

Form C**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**Company Name: Grove U.S. L.L.C. (dba Manitowoc)

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS

Proposer's Signature: _____

Date: 15 March 2019**Sourcewell's clarification on exceptions listed above:**

No Exceptions noted.



Contract Award
RFP #032019



FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES

In compliance with the Request for Proposal (RFP) for HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Grove U.S. L.L.C. (dba Manitowoc) Date: 08 March 2019

Company Address: 1565 Buchanan Trail East

City: Shady Grove

State: PA

Zip: 17256

CAGE Code/DUNS: 12361 / 019710289

Contact Person: Darryl Mellott

Title: Director Government Marketing

Authorized Signature: Darryl Mellott Darryl Mellott
(Name printed or typed)

FORM E

CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 032119-GUS

Proposer's full legal name: Grove U.S. LLC dba Manitowoc

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be May 13, 2019 and will expire on May 13, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by:

Jeremy Schwartz

C0FD2A139D06489...
SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

DocuSigned by:

Chad Coquette

7E42B8F617A64CC...
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on May 10, 2019

Sourcewell Contract # 032119-GUS

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Grove U.S. L.L.C. (dba Manitowoc)

Authorized Signatory's Title Director Government Marketing

[Signature]
VENDOR AUTHORIZED SIGNATURE

Darryl Mellott
(NAME PRINTED OR TYPED)

Executed on May 10, 2019

Sourcewell Contract # 032119-GUS



Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Grove U.S. L.L.C. (dba Manitowoc)

Address: 1565 Buchanan Trail East

City/State/Zip: Shady Grove, PA. 17256

Telephone Number: (717) 593-5594

E-mail Address: darryl.mellott@manitowoc.com

Authorized Signature: _____

Authorized Name (printed): Darryl Mellott

Title: Director Government Marketing

Date: 15 March 2019

Notarized

Subscribed and sworn to before me this 15th day of March 15, 2019

Notary Public in and for the County of Franklin County State of PA

My commission expires: 2/5/2023

Signature: Kristina S. Jackson

Commonwealth of Pennsylvania - Notary Seal
Kristina S. Jackson, Notary Public
Franklin County
My commission expires February 5, 2023
Commission number 1343872
Member, Pennsylvania Association of Notaries

Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Grove U.S. L.L.C. (dba Manitowoc)

Questionnaire completed by: Darryl Mellott

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?

Manitowoc's Payment Terms are Net 30, after receipt of goods.

- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Manitowoc offers Municipal financing options for Municipal Lease Purchase Agreements, Installment Purchase Agreements, Conditional Sales Contracts, Notes, Revenue Bonds, and General Obligation Bonds. These leases can be from \$25,000 to \$10,000,000 with financing terms of 24-120 months. In addition, we offer tax-exempt financing advantages to our customers.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

Manitowoc's proposed order process will follow the same process as our current Sourcewell contract #032515-GUS. The process starts by either a Sourcewell member or prospective Sourcewell member contacting Sourcewell, Manitowoc, or a Manitowoc Dealer. Sourcewell or the Sourcewell member can locate our respective authorized dealer directly from our website at <http://www.manitowoccranes.com/en/our-company/dealer-locator>

In the event that the customer is not yet a Sourcewell member, our Dealer and/or Manitowoc will work with them on the steps to become a Sourcewell member using the Sourcewell website for membership as the source of reference. When the customer becomes a Sourcewell member, we will continue to work on the quoting process.

Manitowoc's Dealer will work directly with the Sourcewell member to establish and determine product specifications and solutions needed. The Dealer will also work with any additional service and support agreements that may be required.

After our Dealer has determined the correct product specifications, they will work directly with Manitowoc Government Sales to develop proper Sourcewell quote structure, pricing, discounts and freight amounts. During this time, Manitowoc provides the Dealer with the Sourcewell negotiated pricing.

Dealer then presents the quote directly to the Sourcewell member for consideration of award.

When the Sourcewell member awards, they will issue a Purchase Order directly to the respective Manitowoc Dealer that provided the quote.

After Dealer receives the Purchase Order, the Dealer then places the order with Manitowoc for the crane or may sell from dealer inventory.

When crane is completed, it is shipped directly to the Dealer or member, depending on the terms of the agreement.

When crane is received by the Sourcewell member, the Dealer then performs a Customer Demonstration Inspection along with a basic Operator and Maintenance briefing. At this point the machine is placed into service and the warranty is filed for machine. In the event that an issue or damage has occurred on the customer's machine, the Dealer will work with the member and Manitowoc to correct the issues and file any respective warranty claims needed in order to correct deficiencies.

The Manitowoc Dealer then invoices the member for the machine and provides Manitowoc with copies of Purchase Order and Invoice sent to the Sourcewell member. All documents must reference the Sourcewell Contract and the Sourcewell member number.

The last step in the process is for Manitowoc to report the sale to Sourcewell on a quarterly basis as well as submit payment for the respective fee associated with this contract.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

Manitowoc is set-up to receive credit card payments.

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Manitowoc's does offer a warranty on its new products and new parts. Warranty claims are submitted to Manitowoc by our Dealers. In the event that an Sourcewell member has an issue, they can call the Dealer directly, and they will work through the warranty filing process.

Warranty claims are the method by which Manitowoc reimburses authorized Dealer's for repairs performed during the warranty period for each new product placed into operation under established policy provisions.

