



Grounds Maintenance Equipment, Parts, Accessories, Supplies, and Related Services and Equipment
Executive Summary

Lead Agency: City of Mesa

Solicitation: 2023261

RFP Issued: JUNE 26, 2023

Pre-Proposal Date: PRE-PROPOSAL DATE

Response Due Date: AUGUST 8, 2023

Proposals Received: #2

Awarded to: The Toro Company



The City of Mesa Department of Procurement issued RFP 2023261 on June 26, 2023, to establish a national cooperative contract for Grounds Maintenance Equipment, Parts, Accessories, Supplies, and Related Services and Equipment.

The solicitation included cooperative purchasing language in Scope of Work, Section 2, National Contract.: *The City of Mesa, as the Principal Procurement Agency, as defined in the OMNIA Partners Documents (Attachment E), has partnered with the OMNIA Partners to make the resultant contract (also known as the "Master Agreement" in materials distributed by OMNIA Partners) 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 OMNIA Partners' cooperative purchasing program. The City of Mesa 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 OMNIA Partners (a "Participating Public Agency" and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on Attachment E, or as otherwise agreed to. Attachment E contains additional information on Omnia Partners and the cooperative purchasing agreement.*

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

- City of Mesa website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY

- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal and/or Las Vegas Sun
- Kennebec Journal/Morning Sentinel, ME

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses were notified of the Request for Proposal

On August 8, 2023 proposals were received from the following offerors:

- ASW, LLC dba American Landmaster
- The Toro Company

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 Toro Company and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses

The City of Mesa, OMNIA Partners and the Toro Company successfully negotiated a contract, and the City of Mesa executed the agreement with a contract effective date of October 2, 2023.

The Toro Company (NYSE: TTC) is a leading worldwide provider of innovative solutions for the outdoor environment including turf, snow and ground engaging equipment and irrigation and outdoor lighting solutions.

Contract includes:

- Commercial equipment, including wide-area mowers, sprayers, utility vehicle, and general turf maintenance equipment and parts
- Landscape contractor equipment
- Siteworks Systems Division equipment and accessories
- Golf irrigation equipment

Term:

Initial five-year agreement from April 1, 2024 through March 31, 2029 with the option to renew up to a maximum of two (2) years, through March 31, 2031.

Pricing/Discount:

Pricing is discount off Toro MSRP. Serviced and supported by authorized Toro distributors.

Website: [The Toro Company](#) | [OMNIA Partners](#) | [Public Sector](#)