

NASPO ValuePoint/Commonwealth of VA Ground Maintenance Equipment Contract

Contract Number:	E194-1483
Contract Period:	November 5, 2012 - November 4, 2019
Eligibility:	<p>Commonwealth of Virginia agencies, Institutions of higher education including listed 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: Katherine Bosdell, CPPB, VCO Statewide Contract Officer Email: katherine.bosdell@dgs.virginia.gov Voice: 804-786-2397 Fax: 804-786-5413</p>

Quotes and Purchase Orders:

To obtain a quote, contact your local [John Deere Dealer](#). Submit your purchase order to your 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

Quotes	Quotes are valid for 30 days from the creation date of the quote OR until the contract expires, <u>whichever occurs first</u> . All quotes created in JDQ2 have creation and expiration dates on the upper right-hand corner of the first quote page for your convenience.
Credit Cards	<p>Allowed with no limit.</p> <p>Must accept the Commonwealth of Virginia's small purchase credit card. Payment must be processed by the agency via Government Sales Accounting by calling 800-358-5010 and select Option 1.</p> <p>CARY OFFICE OPC SPECIAL INSTRUCTIONS (Does Not Apply to Dealers): Credit card purchases are indicated by the PO prefix "PCO". Include a note on agency invoice that our Tax ID must be included in the comments section of the credit card receipt.</p>
Demo	Not allowed on this contract.
Delivery Obligations	<p>Parts and technical manuals must be provided to the customer at no cost. This may be provided on paper or CD. John Deere dealers can obtain the part numbers to order the appropriate manuals by accessing the Technical Publications Locator.</p> <p>Manuals must be included on the quote or the agency's PO. Dealer will be reimbursed.</p>

Fees	No fees may be charged.										
Financing	Not allowed on this contract.										
Leasing	Not allowed on this contract.										
Multiple Unit Discount	<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="1"> <thead> <tr> <th>Quantity</th> <th>Additional Discount</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 or more</td> <td>4%</td> </tr> </tbody> </table> <p>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 must be listed in the same tabbed price book section and included on the same purchase order, with the exception of our utility vehicles. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p>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%
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5-6	2%										
7-8	3%										
9 units or more	4%										
Non-contract Deere Equipment	<p>Allowed as long as the equipment is related to and compatible with the contract equipment being purchased.</p> <p>Non-Contract Deere Equipment - John Deere or Frontier branded implements, attachments, accessories, parts or bundles that are not currently on contract but are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p>										
Non-Contract Equipment	<p>Allowed as long as the equipment is related to and compatible with the contract equipment being purchased.</p> <p>Non-Contract Equipment - implements, attachments, accessories, parts or bundles not branded by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p>										
Rental	Not allowed on this contract.										
Substitutions	Allowed.										
Trade-In	<p>Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In.</p> <p>End Users that wish to trade-in equipment toward the purchase of “new equipment” under this Contract may do so, if permitted by their internal policies. The trade-in value will be determined by negotiation between the agency’s End-Users and the selected local Dealer. Upon mutual agreement of a trade-in value, the description of the equipment and the trade-in value will be itemized on the End User’s purchase order and the trade-in value will be deducted from the Contract price. Deere & Company will invoice the End User for the Contract purchase price less the trade-in value.</p>										

<p>Miscellaneous</p>	<p><u>*MANDATORY eVA PO and Credit Card Order Processing (Required for ALL agencies/entities in VA only, excluding the exceptions below)</u></p> <p>All orders (PO or Credit Card) must be submitted as a “catalog line” and received in this format. 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"> o Contract Number o Model Number in Description Field <p>Any change made to the PO amount must be made by revising the original PO in eVA. <i>*Exception: VT (Virginia Polytechnic Institute and State University) and University of Virginia are not required to enter PO’s via eVA system.</i></p> <p>Agency may review Detailed Order Entry Instructions or contact the eVA Helpdesk for additional assistance at 866-289-7367 or eVACustomerCare@dgs.virginia.gov</p> <p><u>Minimum Order Value</u> - \$500</p> <p><u>Training</u> 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.</p>
<p>Payment Remittance Information</p>	<p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
Turf Equipment			
L25	Lawn Tractors (X300s only) & Equipment	18%	Current Price
L30	Garden Tractors & Equipment	18%	Current Price
L35	Equipment for Lawn & Garden Tractors	17%	Current Price
C10	Commercial Walk-Behind Mowers & Equipment	13%	Current Price
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%	Current Price
C15	Commercial Front Mowers & Equipment	23%	Current Price
C18	Commercial Wide Area Mowers & Equipment	23%	Current Price
C20	Compact Utility Tractors & Equipment	17%	Current Price
C21	Equipment for Commercial Mowing Products	23%	Current Price
C25	Equipment for Compact Utility Tractors	17%	Current Price
C39	Recreational Utility Vehicles & Equipment	16%	Current Price
C40	Mid Duty Crossover Utility Vehicles & Equipment	16%	Current Price
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	16%	Current Price
C42	Traditional Utility Vehicles & Equipment	16%	Current Price
C47	HPX Utility Vehicles & Equipment	16%	Current Price
C48	Equipment for Utility Vehicles	16%	Current Price
Golf Equipment			
G10	Reel Mowers & Equipment	21%	Current Price
G15	Special Application Mowers & Equipment	21%	Current Price
G20	Special Application Vehicles & Equipment	21%	Current Price
G25	Aeration & Equipment	21%	Current Price
G30	Debris Maintenance & Equipment	21%	Current Price
Ag Equipment			
A2	Tractors: 5000 Series	18%	Current Price
A2	Tractors: 6000 - 9000 Series	23%	Current Price
A3	Combines	22%	Current Price
A4	Cotton	22%	Current Price
A5	Hay & Forage	22%	Current Price
A6	Tillage	22%	Current Price
A7	Planters, Drills & Air Seeder	22%	Current Price
A8	Sprayers	22%	Current Price
A9	Implements & Attachments	23%	Current Price
A10	Ag Management Solutions (AMS)	4%	Current Price
Frontier Equipment			
Frontier	Cutting & Mowing	18%	Current Price
Frontier	Material Handling	18%	Current Price
Frontier	Landscaping	18%	Current Price
Frontier	Planting & Seeding	18%	Current Price
Frontier	Cotton	18%	Current Price
Frontier	Hay & Forage	18%	Current Price

