



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #020923  
Entitled

**Portable Construction Equipment with Related Accessories and Attachments**

The following advertisement was placed December 20, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Bidding, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, December 21, 2022 in Oregon's *Daily Journal of Commerce*, and on December 20 and December 27, 2022 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Portable Construction Equipment with Related Accessories and Attachments to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than February 9, 2023, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

2765268 Canada, Inc.	Manitou North America, Inc.
AUSTIN LOGISTICS, LLC	MAZIO ATTACHMENTS, LLC
BBA Pumps, Inc.	Midwest Wash Systems, LLC
Cart-Away Concrete Systems, Inc.	Multiquip, Inc.
Caterpillar, Inc.	Power Technique North America, LLC dba Atlas Copco
Chery Equipment Group	Progress Solar Solutions
Clark Equipment Company dba Doosan Infracore Portable Power	Propel OPS, LLC
DD DANNAR, LLC	Quantum International Services, Ltd.
ELGi Compressors USA, Inc.	Regina Construction Association
Environmental Equipment Supply	SEGO Industries
Equipter, LLC	Skyjack, Inc.

Federal Contracts Corp. dba Signal Power	Sullair, LLC
Flex Connection Inc., dba Joints	TEREX CORP.
Generac Power Systems	Trime US, Inc.
Humdinger Equipment, Ltd.	Triple E Equipment, Inc.
JCB, Inc.	Wanco, Inc.
Kipper Tool Company	XCMG NORTH AMERICA CORPORATION

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on February 9, 2023 at 4:31:52 pm CT. Proposals were received from the following:

Cart-Away Concrete Systems, Inc.  
 Clark Equipment Company dba Doosan Infracore Portable Power  
 DD DANNAR, LLC  
 ELGi Compressors USA, Inc.  
 Equipter, LLC  
 Federal Contracts Corp. dba Signal Power  
 Generac Power Systems  
 Humdinger Equipment, Ltd.  
 JCB, Inc.  
 Kipper Tool Company  
 Manitou North America, Inc.  
 Multiquip, Inc.  
 Power Technique North America, LLC dba Atlas Copco  
 Progress Solar Solutions  
 Skyjack, Inc.  
 TEREX CORP.  
 Wanco, Inc.  
 XCMG NORTH AMERICA CORPORATION

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst  
 Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst  
 Beverly Hoemberg, Procurement Analyst  
 Michael Munoz, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Clark Equipment Company dba Doosan Portable Power has a long history of providing a large variety of portable construction equipment. Doosan's sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada. Their large dealer network is comprised of over 350 locations with full service and sales staffs. They are offering Sourcewell participating entities solid pricing rates.

Federal Contracts Corp. offers a line of light towers that double as generators. Their sales staff will work throughout the United States and Canada to serve Sourcewell participating entities. FCC is certified as a Small Business, Historically Underutilized Business (HUB)zone, and service-disabled veteran owned small business. They are offering substantial discounts off MSRP.

Generac Power Systems Inc. provides a mix of power generation, light towers, pressure washers, and water pumps. Generac's distributors, dealers and internal sales staff cover all 50 states and all Canadian provinces. They offer many training options to participating entities. They are offering Sourcewell participating entities solid discounts off MSRP.

JCB, Inc. offers a full range of scissor/boom lifts and generators. Their sales staff of over 200 will work throughout the United States and Canada to sell and serve participating entities. JCB is developing a hydrogen engine for some of their products. JCB is offering significant discounts off list price.

Multiquip Inc. is offering Sourcewell participating entities a wide range of equipment covering this category. Multiquip's 50 sales and 23 service technicians are ready to serve Sourcewell participating entities in the United States and Canada along with their hundreds of dealers and distributors. They are offering Sourcewell participating entities solid pricing rates off published list price.

Power Technique North America LLC offers a line of air compressors, light towers, generators and pumps. Their sales staff will work throughout the United States and Canada to serve Sourcewell participating entities. Their 34 regional sales managers, 32 service technicians and 5 regional service centers are in place to serve Sourcewell participating entities. They are offering substantial discounts off published list price.

Progress Solar Solutions is offering a full line of portable solar light towers along with solar/wind and solar hybrid options. Progress' 8 sales staff and service teams are ready to serve Sourcewell participating entities across the United States and Canada. They partner with many dealers, which can also assist as needed. They are offering Sourcewell participating entities solid discounts off list price along with possible volume discounts available.

Skyjack Inc. offers a selection of vertical mast lifts and electric, gas/propane, and diesel scissor lifts in various heights. Their sales staff will work throughout the United States along with over 400 dealers to serve Sourcewell participating entities. Skyjack offers multiple sustainability options including their ECOTRAY to catch any potential spills. They are offering substantial discounts off published list price.

Terex USA offers a full line of aerial work platforms, material lifts, telehandlers, and accessories. Their expansive dealer network of over 4000 locations will work throughout Canada and the United States to serve Sourcewell participating entities. Their dealers can offer service and repair, parts, warranty service, and operator training. They are offering market-based pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #020923 to:

Clark Equipment Company dba Doosan Portable Power	#020923-CEC
Federal Contracts Corp.	#020923-FCC
Generac Power Systems Inc.	#020923-GNR
JCB, Inc.	#020923-JCB
Multiquip Inc.	#020923-MTQ

Power Technique North America LLC  
Progress Solar Solutions  
Skyjack Inc.  
Terex USA, LLC

#020923-PWT  
#020923-PGS  
#020923-SKJ  
#020923-TER

The preceding recommendations were approved on April 5, 2023.

DocuSigned by:



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Greg Grunig, MS, Procurement Lead Analyst

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Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst

Unavailable due to leave of absence

Beverly Hoemberg, Procurement Analyst

DocuSigned by:



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Michael Munoz, CPPB, Procurement Analyst

### STATEMENT OF COMPLIANCE

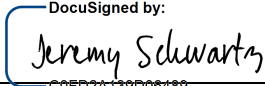
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #020923 for Portable Construction Equipment with Related Accessories and Attachments**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Procurement Officer