

I. SUMMARY AND RECOMMENDATION

A. SUMMARY

The purpose of this RFP was to solicit proposals from qualified Responders to provide various types of snowplow blade cutting edges for all Participating States. The resulting awards will be in eight separate contracts each divided further into separate offerings.

The RFP was conducted using the rules and procedures of the State of Vermont. Evaluation of the technical responses was done before and separate from the evaluation of the price responses.

B. RECOMMENDATION

The Sourcing Team determined that it is in the best interests of the WSCA-NASPO participating states to award master agreements to all eight bidders based on the plow blade types quoted. This multiple award structure will enable all current and future participating entities the ability to purchase the blades needed from any of the eight awarded bidders based on price and availability. Several of the eight awarded bidders quoted blade systems that are not available from other bidders. No one bidder quoted on all blade types.

The Sourcing Team would like to thank the states of Idaho, Nebraska and Vermont for their participation in the bid evaluation process.

II. EVALUATION

A. EVALUATION RESULTS

A summary of the evaluation scoring for each blade type is attached. First as a simple summary and then as the actual evaluation details.

Bids were evaluated with consideration given on a weighted basis to cost, delivery timeframe, reliability and responsibility of bidder. Cost was weighted up to 40%, Delivery timeframe was weighted up to 40% and Reliability and Responsibility of the bidder was weighted up to 20%.

Each bid was evaluated for each type of blade offered compared to the other bids received.

The types of blades evaluated were: Carbide, Steel, Joma and Other blade types (a generic category that allowed bidders to quote blades not otherwise listed in the RFP).

III. BACKGROUND

A. SOURCING TEAM

A sourcing team comprised of 22 members from 11 states was established. The states include VT, CO, UT, TN, CT, ME, NE, AK, NH, NY, and ID. The sourcing team developed the RFP language and specifications. Vermont was the lead state.

B. EVALUATION TEAM

The Proposal evaluation was completed by the Evaluation Team representing three states (Idaho, Nebraska and Vermont). The Evaluation Team was a mix of procurement professionals and subject matter experts from separate agencies.

C. RELEASE OF RFP

On May 6, 2014, the RFP was posted to the State of Vermont Office of Purchasing & Contracting's website and notice posted on Vermont's Electronic Bulletin Board website. Notice was also given to all other states to post on their own website.

D. RESPONDER'S CONFERENCE

A Pre-Proposal Conference was held on May 13, 2014 via a webinar. The potential responders were provided with an overview of the administrative requirements of the procurement process. Responders were also given an opportunity to address the Office of Purchasing & Contracting with questions related to the procurement and the project.

E. FINAL PROPOSALS

Final Proposals were received from eight (8) responders on July 8, 2014 @3:30 PM EDT. No bids were received from Vermont based vendors.

WSCA-NASPO Cooperative Purchasing Program
WSCA-NASPO Snowplow Cutting Edges 15-20 (VT)
Evaluation Summary

1/7/2015 13:30

Contractors have been awarded contracts by the blade categories to which they responded.

Contractors are listed in simple alphabetical order.

Contractor	Carbide	Steel	Joma	Other
Contractors Available	5	4	3	5
Chemung	260	260		197
Ironhawk		275	283	285
Kennametal	200			255
Keuper	295			280
Nordik	200		240	
NC		230		
Valk	260	285		
Winter Equipment			274	280

Average Awarded Score 256 All awarded scores are within 2 standard deviations.

WSCA-NASPO Snowplow Cutting Edges evaluation summary									
Blade Type:	Carbide	Score:							
Bidder:		Chemung	Valk	NC	Nordik	Keuper	Winter Equipment	Ironhawk	Kennametal
Evaluating State:	Vermont	95	95	0	75	95	0	0	55
	Idaho	90	85	0	80	100	0	0	75
	Nebraska	75	80	0	45	100	0	0	70
Total:		260	260	0	200	295	0	0	200
Blade Type:	Steel	Score:							
Bidder:		Chemung	Valk	NC	Nordik	Keuper	Winter Equipment	Ironhawk	Kennametal
Evaluating State:	Vermont	95	95	95	0	0	0	85	0
	Idaho	100	100	80	0	0	0	90	0
	Nebraska	65	90	55	0	0	0	100	0
Total:		260	285	230	0	0	0	275	0
Blade Type:	Joma	Score:							
Bidder:		Chemung	Valk	NC	Nordik	Keuper	Winter Equipment	Ironhawk	Kennametal
Evaluating State:	Vermont	0	0	0	75	0	85	85	0
	Idaho	0	0	0	100	0	99	98	0
	Nebraska	0	0	0	65	0	90	100	0
Total:		0	0	0	240	0	274	283	0
Blade Type:	Other	Score:							
Bidder:		Chemung	Valk	NC	Nordik	Keuper	Winter Equipment	Ironhawk	Kennametal
Evaluating State:	Vermont	22	0	0	0	80	80	85	55
	Idaho	100	0	0	0	100	100	100	100
	Nebraska	75	0	0	0	100	100	100	100
Total:		197	0	0	0	280	280	285	255