

OHIO - STS515 Agricultural Machinery – Mowers, Tractors & Related Equipment

Contract Number:	800750
Contract Period:	January 1, 2019 – December 31, 2023 **EXPIRED** Ohio is currently reviewing Deere & Company's proposal for a new contract.
Eligibility:	<p>State agencies are allowed to use this contract. This is also a cooperative purchase contract allowing members of the State's cooperative purchasing program to make purchases.</p> <p>To verify membership for the cooperative purchasing program, please review the Ohio co-op member list.</p> <p>Note for John Deere Dealers: Prior to quoting and/or delivering any contract sales, dealers must be approved by the State of Ohio and be listed on the Approved Dealer List. This process can take up to 30 days. See the section below titled, "Miscellaneous," for more information.</p> <p>For questions regarding the Co-op program or current members, contact the DAS Cooperative Purchasing Team:</p> <p>Wayne McCulty, State Purchasing Administrator Phone: 614.466.7066, E-mail: Wayne.McCulty@das.state.oh.us</p> <p>Renee Hinte, Program Administrator Phone: 614.466.6530, E-mail: Renee.Hinte@das.state.oh.us</p> <p>Maureen Studer, Purchasing Specialist Phone: 614.728.3723, E-mail: Maureen.Studer@das.state.oh.us</p>

Quotes and Purchase Orders:

John Deere Dealer, please review agency eProcurement requirements prior to providing the final quote. Please follow the [A&T Quote Process for Ohio](#) for agencies that require a pre-audited quote to be sent electronically to their eProcurement system.

Agencies who have questions or need assistance with the eProcurement system should contact the OBM Shared Services Center at 614-338-4781 or 877-644-6771 or ohiosharedservices@Ohio.gov (put "OhioBuys" in the subject line).

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	None.
Fees	No fees may be charged.
Financing	<p>Not allowed on this contract.</p> <p>If financing is required by a non-state agency (local municipalities, counties, etc.), John Deere will extend pricing equal to its Ohio STS contract. Dealers must go to JD Quote 2 and select the “OH Open Market Price Schedule” to create the quote. Reference of Ohio STS Contract 800750 is prohibited on any of the purchase related documents. Quotes and purchase orders <u>must</u> reference “OH Open Market Price Schedule”.</p> <ul style="list-style-type: none"> The “OH Open Market Price Schedule” allows non-state agencies to finance using the <u>John Deere Municipal Lease or a third-party lender</u>, which would result in full ownership of the equipment at the end of the term. The financed purchase will be an “open market” transaction.
Leasing	<p>Not allowed on this contract.</p> <p>If financing is required by a non-state agency (local municipalities, counties, etc.), John Deere will extend pricing equal to its Ohio STS contract. Dealers must go to JD Quote 2 and select the “OH Open Market Price Schedule” to create the quote. Reference of Ohio STS Contract 800750 is prohibited on any of the purchase related documents. Quotes and purchase orders <u>must</u> reference “OH Open Market Price Schedule”.</p> <ul style="list-style-type: none"> The “OH Open Market Price Schedule” allows non-state agencies to finance using the <u>True Lease/Operating Lease</u>, where the customer makes payments and the equipment is returned to the dealer at the end of the term. The financed purchase will be an “open market” transaction.
Machine Hours	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.

Manuals	An operator's manual is included with the delivery of the equipment at no charge.
Miscellaneous	<p>Prior to delivering any contract sales, dealers must be approved by the state of Ohio and be listed on the Approved Dealer List (linked in Eligibility section above).</p> <p>Any dealer not listed on the approved dealer list must complete the following items prior to participating in the contract. Please review the requirements carefully to avoid delays with being approved as Ohio will return documents not completed exactly as requested. The approval process takes approximately 30 days.</p> <ol style="list-style-type: none">1) Review the Non-IT STS Mandatory Training.2) Review the Non-IT STS Terms and Conditions document. You are agreeing to abide by the terms and conditions of the contract.3) Complete the Dealer Acceptance Letter ("Y-letter"). Email GovContractSupport@JohnDeere.com to obtain the most recent Y-Letter Template. You will need to provide your charter/registration number in the letter. If you have additional locations that operate under the charter/registration number shown on the letter that will be quoting and/or delivering equipment sold off this contract, list the locations by name and physical address on a separate page with dealership letterhead.<ul style="list-style-type: none">- Enter your dealership's legal name in each space that says, "Authorized Dealer Name".- Enter your Ohio Secretary of State Charter/Registration Number in the field as requested. If you do not have a Charter/Registration Number, please see number 5 below. Questions regarding registration should be directed to (614) 466-3910, or visit http://www.sos.state.oh.us- Enter your dealership's information under "Purchase Orders to be sent to the following address". You will upload all PO's into JDQuote2 for processing.- Copy completed document on dealership letterhead and sign in BLUE ink.4) Electronically file the Affirmative Action Program Verification on the Ohio Business Gateway ("OBG") website https://ohiobusinessgateway.ohio.gov/OBG/Membership/Security.mvc/Login#MainContainer5) If you do not have a State Charter / Registration Number, complete your registration with the Secretary of State. Questions regarding registration should be directed to (614) 466-3910, or visit http://www.sos.state.oh.us6) Submit all required items above with original signatures in BLUE ink via email to GovContractSupport@JohnDeere.com as COLOR pdf files with signatures in BLUE ink.