All requests for warranty reimbursement must be submitted through the Manitowoc GWX iWarranty system.

Only genuine Manitowoc replacement parts are to be used for any repairs. This will ensure the parts meet Engineering design and Quality Control standards.

Repairs carried out using non-Manitowoc parts will affect performance, reliability, and safety. Machine Warranty may be voided if non-Manitowoc parts are utilized.

A copy of Manitowoc's complete New Crane Product Warranty is attached as Form P Exhibit 1 and the Spare Parts Warranty is included as Form P Exhibit 2.

- Do your warranties cover all products, parts, and labor?

Yes, all of our products offered come with a standard 12 month warranty or 24 month warranty depending on the model. As part of the warranty parts and labor are included.

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

Yes, the applicable general warranty period for each new machine is twelve (12) months from date of startup, 2,400 hours of operation or sixteen (16) months from date of shipment by Manitowoc, whichever event shall first occur

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Yes, Reasonable surface freight charges and reasonable labor expenses incurred for approved warranty repairs during the applicable warranty period for each new machine will be reimbursed by Manitowoc; however, transportation and labor charges covering any product or part returned which proves not to be defective shall be at purchaser's expense

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?

Manitowoc supports customers and Sourcewell members in all geographic regions of the United States, Canada, and beyond through our extensive Dealer network. Customers can locate a dealer via our website <http://www.manitowoccranes.com/en/our-company/dealer-locator> or they can contact Manitowoc directly at 717-593-5594.

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

This depends on the product and the item concerned. Manitowoc seeks to offer the most robust warranty and works with the Sourcewell member to correct items and file proper warranties through our distribution network. In some cases, Manitowoc will direct or dealer network to work directly with the engine OEM or the truck OEM for warrantable items. Nearly every other component does come through Manitowoc.

- What are your proposed exchange and return programs and policies?

Manitowoc has a policy and procedure manual for our Dealers. All of our authorized dealers agree to the terms of our policy and will work with the Sourcewell members on any exchange and returns that may become necessary.

- 6) Describe any service contract options for the items included in your proposal.

Manitowoc is not offering any service contract options as part of our proposal. However, we welcome and encourage Sourcewell members to work directly with our dealer network on any services required.

Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Manitowoc offers Grove mobile telescoping cranes, Lattice Boom Crawler Cranes, National Crane boom trucks and Shuttlelift industrial cranes. In addition to our outstanding product lines, Manitowoc offers outstanding support services through Manitowoc Crane Care. Our proposed

product line is contained in our pricing sheets located within this proposal as Form P Exhibit 5 and our Product Brochures contained in Form P Exhibit 6.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

The pricing model is based on the standard published List Price and Discount from List, for the Manitowoc products being offered. A Freight Matrix, attached as Form P Exhibit 3, broken out by Zone and Machine, for each Manitowoc product, is included as part of the pricing model. In order to determine total price, the Manitowoc dealer will utilize the Price List (Form P Exhibit 5), Sourcewell Discount (Form P Exhibit 4), and Freight Matrix (Form P Exhibit 3). By supplying both product price and freight as part of the “bid price”, the member will be able to have full assurance of contracted pricing.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The proposed discount level varies between 0 – 20% from model to model.

- 10) The pricing offered in this proposal is

- _____ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- _____ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- X c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- _____ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

We offer quantity discounts starting at 6 or more cranes during purchase but, this is handled on a case by case or model by model basis.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

Manitowoc will provide those products within our product line as requested by the Sourcewell member. If the Sourcewell member’s request includes a custom solution, including “sourced” products or “open market” items, or “nonstandard options”. Our dealers will respond to the Sourcewell members requirements using our standard quote and listing the “sourced goods” product as an open market item.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial/pre-delivery inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Depending on the dealership, some pre-delivery inspections may apply. Those charges will be listed on the quote to the Sourcewell member.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

Manitowoc's proposal includes proposed freight cost for the delivery of each model to eleven zones within the United States. The exception to this is that our All-Terrain and Crawler crane line will not be covered by the matrix as these cranes offer several options that will affect the cost of freight based on weight, size and location. In an effort to offer the most advantageous cost to the Sourcewell members, Manitowoc proposes that freight be provided at the time of quote and based on actual freight cost plus a 3% handling charge.

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Manitowoc proposes to mirror our handling of All-Terrain and Crawler cranes shipping method in that freight to these areas be provided at the time of quote and based on actual freight costs plus a 3% handling charge.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Not applicable.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

Prior to any Dealer quoting using Sourcewell, the quotes are reviewed by Manitowoc to verify compliance with our contract and to ensure contract number and Sourcewell member numbers are identified in all correspondence. After each Sourcewell award, Manitowoc Government Marketing reviews the order and terms to ensure compliance. An annual audit of the contracts received is then performed prior to final close out of each order.

- 18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Manitowoc's proposed administrative fee is one (1) percent of the net sale price of the product being sold to the Sourcewell member.

Industry-Specific Questions

- 19) Describe any industry-specific quality management system certifications obtained by your organization.

Manitowoc is an ISO9001:2015 certified company.

- 20) Describe any environmental management system certifications obtained by your organization.

Manitowoc does not hold any environmental management system certifications at this time.

- 21) Describe any preventive maintenance programs that your organization offers for the solutions you are proposing in your response.

Not Applicable.

Signature: Darryl Mellott Date: 15 March 2019