

NASPO ValuePoint/Commonwealth of VA Ground Maintenance Equipment Contract

Contract Number:	E194-81037
Contract Period:	February 28, 2020 - February 27, 2023
Eligibility:	<p>Commonwealth of Virginia agencies, Institutions of higher education including listed private colleges and universities, and other public bodies of the Commonwealth of Virginia, to include cities, counties, towns, political subdivisions, and any approved NASPO ValuePoint Participants.</p> <p>Questions regarding eligibility may be directed to:</p> <p>Danielle Keeton, CPPB, VCO, VCA Statewide Sourcing & Contracting Officer Email: Danielle.Keeton@dgs.virginia.gov Voice: 804-2252948 Fax: 804-786-5413</p>

Quotes and Purchase Orders:

Quotes are valid for 30 days from the creation date of the quote **OR** until the contract expires, whichever occurs first.

To obtain a quote, contact your local **John Deere Dealer**. Submit your purchase order to the dealer. The John Deere Dealer will submit the purchase order to John Deere's Government Sales office.

All purchase orders must show Deere & Company as the vendor and reference the contract number.

Contract Details

Delivery Obligations	None.
Fees	Optional delivery fee of \$4 per loaded mile is allowed for the delivering dealer. This fee is <u>not</u> per machine; it's per load. Use Google Maps to calculate the mileage. The fee should be shown as a separate line item on the quote and/or the purchase order.

Financing	<p>John Deere Municipal Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 12-60 month financial product require payments and enables ownership of the equipment.</p> <p>Government Operating Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 24-60 month product requires payments and the equipment is returned to the dealer location at the end of the term.</p> <p>Retail Note Financing by John Deere Financial or Third Party Allowed: If the agency rules and guidelines allow.</p>
Machine Hours	<p>Allowed: Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have hours but should not exceed hour usage guidelines in the warranty administration manual.</p>
Manuals	<p>An operator’s manual is included with the delivery of the equipment at no charge.</p>
Miscellaneous	<p><u>*MANDATORY eVA PO and Credit Card Order Processing (Required for ALL agencies/entities in VA only, excluding the exceptions below)</u></p> <p>All orders (PO or Credit Card) must be submitted as a “catalog line” and received in this format. If an agency provides their own PO format, do not accept the order and advise the agency that they must submit via eVA as a “catalog line” which will generate the required format (see link below for detailed instructions that may be provided to agency).</p> <p>All orders must include:</p> <ul style="list-style-type: none"> o Contract Number o Model Number in Description Field <p>Any change made to the PO amount must be made by revising the original PO in eVA. <i>*Exception: VT (Virginia Polytechnic Institute and State University) and University of Virginia are not required to enter PO’s via eVA system.</i></p> <p>Agency may review Detailed Order Entry Instructions or contact the eVA Helpdesk for additional assistance at 866-289-7367 or eVACustomerCare@dgs.virginia.gov</p> <p><u>Minimum Order Value - \$500</u></p> <p><u>Training</u> Provide on-site in-service training (if required) to ordering agency either by representative or instructional DVD at no cost to agency and held at order agency’s facility. Dealers must provide invoice for reimbursement of cost of DVD or submit invoice itemizing time spent on on-site training which well be reimbursed at the labor rate posted on the Government and National Sales Reimbursement Schedule.</p>



<p>Multiple Unit Discount</p>	<p>For sales of three or more like self-propelled equipment sold to one customer on the same purchase order qualifies for an additional discount. Implements and attachments sold with and for self-propelled ride-on machines are also eligible for multi-unit discounts, but do not count towards the total number of ride-on units, which determines the multi-unit discount percentage. See discount structure below:</p> <table data-bbox="321 388 1015 546"> <thead> <tr> <th>Quantity</th> <th>Additional Discount</th> </tr> </thead> <tbody> <tr> <td>3-4</td> <td>1%</td> </tr> <tr> <td>5-6</td> <td>2%</td> </tr> <tr> <td>7-8</td> <td>3%</td> </tr> <tr> <td>9 units or more</td> <td>4%</td> </tr> </tbody> </table> <p>Frontier Equipment is excluded from the Multiple Unit Discount program.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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3-4	1%										
5-6	2%										
7-8	3%										
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<p>Open Market by John Deere (listed in the price book)</p>	<p>Allowed: <u>Per the contracts terms and conditions</u>, the addition of open market equipment will complete or enhance the operation or provide an additional level of safe operation of the contract equipment. Open market equipment is defined as products, implements, attachments, parts, and bundles not currently on contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>										
<p>Open Market by Dealer (not listed in the price book)</p>	<p>Allowed. Open-Market items not available from John Deere but offered by the delivering Dealer to complete the purchase of John Deere equipment awarded on contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>										
<p>Payment and Remittance</p>	<p>Credit card payments allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
<p>Substitutions</p>	<p>Not applicable. This is a current price contract.</p>										
<p>Trade-Ins</p>	<p>Allowed: Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer will determine the trade-in value.</p>										