<p>Multiple Unit Discount</p>	<p>Multiple unit discounts are allowed. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table border="0" data-bbox="354 331 966 499"> <thead> <tr> <th data-bbox="354 331 456 359">Quantity</th> <th data-bbox="737 331 966 359">Additional Discount</th> </tr> </thead> <tbody> <tr> <td data-bbox="380 365 423 392">3-4</td> <td data-bbox="818 365 859 392">1%</td> </tr> <tr> <td data-bbox="380 399 423 426">5-6</td> <td data-bbox="818 399 859 426">2%</td> </tr> <tr> <td data-bbox="380 432 423 459">7-8</td> <td data-bbox="818 432 859 459">3%</td> </tr> <tr> <td data-bbox="380 466 558 493">9 units or more</td> <td data-bbox="818 466 859 493">4%</td> </tr> </tbody> </table> <p data-bbox="354 533 1471 667">Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. Self-propelled products, with the exception of our utility vehicles, must be listed in the same tabbed price book section. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p data-bbox="354 703 1084 730">Frontier Equipment is excluded from the Multiple Unit Discount.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
Quantity	Additional Discount										
3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
<p>Open Market by John Deere (listed in the price book)</p>	<p>Not allowed on this contract.</p>										
<p>Open Market by Dealer (not listed in the price book)</p>	<p>Not allowed on this contract.</p>										
<p>Payment Remittance Information</p>	<p>Credit card usage is optional for purchases up to \$2,500 unless the Office of Budget and Management has approved the agency to exceed this limit.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
<p>Substitutions</p>	<p>Substitution approvals must go through the State and require a formal contract amendment that can take up to 30 days.</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

John Deere Dealer, please review agency eProcurement requirements prior to providing the final quote. Please follow the [A&T Quote Process for Ohio](#) for agencies that require a pre-audited quote to be sent electronically to their eProcurement system.

Agencies who have questions or need assistance with the eProcurement system should contact the OBM Shared Services Center at 614-338-4781 or 877-644-6771 or ohiosharedservices@Ohio.gov (put "OhioBuys" in the subject line).

Price Book Section	Category Description	Discount off MSRP	Price Page Date
L21	Residential Zero-Turn Mowers & Equipment (excluding Z700s)	3.25%	15Dec20
L21	Residential Zero-Turn Mowers & Equipment (Z700s only)	8.25%	15Dec20
L25	Lawn Tractors & Equipment (S100s & S200s Only)	3.25%	22Dec20
L25	Lawn Tractors & Equipment (X300s Only)	17.25%	22Dec20
L30	Lawn & Garden Tractors	17.25%	02Nov20
L35	Equipment for Lawn & Garden Tractors	17.25%	02Nov20
C10	Commercial Walk-Behind Mowers	22.25%	23Dec20
C13	Commercial Zero-Turn Mowers & Equipment	22.25%	14Dec20
C15	Commercial Front Mowers & Equipment	22.25%	08Jan21
C18	Wide-Area Mowers & Equipment	22.25%	02Nov20
C20	Compact Utility Tractors & Equipment	17.25%	11Jan21
C21	Equipment for Commercial Mowing Products	22.25%	02Nov20
C25	Equipment for Compact Utility Tractors	17.25%	02Nov20
C39	Recreational Utility Vehicles & Equipment	13.25%	02Nov20
C40	Mid-Size Crossover Utility Vehicles & Equipment	13.25%	02Nov20
C41	Full-Size Crossover Utility Vehicles & Equipment	13.25%	06Nov20
C42	Traditional Utility Vehicles & Equipment	17.25%	04Dec20
C47	HPX Utility Vehicles & Equipment	13.25%	06Nov20
C48	Implements for Utility Vehicles	13.25%	21Dec20
G10	Reel Mowers & Equipment	23.25%	06Jan21
G15	Special Application Mowers & Equipment	23.25%	30Nov20
G20	Special Application Vehicles & Equipment	23.25%	21Dec20
G25	Aeration	23.25%	18Nov20
G30	Debris Maintenance	23.25%	02Nov20
G35	Golf & Turf Fleet Management	12.25%	02Nov20
A2	Ag Tractors (5045E, 5055E, 5065E, 5075E)	15.00%	06Jan21
A2	Ag Tractors (5090EL, 5090E, 5100E)	20.00%	06Jan21
A2	Ag Tractors (5000Ms, Rs, GVs, GNs, RHs, MHs, GLs and MLs)	23.00%	06Jan21
A2	Ag Tractors (6000-9000 Series)	25.00%	06Jan21
A3	Combines	21.25%	18Nov20
A5	Hay & Forage	21.25%	13Jan21

A6	Tillage	21.25%	02Nov20
A7	Planters Drills & Air Seeding	21.25%	15Jan21
A8	Sprayers	21.25%	16Nov20
A9	Material Handling	25.00%	09Nov20
A10	AMS	4.25%	04Jan21
Frontier	Cotton	17.25%	02Nov20
	Cutting & Mowing	17.25%	02Nov20
	Hay & Forage	17.25%	02Nov20
	Landscaping	17.25%	02Nov20
	Livestock	17.25%	04Jan21
	Material Handling	17.25%	20Nov20
	Planting & Seeding	17.25%	02Nov20
	Snow Equipment	17.25%	02Nov20
	Sprayer Equipment	17.25%	02Nov20
	Tillage	17.25%	02Nov20

Contract Updates

January 4, 2022 – Changed contract end date from 31Dec2021 to 31Dec2023. No other changes made. Change effective 1Jan2022.

Feb 22, 2021 – Updated price pages on entire contract. Effective 22Feb2021.

May 22, 2020 – Updated price pages on entire contract. Added Price Tab L21 to the contract. Added E100s & S200s from Price Tab L25 to the contract.

February 12, 2019 – Added “5090EL” tractor description to same category as 5090E and 5100E. Edited Tab A2 price pgs to place 5090EL in correct discount category.

February 5, 2019 – Added note in “Financing” and “Leasing” sections stating Deere would extend contract pricing equal to its Ohio STS contract to non-state agencies (local municipalities, counties, etc.) that require financing as an “open market” transaction.