

Oklahoma/NASPO ValuePoint

Master Contract for Construction and CWP Equipment

Contract Number:	SW0192
Contract Period:	May 25, 2018 – April 10, 2019 with four, 1-year renewal options (5 years total) Renewal 1 has been activated through April 10, 2020 Renewal 2 has been activated through April 10, 2021 Renewal 3 has been activated through April 10, 2022 Renewal 4 has been activated through April 10, 2023 90-day extension has been signed through July 10, 2023
Eligibility:	Oklahoma state and local agencies as well as institutions of higher education

Quotes and Purchase Orders:

To obtain a quote, contact your local **John Deere Dealer**.

<https://dealerlocator.deere.com/servlet/country=US>

The local dealer assists customers in configuring the needed machines and attachments as well as identifying any applicable dealer provided item, install, pre-delivery inspection, local delivery, extended warranty and trade-in details. Dealer then contacts the John Deere Construction Retail Sales Account Manager for a formal contract quote:

Kent Hoffman, Account Manager

HoffmanKentJ@JohnDeere.com

309-765-0282 office

309-230-4650 cell

All purchase orders must show John Deere Construction Retail Sales as the vendor and reference the contract name and number: Oklahoma/NASPO SW0192.

Contract Details

Quotes	Quotes are valid for 30 days from the creation date, which is found on the upper right hand corner of the first page for your convenience.
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Allied (non-Deere)	<p>Allowed, allied equipment may only be sold in connection with the sale of a contract item.</p> <p>Allied items are products, implements, attachments, accessories, or parts not manufactured by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p>						
Credit Cards	Allowed.						
Special Delivery Obligations	<p>FOB Destination Prepaid and Added.</p> <p>Factory to dealer freight is quoted as well as local dealer to end user's location.</p>						
Fees	<p>Set-up fees for field attachments may be charged.</p> <p>Dealership quotes Pre-Delivery Inspection and local delivery as well as any dealer provided item and install.</p> <p>Dealer provides customer machine familiarity training (walk around) at no charge.</p>						
Financing	<p>Only a John Deere <i>Municipal</i> Lease, is a type of financing that is specifically designed for qualified state, government, and educational entities which allow full ownership at the end of the lease term. The muni-lease is arranged and processed through your local John Deere Dealer and John Deere Financial.</p> <p>No operating leases are allowed.</p>						
Multiple Unit Discount	<p>The following additional discount applies for a multiple-unit when on the same Purchase Order.</p> <table> <tr> <td>5-7 Units</td> <td>1%</td> </tr> <tr> <td>8-14 Units</td> <td>2%</td> </tr> <tr> <td>15-30 Units</td> <td>3%</td> </tr> </table>	5-7 Units	1%	8-14 Units	2%	15-30 Units	3%
5-7 Units	1%						
8-14 Units	2%						
15-30 Units	3%						
Non-contract (Deere)	<p>Allowed, non-contract items may only be sold in connection with the sale of a contract item.</p> <p>Non-contract items are John Deere products, implements, attachments, accessories, or parts that are not currently on contract but are requested by the customer to complete the purchase of related John Deere equipment awarded on contract.</p>						

Rental	Not allowed on this contract.
Substitution	Not allowed on this contract.
Trade-in	Allowed, trade-in items must be clearly labeled on the quote and purchase order as "Trade-in". The local dealer determines the trade-in amount.
Demo	Product demonstration units are not required by this contract, however, they may be arranged with local John Deere Dealer when desired and stock is available.
Miscellaneous	Field installed kits (AT, KV...) ordered with a base machine receive 20% off List discount
Payment Remittance Information	<p>Remit to Address:</p> <p>John Deere Construction Retail Sales, a division of John Deere Shared Services LLC P.O. Box 8806 Moline, IL 61266-8806</p>

Equipment and Discounts

Construction Equipment Models on Contract

Note: Discounts will be calculated based on current pricing at the time an agency requests the quote and will be valid for 30 days.

Product Family	Model	List Price Discount
Articulated Dump Trucks	260E	32%
Articulated Dump Trucks	260 P-Tier	27%
Articulated Dump Trucks	310E	32%
Articulated Dump Trucks	310 P-Tier	27%
Articulated Dump Trucks	410E	37%
Articulated Dump Trucks	410 P-Tier	27%
Articulated Dump Trucks	460E	37%
Articulated Dump Trucks	460 P-Tier	27%

Product Family	Model	List Price Discount
Backhoes	310L EP	43%



Backhoes	310L	43%
Backhoes	310 G-Tier	41%
Backhoes	310 P-Tier	41%
Backhoes	310SL	43%
Backhoes	310SL HL	43%
Backhoes	315SL	43%
Backhoes	320 P-Tier	41%
Backhoes	410L	40%
Backhoes	410 P-Tier	40%
Backhoes	710L	41%
Backhoes	710 P-Tier	41%

