



Combination Sewer Trucks, Parts and Related Services
Executive Summary

Lead Agency: City of Rochester Hills, MI
RFP Issued: November 2, 2015
Date Open: December 18, 2015

Solicitation: RFP-RH-15-034
Pre-Proposal Date: November 12, 2015
Proposals Received: 2

Awarded to:



The City of Rochester Hills issued RFP-RH-15-034 on November 2, 2015 on behalf of the City, as well as on behalf of City of Farmington Hills, MI. The RFP was also intended to establish a national cooperative contract for combination sewer trucks, parks and related services.

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

- The Salt Lake Tribune, UT
- Richmond Times Dispatch, VA
- The Olympian, WA
- The State, SC
- Daily Journal of Commerce, OR
- Times Union, NY
- Hawaii Tribune, HI
- National IPA Website

On December 18, 2015, proposals were received from the following offerors:
Southeastern Equipment Company, Inc.
Hi-Vac Corporation

The proposals were reviewed by the City. Using the evaluation criteria stated in the RFP the committee short-listed the top two ranked firms. The top two ranked firms were invited to participate in an interview/demo.

The evaluation committee evaluated the interview/demo and the relative strengths and weaknesses of the proposal with regard to the evaluation criteria stated in the RFP. As a result, the committee recommended entering negotiations with the intent to award a contract to the top ranked offeror: Southeastern Equipment Co.

Southeastern Equipment Co provides regional service in Michigan, Ohio, Indiana and Kentucky

The City of Rochester Hills, National IPA and Southeastern Equipment successfully negotiated a contract and the City of Rochester Hills executed a contract on May 18, 2016 with a contract effective May 18, 2016.

Contract includes: Vacall combination sewer trucks, parts and related services

Term:

Initial three year agreement from May 18, 2016 through May 17, 2019, with option to renew for two (2) additional one-year periods through May 17, 2021.

Pricing/Discount:

- 4% off list price for machine pricing
- 4% off list price for parts and accessories
- 2% off used equipment
- 2% off for USB Sewer Equipment
- Financing and lease options available

Value Added Services:

- On-site training and delivery
- Trade-Ins accepted
- USB Sewer Equipment also included in contract