**Last Update: December 16, 2024**

# NASPO ValuePoint/Commonwealth of VA Ground Maintenance Equipment Contract

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| **Contract Number:** | CTR032793 |
| **Contract Period:** | November 1, 2024 – October 31, 2026 |
| **Eligibility:** | 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.<br><br>Questions regarding eligibility may be directed to:<br><br>Tracy Wrenn<br>Statewide Sourcing & Contracting Officer<br>Email: Tracy.Wrenn@dgs.virginia.gov<br>Phone: 804-659-1667 |

**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.**

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

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| Delivery Obligations | None. |
| Fees | Optional delivery fee of $8.00 per loaded mile is allowed for the delivering dealer. This fee is not per machine; it's per load. Use Google Maps to calculate the mileage. The fee should be shown as a separate line item on the quote and/or the purchase order. |
| Financing | **John Deere Municipal Lease by John Deere Financial**<br>**Allowed**: If the agency rules and guidelines allow. This 12-60 month financial product require payments and enables ownership of the equipment.<br><br>**Government Operating Lease by John Deere Financial**<br>**Allowed:** 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.<br><br>**Retail Note Financing by John Deere Financial or Third Party**<br>**Allowed:** If the agency rules and guidelines allow. |
| 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 | **Precision and Performance Upgrade Kits (PUKs) are excluded from this contract.**<br><br>***MANDATORY eVA PO and Credit Card Order Processing (Required for ALL agencies/entities in VA only, excluding the exceptions below)**<br><br>All orders (PO or Credit Card) must be submitted as a "catalog line" and received in **the eVA PO 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).<br><br>All orders must include:<br><br>o Contract Number<br><br>o Model Number in Description Field<br><br>Any change made to the PO amount must be made by revising the original PO in eVA. |

**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).*

Agency may review Detailed Order Entry Instructions or contact the eVA Helpdesk for additional assistance at 866-289-7367 or 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 well be reimbursed at the labor rate posted on the Government and National Sales Reimbursement Schedule.

Multiple Unit Discount

Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit 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 and attachments 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 (excludes Progators)
- Golf Equipment (includes Progators)
- Ag Tractors

| Quantity | Additional Discount |
|---|---|
| 3-4 | 1% |
| 5-6 | 2% |
| 7-8 | 3% |
| 9 units or more | 4% |

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.

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| 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.<br><br>Items must be clearly labeled on the purchase order as Open Market. |
| Payment and Remittance | Credit card payments allowed.<br><br>Remit to Address:<br>Deere & Company<br>Ag & Turf CBD & Government Sales<br>21748 Network Place<br>Chicago, IL 60673-1217 |
| Substitutions | Not applicable. This is a current price contract. |
| 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 - Precision and Performance Upgrade Kits (PUKs) are excluded from this contract.

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**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.**

| Product Description | Discount off MSRP | Price Page Date |
|---|---|---|
| **Turf and Commercial Equipment** | | |
| Residential Zero Turn Radius Mowers Z300 & Z500 Series | 4% | Current Price |
| Lawn Tractors S100 – S240 | 4% | Current Price |

Public

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|---|---|---|
| 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<br>Excludes GS Gators | 17% | Current Price |
| HPX Utility Vehicles | 14% | Current Price |
| **Golf Equipment** | | |

Public

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|---|---|---|
| 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 |
| **Ag Equipment** | | |
| 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<br>Excludes Precision Upgrades | 24% | Current Price |
| Ag Equipment – Combine<br>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<br>Excludes Performance Upgrades | 22% | Current Price |

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| Ag Equipment – Sprayers<br>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 Discount<br>4% If Purchased w/o Tractor | Current Price |
| **Frontier Equipment** | | |
| 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

December 16, 2024 – Updated MUD language to include equipment categories. No other changes.

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

November 1, 2024 – New Contract Announced.