

**NASPO ValuePoint/Commonwealth of VA Ground Maintenance Equipment Contract**

<b>Contract Number:</b>	CTR032793
<b>Contract Period:</b>	November 1, 2024 – October 31, 2026
<b>Eligibility:</b>	<p>Commonwealth of Virginia agencies, Institutions of higher education including 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>Tracy Wrenn Statewide Sourcing &amp; Contracting Officer Email: <a href="mailto:Tracy.Wrenn@dgs.virginia.gov">Tracy.Wrenn@dgs.virginia.gov</a> Phone: 804-659-1667</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 Virginia](#) 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 eVA Customer Care at 866-289-7367 or [eVACustomerCare@DGS.Virginia.gov](mailto:eVACustomerCare@DGS.Virginia.gov).**

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 \$8.00 per loaded mile is allowed for the delivering dealer. This fee is <u>not</u> per machine; it's per load. Use <a href="#">Google Maps</a> to calculate the mileage. The fee should be shown as a separate line item on the quote and/or the purchase order.
Financing	<p><b>John Deere Municipal Lease by John Deere Financial</b>  <b>Allowed:</b> If the agency rules and guidelines allow. This 12-60 month financial product require payments and enables ownership of the equipment.</p> <p><b>Government Operating Lease by John Deere Financial</b>  <b>Allowed:</b> 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><b>Retail Note Financing by John Deere Financial or Third Party</b>  <b>Allowed:</b> If the agency rules and guidelines allow.</p>
Machine Hours	<b>Allowed:</b> 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><b>Precision and Performance Upgrade Kits (PUKs) are excluded from this contract.</b></p> <p><b><u>*MANDATORY eVA PO and Credit Card Order Processing (Required for ALL agencies/entities in VA only, excluding the exceptions below)</u></b></p> <p>All orders (PO or Credit Card) must be submitted as a "catalog line" and received in <b>the eVA PO format</b>. 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"> <li>o Contract Number</li> <li>o Model Number in Description Field</li> </ul> <p>Any change made to the PO amount must be made by revising the original PO in eVA.</p>

*\*Exception: VT (Virginia Polytechnic Institute and State University) and University of Virginia are not required to enter PO's via eVA system. Any other agencies stating they are exempt from using eVA must show proof of exemption via an email or letter from the Contract Officer, Tracy Wrenn ([Tracy.Wrenn@dgs.virginia.gov](mailto:Tracy.Wrenn@dgs.virginia.gov)).*

Agency may review [Detailed Order Entry Instructions](#) or contact the eVA Helpdesk for additional assistance at 866-289-7367 or [eVACustomerCare@dgs.virginia.gov](mailto:eVACustomerCare@dgs.virginia.gov)

**Minimum Order Value** - \$500

**Training**

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 will be reimbursed at the labor rate posted on the Government and National Sales Reimbursement Schedule.

Multiple Unit Discount

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:

<u>Quantity</u>	<u>Additional Discount</u>
3-4	1%
5-6	2%
7-8	3%
9 units or more	4%

Frontier Equipment is excluded from the Multiple Unit Discount program.

Open Market by John Deere (listed in the price book)

**Allowed:** Per the contract's terms and conditions, 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.

Items must be clearly labeled on the purchase order as Open Market.

Open Market by Dealer (not listed in the price book)

**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.

Items must be clearly labeled on the purchase order as Open Market.

Payment and Remittance	Credit card payments allowed.  Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217
Substitutions	Not applicable. This is a current price contract.
Trade-Ins	<b>Allowed:</b> 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 - Precision and Performance Upgrade Kits (PUKs) are excluded from this contract.**

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

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<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
<b>Turf and Commercial Equipment</b>		
Residential Zero Turn Radius Mowers Z300 & Z500 Series	4%	Current Price
Lawn Tractors S100 – S240	4%	Current Price
Lawn Tractors X300 Series Only	18%	Current Price
Garden Tractors X500 & X700 Series	18%	Current Price

Equipment for Lawn and Garden Tractors	18%	Current Price
Commercial Walk-Behind Mowers	18%	Current Price
Commercial QuikTrak Mowers	18%	Current Price
Commercial Zero Turn Mowers Z700 Series	9%	Current Price
Commercial Zero Turn Mowers Z900 Series	23%	Current Price
Commercial Front Mowers	23%	Current Price
Commercial Wide Area Mowers	23%	Current Price
Equipment for Commercial Mowing	23%	Current Price
Compact Utility Tractors	18%	Current Price
Equipment for Compact Utility Tractors	18%	Current Price
Mid-Size Crossover Utility Vehicles	14%	Current Price
Full-Size Crossover Utility Vehicles	14%	Current Price
Traditional Utility Vehicles Excludes GS Gators	17%	Current Price
HPX Utility Vehicles	14%	Current Price
<b>Golf Equipment</b>		
G&T – Reel Mowers	24%	Current Price
G&T – Special Application Mowers	24%	Current Price

G&T – Special Application Vehicles	24%	Current Price
G&T – Aercore	24%	Current Price
G&T – Debris Maintenance	24%	Current Price
G&T – Fleet Management	13%	Current Price
<b>Ag Equipment</b>		
Ag Tractors 5050E, 5060E, 5067E, 5075E	14%	Current Price
Ag Tractors 5090E, 5090EL, 5100E	19%	Current Price
Ag Tractors 5000Ms, ENs, GLs, GNs, GVs, MHs, MLs	22%	Current Price
Ag Equipment 6000 Series Tractors	24%	Current Price
Ag Equipment 7000-9000 Series Tractor Excludes Precision Upgrades	24%	Current Price
Ag Equipment – Combine Excludes Precision Upgrades	22%	Current Price
Ag Equipment – Cotton	22%	Current Price
Ag Equipment – Hay and Forage	22%	Current Price
Ag Equipment – Tillage	22%	Current Price
Ag Equipment – Planting and Seeding Excludes Performance Upgrades	22%	Current Price
Ag Equipment – Sprayers Excludes Performance Upgrades	22%	Current Price
Ag Equipment – Material Handling, Cutters, and Shredders	24%	Current Price
Ag Equipment – Ag Management Solutions (AMS)	Same As Tractors	Current Price

	Discount 4% If Purchased w/o Tractor	
<b>Frontier Equipment</b>		
Frontier Cutting & Mowing	18%	Current Price
Frontier Hay & Forage	18%	Current Price
Frontier Landscape	18%	Current Price
Frontier Livestock	18%	Current Price
Frontier Material Handling	18%	Current Price
Frontier Planting & Seeding	18%	Current Price
Frontier Snow Equipment	18%	Current Price
Frontier Sprayers	18%	Current Price
Frontier Tillage	18%	Current Price

### Contract Updates

November 26, 2024 – Corrected discount on Z900 Ztraks from 18% to 23%. No other changes.

November 1, 2024 – New Contract Announced.