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
Turf Equipment			
L21	Residential Zero-Turn-Radius Mowers & Equipment (excludes Z700s)	4%	Current Price
L21	Residential Zero-Turn-Radius Mowers & Equipment (Z700s only)	9%	Current Price
L25	Lawn Tractors (X300s only) & Equipment	18%	Current Price
L30	Garden Tractors & Equipment	18%	Current Price
L35	Equipment for Lawn & Garden Tractors	18%	Current Price
C10	Commercial Walk-Behind Mowers & Equipment	23%	Current Price
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%	Current Price
C15	Commercial Front Mowers & Equipment	23%	Current Price
C18	Commercial Wide Area Mowers & Equipment	23%	Current Price
C20	Compact Utility Tractors & Equipment	18%	Current Price
C21	Equipment for Commercial Mowing Products	23%	Current Price
C25	Equipment for Compact Utility Tractors	18%	Current Price
C39	High Performance Utility Vehicles & Equipment	14%	Current Price
C40	Mid-Size Crossover Utility Vehicles & Equipment	14%	Current Price
C41	Full-Size Crossover Utility Vehicles & Equipment	14%	Current Price
C42	Traditional Utility Vehicles & Equipment	17%	Current Price
C47	HPX Utility Vehicles & Equipment	14%	Current Price
C48	Equipment for Utility Vehicles	14%	Current Price
Golf Equipment			
G10	Reel Mowers & Equipment	24%	Current Price
G15	Special Application Mowers & Equipment	24%	Current Price
G20	Special Application Vehicles & Equipment	24%	Current Price
G25	Aeration & Equipment	24%	Current Price
G30	Debris Maintenance & Equipment	24%	Current Price
G35	Golf Fleet Management	13%	Current Price
Ag Equipment			
A2	Tractors: 5045E, 5055E, 5065E, 5075E	14%	Current Price
A2	Tractors: 5090E, 5090EL, 5100E	19%	Current Price
A2	Tractors: 5000Ms, Rs, GLs, GVs, GNs, MHs and MLs	22%	Current Price
A2	Tractors: 6000 - 9000 Series	24%	Current Price
A3	Combines	22%	Current Price
A4	Cotton	22%	Current Price
A5	Hay & Forage	22%	Current Price



A6	Tillage	22%	Current Price
A7	Planters, Drills & Air Seeder	22%	Current Price
A8	Sprayers	22%	Current Price
A9	Implements & Attachments	24%	Current Price
A10	Ag Management Solutions (AMS)	Discount same as Tractor's Discount	Current Price
Frontier Equipment			
Frontier	Cutting & Mowing	18%	Current Price
Frontier	Material Handling	18%	Current Price
Frontier	Landscaping	18%	Current Price
Frontier	Planting & Seeding	18%	Current Price
Frontier	Cotton	18%	Current Price
Frontier	Hay & Forage	18%	Current Price
Frontier	Tillage	18%	Current Price
Frontier	Livestock Equipment	18%	Current Price
Frontier	Snow Products	18%	Current Price

Contract Updates

May 7, 2020 – Price Tab A10 was showing 4% discount and Price Page Date was “Discount same as Tractor’s Discount”. Changed discount column to “Discount same as Tractor’s Discount” and Price Page Date to “Current Price”.

March 11, 2020 – added leasing details.