contract includes:

- A comprehensive product and service offering including fertilizer, soil amendments, herbicide, pesticide, grass seed and balance of line including other materials and supplies.
- Free training with CEU credits
- Bulk spreading in certain states
- www.myHarrells.com customer web portal

Term:

Initial one-year agreement from December 1, 2018 through November 30, 2019 with the option to renew for four (4) additional one-year periods through November 30, 2023.

Pricing/Discount:

Various

National IPA Web Landing Pages:

<http://www.nationalipa.org/Vendors/Pages/Harrells.aspx>