



OMNIA



# Exmark

**Built For This.**

Exmark is the leading manufacturer of commercial mowers for landscape maintenance professionals. In addition to designing, building, and marketing quality turf care equipment, Exmark's goal is total customer satisfaction.

**Click Your Industry**

Education | Government

Nonprofit

K-12 Education

# Public Sector

Higher Education

State & Local Government

Exmark provides tractors, mowers, and other equipment, parts, and services, available through a cooperative contract through OMNIA Partners.

- **Tractors, Mowers, and Other Equipment, Parts, and Services**  
Cobb County, GA | 20469

VIEW CONTRACT  
DOCUMENTATION

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## Exmark Manufacturing Company Contract Documentation

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# Tractors, Mowers, and Other Equipment, Parts, and Services

## Cobb County, GA

### Contract Number: 20469

Initial Term: May 15, 2022 through May 14, 2025

Renewal Options: Option to renew for two (2) additional one-year periods through May 14, 2027

**RENEWED THROUGH May 14, 2026**

## Executive Summary & Overview

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## Master Agreement Documents

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## Evaluation & Award Documents

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## Solicitation Process

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- RFP Addendum 1
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- Historically Underutilized Business Outreach
- RFP Opening Documents
- Proof of Publication



### INDUSTRIES

K-12 Education

Higher Education

### SOLUTIONS

Contract Offerings

OPUS

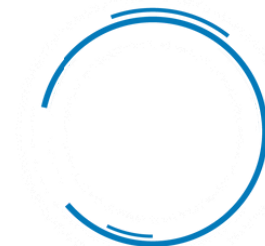
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TRACTORS, MOWERS, AND OTHER EQUIPMENT, PARTS, AND SERVICES  
Executive Summary

**Lead Agency:** Cobb County, GA

**Solicitation:** 22-6640

**RFP Issued:** January 28, 2022

**Pre-Proposal Date:** February 14, 2022

**Response Due Date:** March 10, 2022

**Proposals Received:** #4

**Awarded to:** Exmark Manufacturing Company, Inc.

The Cobb County Purchasing Department issued RFP 22-6640 on January 28, 2022, to establish a national cooperative contract for Tractors, Mowers, and Other Equipment, Parts, and Services.

The solicitation included cooperative purchasing language in General Definition of Products and/or Services – National Contract:

*Cobb County, GA, as the Principal Procurement Agency, defined in Attachment A, has partnered with OMNIA Partners, Public Sector (“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. Cobb County, GA 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 A, or as otherwise agreed to. Attachment A contains additional information about OMNIA Partners and the cooperative purchasing program.*

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

- Cobb County, GA’s website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ

- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

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

On March 10, 2022 proposals were received from the following offerors:

- Energreen America
- Exmark Manufacturing Company, Inc.
- Moridge Manufacturing, Inc.
- Textron Specialized Vehicles

There was an additional proposal submitted by an offeror that was deemed non-responsive.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Exmark Manufacturing Company, Inc. and proceeding with contract award upon successful completion of negotiations.

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

Cobb County, GA, OMNIA Partners and Exmark Manufacturing Company, Inc. successfully negotiated a contract, and Cobb County, GA executed the agreement with a contract effective date of May 15, 2022.

Contract includes: Full line of Exmark products for mowing and turf care. Line includes walk-behinds, zero-turn riders, stand-on mowers, aerators, stand-on spreader/sprayers, rotary broom, slice seeder, as well as select accessories. Some equipment features include rear discharge, electronic fuel injection (EFI), RED On-Board Intelligence, and Oil Guard Systems. Distributors and dealers also offer the following services: product set-up and basic operational training, installation of any Exmark accessories purchased with a machine, product safety training, preventative maintenance training, product demonstrations prior to purchase, Hydro Drive Life Extension Program for Lazer Z and Radius X-Services, OEM parts purchasing online or in-store.

Term:

Initial three-year agreement from May 15, 2022 through May 14, 2025 with the option to renew for two (2) additional 12-month periods through May 14, 2027.

Pricing/Discount: Price list attachment for current product list prices and proposed discount pricing available upon request. Exmark wholegoods including mowers and turf management equipment 27.5% off current list price. Accessories including UltraVac baggers, completing or drive kits, and turf management accessories to receive a discount of 15% off current list price.

Reference Number	
Reference Depart.	Purchasing Department

Reference No. 20469

## Master Agreement

Owner: Cobb County Board of Commissioners  
100 Cherokee Street  
Marietta, GA 30090

Contractor: Exmark Manufacturing Company, Inc.  
415 Industrial Row  
Beatrice, Nebraska 68310

Description: **TRACTORS, MOWERS, AND OTHER EQUIPMENT, PARTS, AND SERVICES:** The undersigned parties understand and agree to comply with and be bound by the entire contents of **Sealed Bid #22-6640 ("the RFP")** and the Contractor's Proposal submitted March 10, 2022 which is incorporated herein by reference.

**OMNIA PARTNERS, PUBLIC SECTOR:** Supplier agrees to extend Goods and/or Services to public agencies (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")) registered with OMNIA Partners, Public Sector ("Participating Public Agencies") under the terms of this agreement ("Master Agreement").

Governing Law: This Agreement shall be governed by the laws of the State of Georgia. As to any dispute hereunder, venue shall be in the Superior Court of Cobb County, Georgia.

Term: This Agreement shall begin on May 15, 2022, the Effective Date, for a period of thirty-six months, and shall automatically terminate and renew for two (2) additional twelve (12) month periods and shall terminate absolutely on May 14, 2027 unless earlier terminated as provided herein. Pursuant to O.C.G.A. § 36-60-13, this Agreement shall terminate absolutely and without further obligation on the part of the County at the close of the calendar year in which it was executed and at the close of each succeeding calendar for which it may be renewed. The Parties reserve the right to renew, amend or extend the Agreement for additional terms. Either party may terminate this Agreement for convenience and/or due to lack of funding at the end of each annual term.

Price: Prices for services and equipment, if applicable, as stated in the Contractor's proposal

Billing: For purchases made by Cobb County Government, all original invoices shall be submitted directly to the Cobb County Finance Department. Invoices shall bill only for items received during the period covered by the invoice and shall clearly identify such items in accordance with invoicing guidelines in the Sealed Bid Proposal. For purchases made by participating public agencies, the Contractor shall comply with each agency's invoicing and billing requirements outlined on the applicable order.

{SIGNATURES ON NEXT PAGE}


IN WITNESS, WHEREOF, this Agreement has been executed by Owner and accepted by Contractor to be effective as of the date first above written.



*Cobb County... Expect the Best!*

Cobb County Board of Commissioners  
100 Cherokee Street  
Marietta, GA 30090



  
Lisa N. Cupid, Chairwoman  
Cobb County Board of Commissioners

5/31/22  
Date

Exmark Manufacturing Company, Inc.  
415 Industrial Row  
Beatrice, Nebraska 68310

  
Authorized Signature

Regional Sales Manager  
Title

May 10, 2022  
Date

FEDERAL TAX ID NUMBER  
47-0646782

Approved as to form

  
County Attorney's Office

5/17/22  
Date

**APPROVED**  
PER MINUTES OF  
COBB COUNTY  
BOARD OF COMMISSIONERS

5/10/22