Frontier	Tillage	18%	Current Price
Frontier	Livestock Equipment	18%	Current Price
Frontier	Snow Products	18%	Current Price
Frontier	Golf Equipment (discontinued & no longer available)	18%	Current Price

Contract updates

23May19 – Removed the following verbiage from the Misc. section, “Only attachments / implements for “power unit” models on contract may be sold on contract.” This language no longer applied when all product categories became a part of the contract.

05Nov18 – Manual verbiage updated.

06Nov17 - Changed contract end date from 4Nov17 to 4Nov19. Added Price Tab C48 and Frontier Cotton. Changes effective 5Nov17.

19Jun17 - Modification #16 added: Added all turf, golf, ag and Frontier products. Removed pricing spreadsheet. Changed to current price contract; Changed Substitutions from "not allowed" to "allowed".

29Jun16 - Added Z960M to Category 5, Item 9. No other updates at this time.

30Oct15 - Contract renewed through November 4, 2017

30Sep15 - Effective October 1, 2015 - 6105D, 6115D, 6130D and 6140D removed and 6105E, 6120E and 6135E added

26Aug15 - Price correction made to 5085E and 5100E

12Aug15 - (1) **Partial** Price Page Update; Each model listed next to applicable price page date.
(2) eVA Ordering Instructions Changed - NEW PROCESS

01Jun15 - Added new FT4 Tractors as follows:

- Cat 2, Item 1 – Cab Models 6175M, 6195M, 6155R, 6175R, 6195R, 6215R
- Cat 2, Item 2 – Cab Models 6110M, 6120M, 6130M, 6145M, 6155M, 6110R, 6120R, 6130R, 6145R
- Cat 2, Item 3 – 5100MH, 5100 ML, 5115ML

02Mar15 - Non-contract Deere Equipment and Non-Contract Equipment are allowed effective March 1, 2015.

November 13, 2014 - Cat 2, Item 3 Equipment Only: Even though the previous Price Schedule line item spreadsheet showed a discount of 18%, the pricing reflected a calculation error that used a 23% discount instead; Therefore, the Unit Price After Discount was incorrect on the previous spreadsheet. The Unit Price After Discounts has been corrected to reflect the 18% discount. Deere will honor quotes provided by dealers on or before 03Nov2014 for 30 days from the date of the quote for equipment in Cat 2, Item 3.

02Sep14 - Changed 6105D order code in "lineitem21Jul14.xls" file attached to contract. Changed order code 1381 (9F/9R PowrReverser Transmission - MFWD Axle) to code 1383 (12F/12R PowrReverser Transmission 19mph/30kmh - MFWD Axle). Code 1381 is no longer orderable. Tractor price was not changed. This is a substitution.

21Jul14 - Updated price page section C15 Commercial Front Mowers

30May14 - Updated All Price Pages including removing discontinued models and adding new models

23Apr14-Discount for 5100M Cab and 5115M Cab in Category 2, Item 1 corrected from 23% to 18%. Any quotes issued on or before April 23, 2014 will be honored for 30 days from the date of the quote.

18Sep13 - Added 1025R TLB, 2025R, 2032R, 5055E Cab, 5065E Cab and 5075E Cab. Removed 3005, 2320, 2520 and 2720

09Jul13-Updated Statewide Contract Officer contact information and added link of specific private colleges and universities that are eligible to use the contract.

25Jun13-Added QuikTraks to contract (648R, 652B, 652R, 652R EFI, 661R and 661R EFI)

31May13 – Removed discontinued products and added new products as follows:

- Removed 5093E, 5101E, 5083E, 1026R, 609 & 709 Cutters, Z900's and Z900A's
- Added 5100M, 5115M, 5085E, 5100E, 1025R, HX6 & HX7 Cutters, XUV 855D S4 and 825i S4,

30May13 – Added note that VT (Virginia Polytechnic Institute and State University) and UVA are not required to enter PO's in the eVA system.

07May13 – Revised Mandatory eVA PO Processing Requirements

19Mar13 – Moved mandatory eVA PO instructions to top of page

22Feb13 – Price Page section C41 updated and effective 22Feb13

01Feb13 – Price Pages and models updated and effective 01Feb13

24 Jan 13 – Added note stating, "NOTE: Tractor models listed below in Category 2 include Open Operator Station and Cab tractors if available."

15Jan13 – Updated credit card information/instructions.

17Dec12 – Revised eVA PO Processing information

07Dec12 – Removed "Authorized Dealer" link and added the mandatory PO Processing instructions (which includes dealer listing)