

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

<b>Contract Number:</b>	STS018473
<b>Contract Period:</b>	February 23, 2024 – December 31, 2026
<b>Eligibility:</b>	<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 <a href="#">co-op member list</a>.</p> <p><b>Note for John Deere Dealers:</b> Prior to quoting and/or delivering any contract sales, dealers <u>must</u> be approved by the State of Ohio and be listed on the <a href="#">Approved Dealer List</a>. This process can take up to 45 days. See the section below titled, "Miscellaneous," for more information.</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](mailto: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 <b>by a non-state agency</b> (local municipalities, counties, etc.), John Deere will extend pricing equal to its Ohio STS contract. <b>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”.</b></p> <ul style="list-style-type: none"> <li>The “OH Open Market Price Schedule” allows <b>non-state agencies</b> 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.</li> </ul>
Leasing	<p>Not allowed on this contract.</p> <p>If financing is required <b>by a non-state agency</b> (local municipalities, counties, etc.), John Deere will extend pricing equal to its Ohio STS contract. <b>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”.</b></p> <ul style="list-style-type: none"> <li>The “OH Open Market Price Schedule” allows <b>non-state agencies</b> 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.</li> </ul>
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 quoting and/or delivering any contract sales, dealers <u>must</u> be approved by the state of Ohio and be listed on the <a href="#">Approved Dealer List</a>.</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. <u>The approval process can take up to 45 days.</u></p>

- 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](mailto: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.**
  - 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#MainContainer>
- 5) 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.us>
- 6) Submit all required items above with original signatures in **BLUE** ink via email to [GovContractSupport@JohnDeere.com](mailto:GovContractSupport@JohnDeere.com) as **COLOR** pdf files with signatures in **BLUE** ink.

Multiple Unit Discount

Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multiunit discount. The 3 or more self-propelled products must be in the same equipment categories as shown below and included on the same purchase order. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit. Frontier Equipment is excluded from the Multiple Unit Discount.

- Riding Lawn Equipment
- Commercial Mowers
- Compact Tractors
- Utility Vehicles (excluding ProGators)
- Golf Equipment (including ProGators)
- Ag Tractors

	<p>When applicable, the contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table border="1"> <thead> <tr> <th><u>Quantity</u></th> <th><u>Additional Discount</u></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</td> <td>4%</td> </tr> </tbody> </table>	<u>Quantity</u>	<u>Additional Discount</u>	3-4	1%	5-6	2%	7-8	3%	9+ units	4%
<u>Quantity</u>	<u>Additional Discount</u>										
3-4	1%										
5-6	2%										
7-8	3%										
9+ units	4%										
Open Market by John Deere (listed in the price book)	Not allowed on this contract.										
Open Market by Dealer (not listed in the price book)	Not allowed on this contract.										
Payment Remittance Information	<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 &amp; Company  Ag &amp; Turf CBD &amp; Government Sales  21748 Network Place  Chicago, IL 60673-1217</p>										
Substitutions	Substitution approvals must go through the State and require a formal contract amendment that can take up to 45 days.										
Trade-Ins	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.										

## Price Structure

**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 45 days. See the section above titled, “Miscellaneous,” for more information.

**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](mailto:ohiosharedservices@Ohio.gov) (put “OhioBuys” in the subject line).**

Category Description	Discount off MSRP	Price Page Date
Residential Zero-Turn Mowers & Equipment: Z300s, Z500s	3.25%	<a href="#">01Nov23</a>
Residential Zero-Turn Mowers & Equipment: Z700s	8.25%	<a href="#">01Nov23</a>
Lawn Tractors & Equipment: S100s & S200s	3.25%	<a href="#">01Nov23</a>
Lawn Tractors & Equipment: X300s	17.25%	<a href="#">01Nov23</a>
Lawn & Garden Tractors: X500s, X700s	17.25%	<a href="#">01Nov23</a>
Equipment for Lawn & Garden Tractors	17.25%	<a href="#">01Nov23</a>
Commercial Walk-Behind Mowers	17.25%	<a href="#">01Nov23</a>
Commercial Quik Trak Mowers	17.25%	<a href="#">01Nov23</a>
Commercial Zero-Turn Mowers & Equipment	22.25%	<a href="#">01Nov23</a>
Commercial Front Mowers & Equipment	22.25%	<a href="#">01Nov23</a>
Wide-Area Mowers & Equipment	22.25%	<a href="#">01Nov23</a>
Compact Utility Tractors & Equipment: 1000-4000 Series	17.25%	<a href="#">01Nov23</a>
Equipment for Commercial Mowing Products	22.25%	<a href="#">01Nov23</a>
Equipment for Compact Utility Tractors	17.25%	<a href="#">01Nov23</a>
Mid-Size Crossover Utility Vehicles & Equipment: XUV500s	13.25%	<a href="#">01Nov23</a>
Full-Size Crossover Utility Vehicles & Equipment: XUV800s	13.25%	<a href="#">01Nov23</a>
Traditional Utility Vehicles & Equipment: TE, TX, TH (excludes GS Gators)	16.25%	<a href="#">01Nov23</a>
HPX Utility Vehicles & Equipment	13.25%	<a href="#">01Nov23</a>
Reel Mowers & Equipment	23.25%	<a href="#">01Nov23</a>
Special Application Mowers & Equipment	23.25%	<a href="#">01Nov23</a>
Special Application Vehicles & Equipment	23.25%	<a href="#">01Nov23</a>
Aeration	23.25%	<a href="#">01Nov23</a>
Debris Maintenance	23.25%	<a href="#">01Nov23</a>
Golf & Turf Fleet Management	12.25%	<a href="#">01Nov23</a>
Ag Tractors: 5050E, 5060E, 5067E, 5075E	13.25%	<a href="#">01Nov23</a>
Ag Tractors: 5090EL, 5090E, 5100E	18.25%	<a href="#">01Nov23</a>

Ag Tractors: 5000Ms, GVs, GNs, MHs, GLs and MLs	21.25%	<a href="#">01Nov23</a>
Ag Tractors: 6000-9000 Series (excludes Precision Upgrade Kits, PUKs)	23.25%	<a href="#">01Nov23</a>
Combines (excludes Precision Upgrade Kits, PUKs)	21.25%	<a href="#">01Nov23</a>
Hay & Forage	21.25%	<a href="#">01Nov23</a>
Tillage	21.25%	<a href="#">01Nov23</a>
Planters Drills & Air Seeding (excludes Performance Upgrade Kits, PUKs)	21.25%	<a href="#">01Nov23</a>
Sprayers (excludes Performance Upgrade Kits, PUKs)	21.25%	<a href="#">01Nov23</a>
Ag Implements	23.25%	<a href="#">01Nov23</a>
AMS	same discount as tractor purchased or 3.25% when purchased alone	<a href="#">01Nov23</a>
<b>FRONTIER EQUIPMENT</b>		
Cutting & Mowing	17.25%	<a href="#">01Nov23</a>
Hay & Forage	17.25%	<a href="#">01Nov23</a>
Landscaping	17.25%	<a href="#">01Nov23</a>
Livestock	17.25%	<a href="#">01Nov23</a>
Material Handling	17.25%	<a href="#">01Nov23</a>
Planting & Seeding	17.25%	<a href="#">01Nov23</a>
Snow Equipment	17.25%	<a href="#">01Nov23</a>
Sprayer Equipment	17.25%	<a href="#">01Nov23</a>
Tillage	17.25%	<a href="#">01Nov23</a>

## Contract Updates

There are no updates at this time.