Product Family	Model	List Price Discount
Crawler Dozers	450K	25%
Crawler Dozers	450 P-Tier	25%
Crawler Dozers	550K	25%
Crawler Dozers	550 P-Tier	25%
Crawler Dozers	650K	27%
Crawler Dozers	650 P-Tier	27%
Crawler Dozers	700L	23%
Crawler Dozers	750L	23%
Crawler Dozers	850L	25%
Crawler Dozers	950K	32%
Crawler Dozers	1050K	32%

Product Family	Model	List Price Discount
Crawler Loaders	655K	27%
Crawler Loaders	755K	27%

Product Family	Model	List Price Discount
Excavators	75G	31%
Excavators	75 P-Tier	31%
Excavators	85G	31%
Excavators	85 P-Tier	31%
Excavators	130 P-Tier	31%
Excavators	135G	33%
Excavators	135 P-Tier	31%
Excavators	160 P-Tier	31%
Excavators	190GW	42%
Excavators	200 G-Tier	31%



Excavators	210 P-Tier	31%
Excavators	245G LC	33%
Excavators	245 P-Tier	31%
Excavators	250 P-Tier	31%
Excavators	300 P-Tier	31%
Excavators	345G LC	28%
Excavators	345 P-Tier	31%
Excavators	350 P-Tier	30%
Excavators	380 P-Tier	30%
Excavators	470 P-Tier	30%
Excavators	670 P-Tier	31%
Excavators	870 P-Tier	31%

Product Family	Model	List Price Discount
Motor Graders	620G	37%
Motor Graders	622G	37%
Motor Graders	670G	38%
Motor Graders	672G	37%
Motor Graders	770G	40%
Motor Graders	772G	40%
Motor Graders	870G	39%
Motor Graders	872G	40%

Product Family	Model	List Price Discount
Tractor Loaders	210 G-Tier	37%
Tractor Loaders	210 P-Tier	37%

Product Family	Model	List Price Discount
Wheel Loaders	444 P-Tier	37%
Wheel Loaders	524 P-Tier	38%
Wheel Loaders	544L	38%
Wheel Loaders	544 G-Tier	34%
Wheel Loaders	544 P-Tier	38%
Wheel Loaders	624L	37%
Wheel Loaders	624 P-Tier	37%
Wheel Loaders	644 G-Tier	32%
Wheel Loaders	644 P-Tier	33%
Wheel Loaders	644 X-Tier	36%
Wheel Loaders	724 P-Tier	33%
Wheel Loaders	744L	32%
Wheel Loaders	744 P-Tier	29%

Wheel Loaders	824L	32%
Wheel Loaders	824 P-Tier	29%
Wheel Loaders	844L	32%
Wheel Loaders	844 P-Tier	29%
Wheel Loaders	844L AH	32%
Wheel Loaders	904 P-Tier	29%
Wheel Loaders	944 X-Tier	34%

Compact Construction Equipment Models on Contract

Note: Discounts will be calculated based on current pricing at the time an agency requests the quote and will be valid for 30 days.

Product Family	Model	List Price Discount
Compact Track Loaders	317G	30%
Compact Track Loaders	325G	30%
Compact Track Loaders	331G	30%
Compact Track Loaders	333G	30%

Product Family	Model	List Price Discount
Compact Excavators	17G	27%
Compact Excavators	17 P-Tier	26%
Compact Excavators	26G	27%
Compact Excavators	26 P-Tier	26%
Compact Excavators	30G	27%
Compact Excavators	30 P-Tier	26%
Compact Excavators	35G	27%
Compact Excavators	35 P-Tier	26%
Compact Excavators	50G	27%
Compact Excavators	50 P-Tier	26%
Compact Excavators	60G	27%
Compact Excavators	60 P-Tier	26%

Product Family	Model	List Price Discount
Skid Steer Loaders	316GR	30%
Skid Steer Loaders	318G	30%
Skid Steer Loaders	320G	30%
Skid Steer Loaders	324G	30%
Skid Steer Loaders	330G	30%
Skid Steer Loaders	332G	30%

Product Family	Model	List Price Discount
Compact Wheel Loaders	184 G-Tier	24%
Compact Wheel Loaders	204L	26%
Compact Wheel Loaders	204 G-Tier	24%
Compact Wheel Loaders	244L	26%
Compact Wheel Loaders	244 P-Tier	24%

Compact Wheel Loaders	304L	26%
Compact Wheel Loaders	304 G-Tier	24%
Compact Wheel Loaders	324L	26%
Compact Wheel Loaders	324 P-Tier	24%
Compact Wheel Loaders	344L	26%
Compact Wheel Loaders	344 P-Tier	24%
Product Family	Model	List Price Discount
Base Coded Attachments	Various	20%