












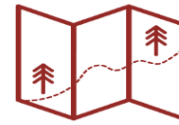




PORTFOLIO TITLE:	EQUIPMENT RENTAL SERVICES
LEAD STATE:	Vermont

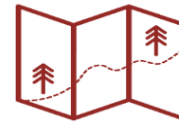
<p><u>OVERVIEW:</u></p> <p>The Master Agreements in this portfolio offer daily, weekly, and/or monthly rental services for a wide variety of construction and industrial equipment.</p>	<p><u>INITIAL TERM:</u> 2 years</p> <p><u>RENEWALS:</u> Three 1-year renewals</p> <p><u>TOTAL TERM POSSIBLE:</u> 5 years</p>																																	
<p><u>PRODUCT CATEGORIES:</u></p> <table border="0"> <tr> <td>1. Aerial Work Platforms</td> <td>12. Lawn & Landscape</td> <td></td> </tr> <tr> <td>2. Air Compressors and Air Tools</td> <td>13. Light Towers</td> <td></td> </tr> <tr> <td>3. Air Handlers and Chillers</td> <td>14. Pumps, Hoses and Accessories</td> <td></td> </tr> <tr> <td>4. Arrow Boards and Traffic Control</td> <td>15. Pressure Washers</td> <td></td> </tr> <tr> <td>5. Compaction, Tampers, Rollers, Rammers</td> <td>16. Scaffolding</td> <td></td> </tr> <tr> <td>6. Concrete & Masonry Tools</td> <td>17. Telehandlers</td> <td></td> </tr> <tr> <td>7. Dump Trucks</td> <td>18. Tools, Power and Hand</td> <td></td> </tr> <tr> <td>8. Earthmoving Equipment, various</td> <td>19. Trench, Boxes and Shoring</td> <td></td> </tr> <tr> <td>9. Forklifts & Material Handling</td> <td>20. Water Trucks, Trailers</td> <td></td> </tr> <tr> <td>10. Generators</td> <td>21. Welders</td> <td></td> </tr> <tr> <td>11. Heaters</td> <td></td> <td></td> </tr> </table>		1. Aerial Work Platforms	12. Lawn & Landscape		2. Air Compressors and Air Tools	13. Light Towers		3. Air Handlers and Chillers	14. Pumps, Hoses and Accessories		4. Arrow Boards and Traffic Control	15. Pressure Washers		5. Compaction, Tampers, Rollers, Rammers	16. Scaffolding		6. Concrete & Masonry Tools	17. Telehandlers		7. Dump Trucks	18. Tools, Power and Hand		8. Earthmoving Equipment, various	19. Trench, Boxes and Shoring		9. Forklifts & Material Handling	20. Water Trucks, Trailers		10. Generators	21. Welders		11. Heaters		
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<p><u>SUPPLIERS AVAILABLE:</u></p> <ul style="list-style-type: none"> ✓ Sunbelt Rentals, Inc. ✓ United Rentals, Inc. (North America) 	<p><u>KEY BENEFITS:</u></p> <ol style="list-style-type: none"> 1. Access to a wide range of rental equipment needed for construction and industrial projects. 2. Suppliers provide nationwide coverage and offer daily, weekly, and/or monthly rental rates. 3. More favorable pricing achieved via multi-state purchasing power verses smaller individual state or local government entity purchasing power. 																																	

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<p><u>PRICING:</u></p> <p>The Master Agreements offer fixed rate line-item pricing on rental equipment based on daily, weekly, and monthly rates. Pickup & delivery charges may apply. For current rental rates please see each supplier’s price schedule located their individual NASPO ValuePoint website pages (links in Supplier’s Available section).</p>	
<p><u>PROCUREMENT BACKGROUND:</u></p> <p>In 2018, the NASPO ValuePoint Management Board approved Vermont to Lead the conduct the reprocurement of the Equipment Rental Services portfolio. Vermont and the Sourcing Team completed the RFP process in the summer of 2019. In March of 2021, Vermont completed the negotiations and execution process of the Master Agreements in this portfolio.</p>	
<p><u>STATES ON SOURCING TEAM:</u></p> <ul style="list-style-type: none"> ★ Vermont (Lead) ★ Colorado ★ Delaware ★ Idaho 	<p><u>SOLICITATION INFORMATION:</u></p> <ul style="list-style-type: none"> • Type: <u>Request for Proposal</u> • Solicitation Number: <u>PCA 19-01</u> • Date Released: <u>April 23, 2019</u> • Date Closed: <u>June 6, 2019</u>
<p><u>PUBLIC POSTING OF SOLICITATION:</u></p> <p>The RFP was publicly advertised from April 23, 2019, to June 6, 2019.</p> <ul style="list-style-type: none"> • Website Posted On: <u>Vermont Bid System (EBB)</u> • Posting Link: <u>RFP PCA-19-01</u> • Number of Days Solicitation was Publicly Posted: <u>45</u> • Number of Amendments Posted: <u>2</u> 	<p><u>PUBLIC OPENING</u></p> <p>Sealed responses were publicly opened on June 6, 2019 at 3:30 pm, in Montpelier VT.</p> 
<p><u>VENDOR RESPONSES:</u></p> <ul style="list-style-type: none"> • Number of Vendor Responses Received: <u>5</u> • Number of Non-Responsive Vendor Responses: <u>1</u> • Number of Vendor Responses Evaluated: <u>4</u> 	<p><u>EVALUATIONS:</u></p> <p>Responses were evaluated by the Sourcing Team during the week of July 9, 2019, in Burlington, VT.</p>

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EVALUATION CRITERIA:

Responses were evaluated based on the following Evaluation Criteria that was set forth in the solicitation:

1. Background, Experience, Years in Business, and Qualifications
2. Customer Service
3. Technology
4. Locations and Service Capabilities
5. Pricing



SCORING:

Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State as identified on the portfolio’s NASPO ValuePoint website.

AWARD:

The RFP allowed for multiple vendor awards based on each vendor’s success in earning the most points in each Category during the scoring process. Two of the four vendors evaluated received national awards based on their final scores.

PUBLIC POSTING OF AWARD:

- Award Posting Start: N/A*
- Award Posting End: N/A*
- Posting Link: N/A*
- Total Days Posted: N/A*
- Protests Received: N/A*

**Vermont does not have a formal award posting or protest period following the closing of a solicitation.*

AWARDED VENDORS:

- Sunbelt
- United



VENDORS NOT AWARDED:

- Herc Rentals
- Clark Rentals

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